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NEWS MONDAY

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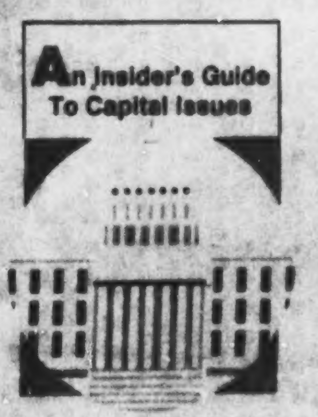

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Morgan Leads Charge on Gilts

Big Bang to Its UK Unit Is Government Securities

By JOHN J. DUFFY
London Bureau

LONDON — For Morgan Guaranty Ltd., all the commotion in the stock market here following last Monday's Big Bang has been little more than a sideshow.

THE *Big Bang*

MGL, the merchant banking arm of the Morgan Guaranty Trust Co. of New York, has been keeping a sharp eye on developments in the equities market but, in typical Morgan fashion, it has preferred to let others lead the charge into such uncharted territory. However, drawing on its strength in the international bond markets, it has led the way in another direction.

"Big Bang to us is really U.K. government securities, or gilts," Alfred Vinton, vice chairman of Morgan Guaranty Ltd., said in a recent interview. "Although the big fuss has been largely in equities, the real volume, the real action from our point of view, is gilts."

The gilt market, so called because British government bonds are printed on gilt-edged paper, accounts for between two-thirds and three-quarters of London Stock Exchange volume. Last year, turnover was about $370 billion.

Such volume is puny, however, compared with the $2.5 trillion that changed hands in the Eurobond market last year and the $1 trillion-plus in the U.S. Treasury market. And following

Morgan: Page 28 ➙

Illinois Marine Buys Back Investment, Felling Another Early Stakeout Deal

By BART FRAUST

NEW YORK — Another of the early interstate stakeout agreements, signed before the advent of regional banking, has been terminated.

Marine Corp., a Milwaukee-based bank holding company, said Friday that Illinois Marine Bancorp Inc., Elmhurst, Ill., has exercised an option to repurchase an investment held by Marine Corp. since 1983.

Interstate Banking

The decision to end the relationship followed Illinois Marine's rejection of a merger proposal by Marine, said Loren Clark, executive vice president of Illinois Marine.

"They made an offer to us, and we felt it wasn't enough," he said, adding that the company intends to remain independent.

"The investment affiliation had three major goals, which included licensing our name in the Chicago area in order to support the efforts of our loan production office in the area, which was accomplished," said George R. Slater, chairman and chief executive officer of Marine.

"We also wanted to make a good investment, and we are pleased not only with the $4.4 million profit Marine will realize but also by the income stream provided by the 11% current return

Stakeout: Page 9 ➙

Indiana Bank's 4 Purchases Approved
Page 9

What Happens If Government Loans Go Bad?

Pressure Could Mount For Recourse Provision

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — The Reagan administration could come under more pressure from Congress next year to provide some guarantee on government loans sold to the public.

The administration recently began selling loans in the government's portfolio as a way to generate revenue to cut the budget deficit and to improve federal credit management.

The requirement from the administration's Office of Management and Budget that agencies sell their loan assets without future recourse to the federal government has been criticized. Under current guidelines, buyers in the private sector who purchase government loans do so without any guarantee that the government will pay in case of default by the borrowers.

A report by congressional investigators at the General Accounting Office released in late September contends that without some flexibility by agencies to offer some form of recourse, investors will be less interested in making the purchases.

Sen. William V. Roth, R-Del., chairman of the Senate Governmental Affairs Committee, wrote a letter to the Office of Management and Budget on Oct. 21 stating that in light of the GAO report, he wants "to avoid outcomes that might fairly be characterized as 'fire sales' by an acutely attentive press and public."

Mr. Roth added, though, that he recognized the benefits of a nonrecourse sale requirement in helping the agencies upgrade the documentation of their loan portfolios.

Government Loans: Page 31 ➙

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Reporter's Notes

Age Vanity?

Ginnie Mae has been lying about her age, but a new rule change by the Government National Mortgage Association should set the record straight. Louis Gaspar, GNMA executive vice president, said some originators were doing such things as putting 26-year mortgages into a pool along with a single 30-year loan and calling the entire package a 30-year pool, thus causing confusion and consternation among investors. From now on, 90% of the mortgages in a pool must have the same term as the longest-term mortgage in that pool, Mr. Gaspar said.

Greetings

Since the Federal Home Loan Mortgage Corp. paid for Chairman Edwin J. Gray's official extravaganza through Europe, why not his official Christmas cards?

Documents released last week show that Freddie Mac purchased four $260-apiece Wimbledon tickets for him and his family during a lavish business trip to Europe in 1985 (since then, Mr. Gray has reimbursed the agency for the tickets, as well as other items). Among those documents were receipts showing that Freddie Mac paid for $432 worth of Christmas cards in 1984 on behalf of Mr. Gray, who is also chairman of the Federal Home Loan Bank Board.

A Freddie Mac spokesman says the cards were a normal business expense that "is not at all unusual." He added that Mr. Gray sent the cards to industry officials who do business with Freddie Mac.

Briefly• • •

When bankers attending the American Bankers Association pulled out of San Francisco last week, they were replaced by another group of bankers. The American Association of Blood Banks began its 39th annual meeting during the weekend. • • • The ABA is planning its first national conference for compliance managers, bank counsel, and auditors for three days here next September. • • • The Independent Bankers Association of America has published a booklet setting out how the new tax law could affect small banks. • • • Among the new coalitions in town is the Alliance for Capital Access, a gathering of issuers of high-yield securities also known as "junk bonds."

— Jim McTague, Nina Easton, and Jay Rosenstein

A Banker's Guide to the Elections

By JAY ROSENSTEIN

Tuesday, American voters will choose 34 senators, 435 House members, and maybe, as a result, a new national policy on banking. Here's what to look for when the election returns come in.

- **Control of the Senate:** Whether the Democrats take control from the Republicans is the big question this year. Doing so would mean new Senate leadership and new committee chairmen. Sen. William Proxmire, D-Wis., could end up once again as chairman of the Banking Committee. Other possibilities are Sens. Alan Cranston of California or Donald W. Riegle Jr. of Michigan. A Democrat-controlled Senate Banking Committee could mean less talk in that forum about expanding bank powers and more scrutiny of financial institutions and their regulators. Consumer issues and rental housing also could become priorities in the Senate. With Democrats in control of both the House and the Senate, there could be more cooperation between the two banking committees, but they might be more at odds with a Republican administration on banking legislation and matters such as nominations to the Federal Reserve Board.

- **Some key Senate races:** Seven of the 15 current Banking Committee members are up for reelection, but only Sens. Slade Gorton, R-Wash., and Mack Mattingly, R-Ga., are considered in much trouble. Chairman Jake Garn, R-Utah, will be reelected easily. Democratic Rep. Timothy E. Wirth, an outspoken cynic when it comes to expanded bank powers, is battling to become a Colorado senator and could end up on the Banking Committee.

- **Some key House races:** Banking Committee Chairman Fernand J. St Germain, D-R.I., facing allegations of wrongdoing, is in his first close race in years but should win reelection. Rep. George C. Wortley, R-N.Y., a banking supporter also suffering from some recent bad publicity, might not be as lucky as the chairman. Other committee members in tough battles: Reps. Stephen L. Neal, D-N.C., a subcommittee chairman; Stewart B. McKinney, R-Conn., and John Hiler, R-Ind.

- **New faces from the industry:** Bill Grant, a Florida Democrat who for the last 14 years has been the president of the Bank of Madison County, Madison, Fla., seems likely to win a vacant House seat. Robert Neall, a commercial loan officer for the last four years with the Annapolis Banking and Trust Co., Maryland, is doing well in his campaign for a House seat despite being at a disadvantage in name recognition — and in height. His Democratic opponent is Tom McMillen, a six-foot-eleven former professional basketball player. Bill Story, once a Bank of America employee, is waging an uphill battle for a Democratic seat from Colorado. On the Senate side, Idaho Gov. John V. Evans, a Democrat, who with his family has had an ownership interest in a few banks there, is fighting incumbent Republican Steven D. Symms. ■

Drawings by Peter Kuper

Financial PAC Dollars Soar For Banking Panel Leaders

On Eve of Election, Incumbents Ride Funding Wave

By PAMELA J. PODGER

Federal Election Commission reports show that total political action committee, or "PAC," contributions to top-ranking members of House and Senate committees have doubled and in some cases nearly tripled since their last elections.

Donations by financial PACs encompass the special — and often competing — industry interests of securities, insurance, real estate, commercial banks, thrifts, and credit unions.

Roughly 300 political action committees of financial industry-related firms are among the total 4,092 PACs registered as of July 1986 with the Federal Election Committee.

Among banks' and thrifts' political action committees, however, donations are dwarfed by the $1,874,639 in contributions made to members of Congress by the Realtors Political Action Committee, which represents the National Association of Realtors. Similarly, insurance political action committees are very large. The American Bankers Association's BankPac is a leader, having set a record in gathering funds this election cycle and with $868,250 in donations made so far in the 1985-86 period, as indicated by the accompanying table.

Of the top-ranking House Banking Committee members, Chairman Fernand St Germain, D-R.I., has received the most from financial-industry political action committees. As the banking panel chairman and an incumbent in a close race this year, he has accumulated the greatest amount of total political action committee contributions — $242,702 — in comparison with other top-ranking members of the committee.

Rep. John J. LaFalce, D-N.Y., who says he has been outspent 2 to 1 in his previous races, notes that raising money is a necessary part of campaigning. "It's necessary to spend money to win elections, and so it's necessary to raise money," says Mr. LaFalce. "PAC money is no better and no worse than any other type of money."

To avoid the political sensitivities of accepting funds from such committees, key banking committee members such as Sen. William Proxmire, D-Wis., and Rep. Jim Leach, R-Iowa, simply return the contributions.

Political action committees also may opt to contribute to both an incumbent and his opponent, but perhaps more to one than the other. For example, Senate Banking Committee member Mack Mattingly, R-Ga., holds a narrow lead in his race against Rep. Wyche Fowler Jr., D-Ga., a member of the House Ways and Means Committee. So far, the Household Finance Corp. has contributed $1,500 to Sen. Mattingly and $500 to Rep. Fowler. "Household isn't committed to any individual and selects candidates who are good for business in general," says J. Thomas Nelson, Household's vice president of federal government relations.

Mark Clark, a spokesman for the U.S. League of Savings Institutions, expresses a commonly heard rationale for giving: Political action committees are collective groups that are taking part in the political process.

Political action committees' contribution criteria include a candidate's publicly expressed opinions and voting records, and also recommendations from association members whom the challengers or incumbents serve, he says.

"Political contributions are what gain access. As an industry group you're taking part in the political process to insure there is a voice for your business," Mr. Clark says. "You can have more impact in supporting candidates who you believe are good for your business. If you want to call it influence peddling, you can."

— Ms. Podger writes on business for the Medill News Service in Washington.

Election Eve Look at PAC Donations

Donations by a Sample of Financial PACs

	Jan. 1, 1985 - Sept. 30, 1986
American Bankers Association	$868,250
Credit Union National Association	$400,712
U.S. League of Savings Institutions	$368,375
Textron (formerly Avco Corp.)	$347,400
Citicorp	$295,163
Morgan Stanley & Co.	$264,000
E.F. Hutton Group Inc.	$249,728
Barnett Banks of Florida Inc.	$202,750
Beneficial Management Corp.	$195,130
Merrill Lynch & Co.	$189,084
Independent Bankers Association of America	$169,229
Investment Company Institute	$162,827
Household Finance Corp.	$149,450
Salomon Brothers Inc.	$140,900
National Council of Savings Institutions	$116,388
Bear, Stearns & Co.	$103,450
National Consumer Finance Association (American Financial Services Association)	$97,489
Association of Bank Holding Companies	$92,240
Securities Industry Association Inc.	$50,650
First City Bancorporation of Texas	$28,050

PAC Funds Accepted

Senate Banking Committee Members Facing Reelection

	Total PAC Funds 1980 race	Total PAC Funds Jan. 1, 1985 to Oct. 15, 1986	Funds from PACs listed above
Republicans			
Jake Garn, Utah	$285,909	$486,252	$54,100
Alfonse D'Amato, N.Y.	$273,260	$689,512	$36,699
Slade Gorton, Wash.	$151,038	$861,050	$59,460
Mack Mattingly, Ga.	$116,419	$679,504	$62,250
Democrats			
Alan Cranston, Calif.	$418,316	$1,168,763	$52,500
Christopher Dodd, Conn.	$268,388	$585,097	$39,900
Alan Dixon, Ill.	$287,154	$811,210	$69,000

House Banking Committee Members

Top 10 Ranking Democrats Seeking Reelection

	Total PAC funds 1984 race	Total PAC Funds Jan.1, 1985 to Oct. 15, 1986	Funds from PACs listed above
Fernand J. St Germain, R.I.	$228,800	$242,702	$53,500
Henry Gonzalez, Texas	$24,758	$24,200	0
Frank Annunzio, Ill.	$91,123	$106,782	$28,250
Walter Fauntroy, D.C.	$24,815	$16,020	$5,500
Stephen Neal, N.C.	$178,406	$205,500	$30,200
Carroll Hubbard, Ken.	$164,950	$208,075	$19,775
John LaFalce, NY	$72,268	$39,043	$16,250
Mary Rose Oakar, Ohio	$118,289	$186,494	$8,175
Bruce Vento, Minn.	$113,071	$112,860	$10,000
Doug Barnard Jr., Ga.	$113,875	$129,150	$24,809
Robert Garcia, NY	$123,672	$139,775	$19,575
Charles Schumer, NY	$56,845	$39,650	$6,000
Top Five Ranking Republicans Seeking Reelection			
Chalmers Wylie, Ohio	$120,503	$158,253	$38,603
Stewart McKinney, Conn.	$131,257	$209,721	$22,380
Jim Leach, Iowa	Declines PAC contributions		
Norman Shumway, Calif.	$140,451	$92,590	$14,500
Stan Parris, Va.	$269, 063	$155,222	$19,893

Source: Federal Election Commission reports and research by Pamela J. Podger.

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TODAY

MAC, A FIVE-STATE automated teller machine network owned by CoreStates Financial Corp., Philadelphia, is the largest such system in terms of interchange transaction volume........ 2

CHEMICAL BANK is planning a 'major expansion' of its automated teller machine network, and the bank has chosen Japanese technology........ 2

SEARS, ROEBUCK and Co.'s Discover card will now be accepted by an additional 6,000 automated teller machines as the result of agreements signed with six ATM networks........ 2

VOTERS IN TEXAS will decide today whether to amend the state constitution to permit branch banking, which has been prohibited since 1904........ 3

REGULATORY FOOTDRAGGING that killed a deal to sell the First Savings Bank of Florida to a New York investment group couldn't have worked out better for First Savings shareholders........ 8

GERMANIA FA of Alton, Ill., is adding five full-service branches in St. Louis within a year, building on the three branches it acquired when it took over a thrift located near St. Louis last April........ 8

THE ACQUISITION of First City Bancorp, Marietta, Ga., by Barnett Banks of Florida Inc. will be one of the most expensive interstate banking deals yet announced in the Southeast........ 8

MARKETING TODAY

FIRST PENNSYLVANIA BANK, Philadelphia, is going public with its new effort to improve customer service........ 10

BILLBOARDS TRUMPETED the return of banker Roy Nelson to the Bank of Utah in his hometown of Ogden after a stint in Salt Lake City........ 10

SWITZERLAND'S FEDERAL Banking Commission will investigate charges by lawyers representing the Philippine government that Swiss banks are using delaying tactics to avoid repatriating money allegedly deposited in Geneva illegally by former President Ferdinand Marcos........ 11

A FEDERAL JUDGE has upheld the government's right to seize $50,000, which it alleged to be the proceeds of a $150 million drug money laundering scheme, from various bank accounts........ 11

CONNECTICUT BANKS are providing more low- or no-cost checking and savings accounts and other financial services to fixed-income and low-income families, according to a preliminary report by the state Banking Department........ 14

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Comment

Rethinking Securitization

By SANFORD ROSE

The Bank Administration Institute has recently released an intriguing volume, entitled "The Future of Wholesale Banking." The study contends that while banks for the most part retain their historic advantage in loan origination, they now suffer from a growing disadvantage in loan warehousing.

The reason: "...large wholesale banks are faced with a quasi-fixed-cost penalty, owing to their having to pay FDIC insurance, to their foregoing earned interest on amounts kept on reserve with the central bank, and to their having to maintain a relatively low leverage ratio, which results in a higher spread being required to achieve a satisfactory return on equity."

This fixed-cost burden is quantified, with appropriate simplifying assumptions, as follows: The FDIC cost amounts to seven basis points. The cost of idle reserves deposited with the Fed, assuming a money cost of 10%, is around 27 basis points (2.7% times that 10% money cost).

Comment: Page 4 ➞

RAISING CAPITAL: The Pace Slows

By KENNETH J. HICKS

NEW YORK — After beginning the third quarter in July with $21.3 billion in debt and equity issues — the highest monthly dollar volume in 1986 — major financial services companies issued only $20 billion more in August and September combined.

A variety of market conditions, including continued uncertainty over the course of interest rates, played a large part in the steep decline for the final two months.

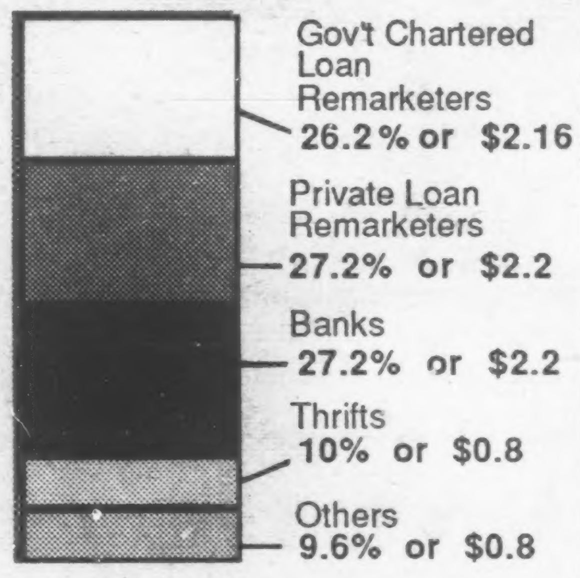
In September, debt issues totaled $8.2 billion, off 32% from the August total of $12.1 billion. The August figure had plummeted 43% from July.

In the first nine months of 1986, more than $125 billion in debt and equity has been raised: $42 billion in the third quarter, $49 billion in the second quarter, and about $35 billion during the first three months.

One of the factors cited by Securities Data Co., a New York-based firm that tracks new corporate debt issues, was a large refunding by the Treasury in Sep-

Raising Capital: Page 17 ➞

Debt Financings in September
(In billions of dollars)

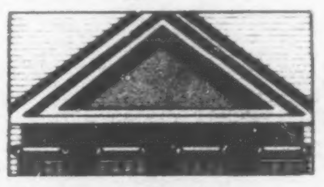


Supreme Court Upholds Banks' IRA Collectives

Declines to Hear Appeal By Mutual Fund Industry

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — The Supreme Court on Monday upheld the authority of banks to offer a trust service that the mutual fund industry had contended was illegal.


Litigation

The justices, without elaboration, upheld lower court rulings that a bank can form a collective or pooled investment fund consisting of trust assets from individual retirement accounts.

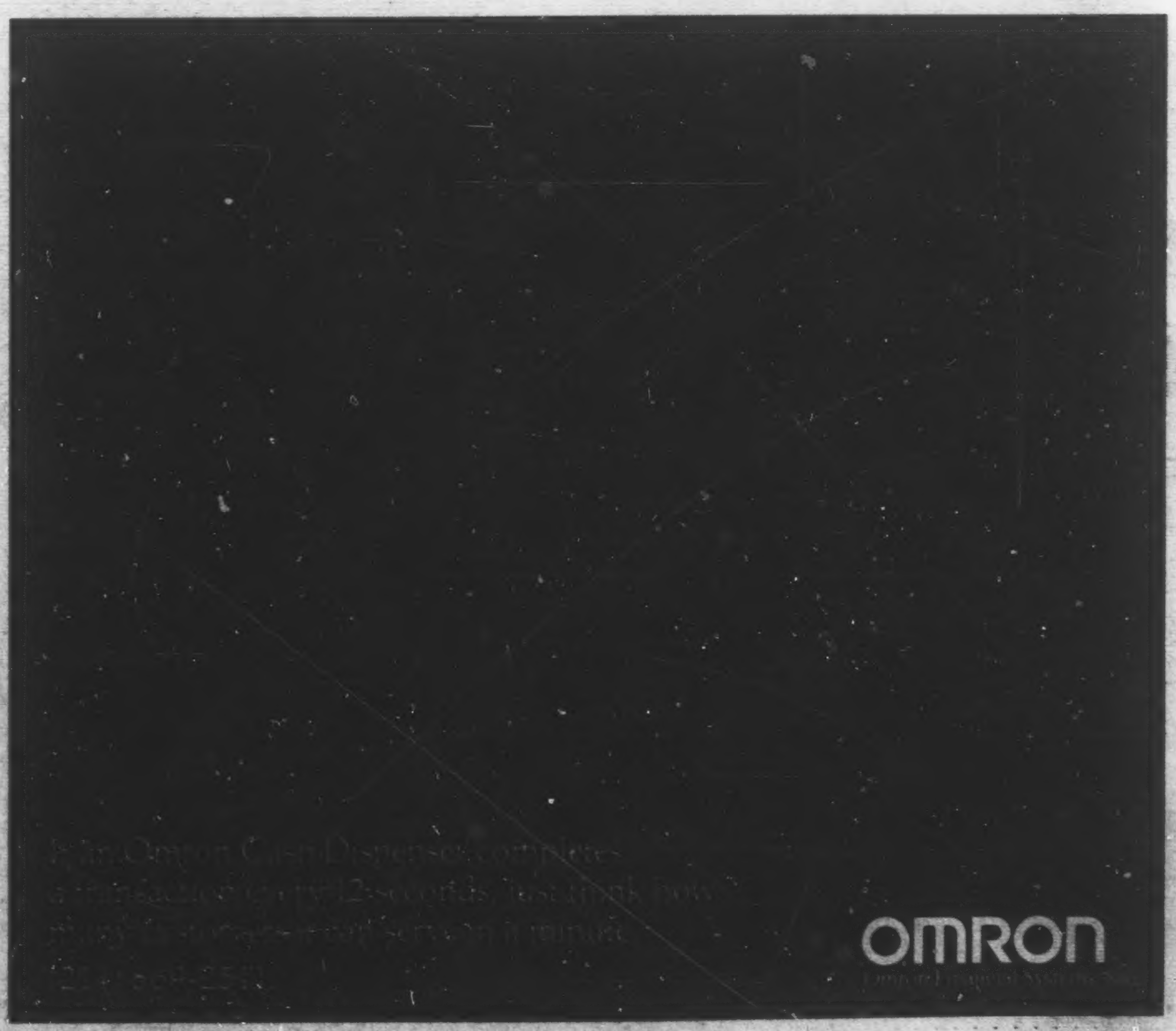
In other action Monday, the Supreme Court agreed to consider a case involving the U.S. Department of Labor and Citicorp Industrial Credit Inc., a commercial lending subsidiary of the New York bank holding company. At issue is whether a secured creditor, after foreclosing on a loan, owes unpaid wages to the borrower's employees.

Also, the Supreme Court listened to testimony in a case that could have significance for the geographic expansion of bank securities activities. The Supreme Court is reviewing a lower court decision that said a national bank may operate a discount brokerage subsidiary under federal securities laws, but only where the bank is allowed to have a branch.

The case, which was brought by the Securities Industry Association, could take on broader meaning if the Supreme Court agrees that these discount brokerage operations are subject to branching laws.

Some observers contend that such a decision could force banks to shut down these and similar operations,

Supreme Court: Page 22 ➞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FISI MADISON

CoreStates' Mac Heads Automated Teller Pack In Ranking Based on Interchange Transactions

Pulse Places Second With Half the Volume

By JEFFREY KUTLER

NEW YORK — Mac, a five-state automated teller machine network owned by CoreStates Financial Corp., Philadelphia, is the largest such system in terms of interchange transaction volume, outdistancing its nearest rival by two to one.

ATMs

Speer & Associates, an Atlanta-based consulting firm, said that between January and June 1986, Mac ranked first by handling 6.5 million monthly interchange transactions at its 1,787 automated teller machines in Pennsylvania, New Jersey, Delaware, Ohio, and West Virginia.

Interchange transactions are cash withdrawals and other funds transfers effected by customers at machines not operated by their own banks. Balance inquiries, which are not considered financial transactions, are excluded from the totals.

Pulse, a Texas-based network with double Mac's number of ATMs, came in second with 3.2 million interchange transactions per month, followed by the Exchange network in the Pacific Northwest at 2.9 million.

By measures other than interchange volume, Pulse is the largest, with 3,867 ATMs, 6 million access cards in circulation, and almost 18 million total ATM transactions a month. Interchange items make up only 18% of Pulse's total machine use, compared with Mac's 52%.

Speer & Associates, in its first survey of the nationwide ATM field, focused on interchange volume as "the best measure of success for these shared networks," said Thomas E. Reynolds, group vice president.

The consulting firm counts among its clients many regional ATM networks in which hundreds of financial institutions participate. Mr. Reynolds said Speer embarked on the survey, which it plans conduct twice a year, to fill in gaps left by other data sources.

He said *Bank Network News*, a newsletter published in Chicago, compiles annual listings based on numbers of terminals or total transactions, not on the critical measure of interchange transactions.

Nor does *Bank Network News* rank proprietary ATM networks — those owned by single banks or holding companies, which may or may not be part of multi-institution regional networks, Mr. Reynolds said.

He said the industry misses the extensive annual reports on the state of the ATM industry that Linda Fenner Zimmer, an independent researcher, stopped issuing several years ago. Mrs. Zimmer, who works out of Marlborough, Conn., does write an annual summary for the *Magazine of Bank Administration* each May.

As of February 1986, she said, Bank of America had the biggest proprietary ATM network in North America with 1,336 machines. First Interstate Bancorp was second with 993, followed by Royal Bank of Canada with 952, Wells Fargo Bank with 788, and Mellon Bank Corp. with 749.

Speer & Associates did not release a numerical ranking of proprietary systems because the 102 institutions responding to the survey were promised confidentiality.

The consultants did disclose that these 102 respondents, with more than $490 billion in aggregate assets and 18 million consumer transaction accounts, had issued 16 million ATM-access cards, also known as debit cards, to 59% of their transaction accounts. This means that they issued an average of 1.5 cards to each account. The average card was used 18.4 times per year.

Speer & Associates estimated that the national average of debit card penetration is 50% of transaction accounts, nine points below that of the Speer data base, and the average card is used 20 to 24 times a year, 11% to 33% more frequently than the survey showed.

The average of 7,000 proprietary ATMs covered in the study handled 4,490 financial transactions per month, not including balance inquiries and error messages.

"This was somewhat comforting, because people have been throwing around a figure of 4,000 to 5,000 financial transactions per month, and now we have real numbers to support it," Mr. Reynolds said.

Of the nation's 100 largest shared regional networks, 47 participated in Speer's first survey. Their 33,000 ATMs accounted for more than half of all ATMs in the United States. Monthly interchange totals ranged from Mac's 6.4 million down to 15,000, and ATM totals from Pulse's 3,867 down to less than 50.

Six networks exceeded 2 million interchange transactions per month: Mac, Pulse, Exchange, Publix Super Markets in Florida, Honor in Florida, and Avail in Georgia.

Seven other networks came in between 1 million and 2 million: Tyme in Wisconsin, Michigan, and Illinois; Most in Washington, D.C., and surrounding states; Shazam in Iowa and neighboring states; Magic Line in Michigan; Cash Stream in Pennsylvania, New Jersey, Delaware, Maryland, and West Virginia; Rocky Mountain BankCard Association's regional Plus network in Colorado, Wyoming, and California; and New York Cash Exchange (NYCE) in New York, New Jersey, and Connecticut.

Of the top 20, the smallest in interchange volume was Treasurer, in New Jersey and Florida, with 500,000. The smallest in both ATMs and total ATM transactions was Service Card System in Oklahoma, Missouri, and Kansas, with 254 machines and 1 million transactions.

The biggest access card base, Pulse's 6 million, was followed by NYCE's 5.7 million, Cash Stream's 5.4 million, Mac's 5.25 million, and Relay's 4.5 million in Virginia and the Carolinas.

In the proprietary portion of the survey, Speer asked banks to name the manufacturers of their electronic terminals. Diebold Inc. led in ATM market share with 39%, ahead of Docutel/Olivetti with 30%, IBM Corp. 22%, NCR Corp. 7%, and others 2%.

Of 7,000 point-of-sale terminals counted in the survey, 38% were made by Verifone, 30% Datatrol, 18% Omron, 8% GTE, and 6% others ■

Top 10 Regional ATM Networks Ranked By Interchange (Interbank) Transactions

Network, Home State	Number of ATMs	Total monthly transactions (millions)	Percent interchange transactions	Interchange transactions (millions)
Mac, Pennsylvania	1,787	12.42	52%	6.46
Pulse, Texas	3,867	17.98	18%	3.24
Exchange, Washington	1,170	5.47	53%	2.90
Publix, Florida	340	2.23	100%	2.23
Honor, Florida	2,100	12.22	18%	2.20
Avail, Georgia	1,120	8.00	25%	2.00
Tyme, Wisconsin	640	3.17	60%	1.90
Most, Virginia	2,058	8.76	16%	1.40
Shazam, Iowa	769	5.29	26%	1.38
Magic Line, Michigan	1,702	8.41	15%	1.26

Source: Speer & Associates. Data for January-June 1986.

Agreements Add 6 More Networks To Discover Card's ATM Access List

By LISABETH WEINER

Midwest Bureau

CHICAGO — The Discover card — Sears, Roebuck and Co.'s multipurpose credit and financial services card — now will be accepted by an additional 6,000 automated teller machines as the result of agreements signed with six ATM networks.

That brings to 13,000 the number of ATMs that holders of Discover are able to access across the nation, according to Discover Card Services Inc.

Discover card offers traditional credit card services plus a variety of other financial services, such as a revolving line of credit and access to a savings account. It has been issued to 7.5 million customers, and more than 430,000 merchants now accept the card, according to Sears. Through the first nine months of the year, Sears said the Discover card lost $75.2 million.

"Adding six major ATM networks to our system will assist us in accomplishing our goal of providing convenient cash access to our cardmembers across the nation," said Thomas Butler, executive vice president in charge of the Discover card. "We are delighted to join these networks."

The Greenwood Trust Co., Greenwood, Del., the issuer of Discover, said agreements were signed with, among others, Norwest, which operates the Instant Cash Network and has 500 machines located in eight states; and MTech, which operates the Mpact network and has 1,400 terminals in Texas and four other states.

The others are the Instant Teller network, a service of the City National Bank, which has 1,200 terminals in seven western states; Magic Line, which has more than 2,500 terminals in Michigan; the Exchange Network, with 2,900 ATMs in 25 states; and Universal Money Centers Inc., the credit/financial services company, with 220 machines in Kansas, Missouri, and Oklahoma.

Greenwood previously had signed agreements with 11 other automated teller machine networks in various parts of the country.

These are: Cashstream, which operates through the Mellon Bank and has

Discover: Page 13 ➵

Chemical Elects Japanese Design For ATM Growth

Bank Orders Omron Machines To Replace Docutel Equipment

By MICHAEL WEINSTEIN

NEW YORK — Chemical Bank is planning to refurbish and expand its automated teller machine network, and the bank has chosen Japanese technology for the system's growth, said a bank executive.

Chemical has ordered at least 100 teller machines from Omron Financial Systems Inc. of Las Colinas, Tex., a subsidiary of Omron Tateisi Electronics Co., Kyoto, Japan. The bank plans to buy an undisclosed number of additional ATMs, said J. Brian McLean, a Chemical vice president.

"It's likely that the order will be substantially larger than that," he said at press conference here sponsored by Omron.

Chemical, one of the first banks in the country to install ATMs, has about 150 teller machines, which is less than its major competitors such as Citibank, Chase Manhattan Bank, and Manufacturers Hanover Trust Co.

"It's a combination of replacement and expansion, with the emphasis on replacement," said Mr. McLean, explaining Chemical's decision to order new ATMs.

Chemical is also a member of the New York Cash Exchange, a shared network of some 2,200 teller machines.

"We still don't have enough ATMs," Mr. McLean said. "It's a customer service matter."

Omron becomes the primary ATM vendor for Chemical, the nation's sixth biggest commercial bank.

Up to now, Chemical has been using primarily ATMs made by Olivetti U.S.A., known as Docutel Corp. before it was acquired by Ing. C. Olivetti & Co. of Ivrea, Italy. Last month, Olivetti began notifying its customers that it was abandoning the ATM business in the United States.

But Mr. McLean said that Chemical chose Omron before the bank heard about Olivetti's decision.

"Our technical people looked at the [Omron] machine and found it was of the highest quality we have ever seen in the ATM arena," Mr. McLean said.

The contract with Chemical is a boost for Omron's U.S. business. Omron is a major supplier of ATMs outside the United States, but it has only a slight presence in the American market.

"This gives us the credibility we have strived for," said Robert T. Jansen, Omron's president. "Three years ago when we began, no one knew who we were."

Chemical will use the Omron machines to add new locations to its teller machine network and to replace its aging Docutel machines at existing locations, Mr. McLean said.

Even though Chemical has tapped into extra teller machine locations through NYCE, Mr. McLean said that the bank needs more machines because customer lines are too long.

"NYCE has caused our own customers to use our ATMs more," he said.

Mr. McLean declined to say how many machines the bank will add to its network or where they will be installed.

Omron's Mr. Jansen estimated that the U.S. market for ATM sales and service represents $300 million to $350 million annually. And two Japanese firms, Omron and Fujitsu Systems of America Inc., have taken aim at that market while demand in the market has been stagnant for the last two years or so.

Omron: Page 22 ➵

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BUSINESS FINANCING REVIEW
— SECTION STARTS ON PAGE 11

American Banker
The Daily Financial Services

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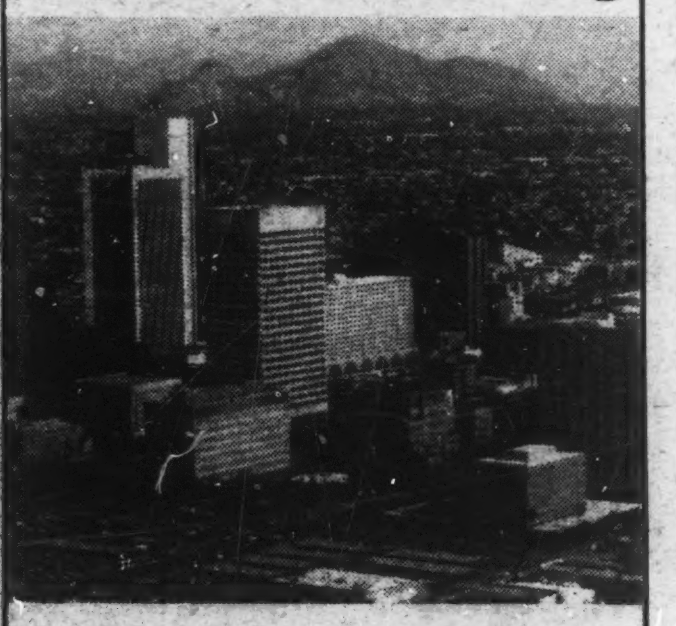
VOL. CLI NO. 219 Wednesday, November 5, 1986 st Year

TODAY

Business Financing



What are the lending opportunities — and pitfalls — in the nation's five fastest growing metropolitan areas? In the case of Phoenix, above, bankers can look to the high-tech industry for customers....... 20

Tampa Bay could be "America's next great city."....... 12

Dallas/Fort Worth draws strength from diversity....... 16

Atlanta, facing sluggish growth, is still synonymous with the Sun Belt....... 18

Houston continues to expand, but it is no longer a lender's heaven..... 18

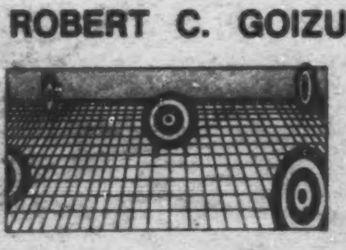
CRAIG HALL, the Dallas real estate syndicator, may be close to reaching an agreement to restructure some $190 million in loans....... 2

CITICORP IS TESTING a money transfer service for consumers and small businesses that takes direct aim at ailing Western Union Corp...2

MANUFACTURERS HANOVER Corp. announced the acquisition of new United Kingdom headquarters...... 2

SECURITY PACIFIC CORP. said it will expand into Oregon....... 3

MADISON FINANCIAL CORP. will continue to oppose an unfriendly tender offer by the Exchange International Corp....... 3



ROBERT C. GOIZUETA, chairman and chief executive officer of the Coca-Cola Co., advises his bankers to be consumer watchers....... 4

ROBERT J. SAMUELSON says downward mobility is a false notion....... 4

TECHNOLOGY TODAY

MasterCard plans to invite Visa to endorse a single strategy to incorporate integrated circuit technology in plastic cards....... 24

Chase Manhattan Bank has licensed the Infoloans system from Uccel Corp. to automate lending in its branches in Puerto Rico, Panama, and the Virgin Islands....... 25

CROSSCURRENTS: CenTrust Savings Bank's purchase of Old American Insurance Co. could hardly have come at a better time....... 32

Executive Changes....... 6

In the News....... 3

Appeals Court Tosses Out SEC Rule

Bank Group Wins Fight Against Registration

By NINA EASTON

WASHINGTON — A federal court of appeals on Tuesday ordered a lower court to throw out the Securities and Exchange Commission's Rule 3b-9, the controversial requirement that banks place their securities activities in SEC-registered subsidiaries.

A three-judge panel of the U.S. Court of Appeals for the D.C. Circuit concluded that the American Bankers Association, which brought the suit, was correct in arguing that the SEC had overstepped its authority. The court ordered the U.S. district court, which had sided with the SEC, to reverse its decision and "to declare Rule 3b-9 unlawful."

SEC officials said the commission has not decided whether to appeal the decision, but they indicated that an appeal to either the Supreme Court or the full circuit court is likely.

The SEC had issued the rule out of concern that growing numbers of banks — which are not subject to the commission's investor protection oversight — were offering securities services to their customers.

Banks had objected to the rule because of the costs involved with SEC registration and because of concerns over the SEC extending its jurisdiction over banks, which are already heavily regulated by the banking agencies.

"Consumers won an important victory in the courtroom today," said Donald Ogilvie, ABA's executive vice president. "The decision ensures that bank customers will continue to enjoy the savings and convenience that discount brokerages provide."

Michael F. Crotty, who argued the

SEC: Page 23 ➸

Hostile Bid for BankAmerica Is One of Interstate's Options

Some Stockholders Might Be Receptive

This story was reported by Robert Luke in Los Angeles and by Andrew Albert and Bart Fraust in New York. It was written by Mr. Fraust.

First Interstate Bancorp, saying it is "reviewing its alternatives" after once again being rebuffed in its effort to acquire BankAmerica Corp., now must consider the option of a hostile tender offer.

Despite reports to the contrary, the Federal Reserve Board would not necessarily oppose a hostile takeover of BankAmerica, banking lawyers say. Strategic and financial considerations — including that First Interstate would be attempting to acquire BankAmerica without access to its books — may prove to be more of a deterrent to a hostile bid than legal and regulatory concerns.

A hostile bid, which is an offer opposed by the management of the target company, is one of First Interstate's options, and the company is reviewing that possibility, sources close to that company confirmed on Tuesday.

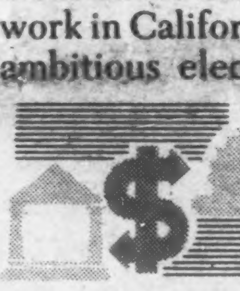
Meanwhile, some BankAmerica shareholders appeared to be growing increasingly receptive to a hostile bid by First Interstate following BankAmerica's request on Monday that First Interstate withdraw its $3.4 billion offer.

"Their [BankAmerica's] board members just seem to show they don't care

BankAmerica: Page 30 ➸

Visa USA Takes Over Management Of Interlink Point-of-Sale Network

By JEFFREY KUTLER



Point-of-Sale

NEW YORK — Visa U.S.A. said Tuesday that it will take over management of the Interlink point-of-sale network in California, the largest and most ambitious electronic direct-debit system in the country.

The move will help the major California banks that founded Interlink economize on electronic funds transfer expenditures. To Visa it brings expertise that could accelerate development of nationwide point-of-sale capability.

Since it began operating in June 1985, Interlink has relied on Visa's data center in San Mateo, Calif., for back-office data processing and communications support.

The network has signed 3,000 retail locations and handles about two million electronic debits a month. With the addition of terminals in major supermarkets and gasoline stations, officials predict that annual volume will approach 100 million in 1987, a level far above any other regional automated teller machine or point-of-sale network.

The four largest California banks — Bank of America, Security Pacific National Bank, First Interstate Bank, and Wells Fargo Bank — spent undisclosed millions of dollars to build and market Interlink. By throwing in their lot more closely with Visa, the California banks can reduce their financial exposure while the entire U.S. banking industry, through Visa, can share in their technical accomplishment.

"It is a win-win situation," said Rob-

Visa: Page 10 ➸

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American Banker

FEATURE ◆ SECTION

PULL OUT AND SAVE

Business Financing

We focus here on business financing activities in the fastest growing metropolitan areas, the regions the U.S. Census Bureau says have registered the biggest population gains from 1980-1985.

Top Commercial Finance Companies *

In the Southeast and Southwest (a)

(Dollar Amounts in Thousands)

	Net Receivables 12/31/86	12/31/85
SOUTHEAST		
Barclays American Corp., Charlotte, N.C.	3,145,501	2,793,216
Blazer Financial Services, Inc., Miami	640,875	578,591
TranSouth Financial Corp., Florence, S.C.	395,296	342,736
First Union Commercial Corp., Charlotte, N.C.	205,555	158,582
Provident Financial Corp., Columbia, S.C.	93,318	83,015
Genesco Financial Corp., Nashville, Tenn.	48,786	55,656
First Franklin Financial Corp., Toccoa, Ga.	35,557	30,281
SOUTHWEST		
Associates Corp. of No. America, Dallas	6,934,586	5,933,973
John Deere Credit Co., Reno, Nev.	2,871,180	2,800,210
Greyhound Leasing & Financial Corp., Phoenix, Ariz.	1,604,155	1,521,625
Glenfed Financial Corp., Dallas	379,004	N.A.

* — Based on data available from American Banker surveys. (a)— Southeast concentrates on those institutions doing business in Tampa, St. Petersburg and Atlanta. Southwest, those in Dallas, Ft. Worth, Houston and Phoenix.

Top Commercial Lenders *

In the Southeast and Southwest (a)

(Dollar Amounts in Thousands)

	C&I Loans 12/31/85[1]	12/31/84[1]
SOUTHEAST		
Citizens & Southern National Bank, Atlanta	2,015,974	1,666,179
Southeast Bank NA, Miami	1,721,823	1,782,546
First National Bank, Atlanta	1,389,288	1,108,218
NCNB National Bank of Florida, Tampa	1,164,175	743,584
Trust Company Bank, Atlanta	1,081,192	838,758
Florida National Bank, Jacksonville	931,510	717,716
First Florida Bank NA, Tampa	510,878	436,964
Thrifts		
Florida Federal S&L Assn., St. Petersburg	247,559	165,879
Freedom Savings & Loan Assn., Tampa	193,226	203,043
AmeriFirst Federal Savings & Loan Assn., Miami	116,340	34,231
First Fidelity Savings & Loan Assn., Sanford, Fla.	97,480	58,690
Fortune Federal Savings & Loan Assn., Clearwater, Fla.	88,525	46,929
Home Federal Bank of Fla. FSB, St. Petersburg	45,627	15,606
SOUTHWEST		
RepublicBank Dallas NA	4,551,822	4,129,161
Texas Commerce Bank NA, Houston	4,503,225	4,862,952
InterFirst Bank Dallas NA	3,515,201	3,683,056
First City National Bank, Houston	2,810,288	3,377,182
MBank Dallas NA	2,486,711	2,113,914
Valley National Bank, Phoenix	1,709,044	1,681,923
Allied Bank of Texas, Houston	1,316,519	1,265,121
First Interstate Bank of Arizona NA, Phoenix	1,291,720	1,107,912
Arizona Bank, Phoenix	565,380	514,088
Thrifts		
Sunbelt Savings Association, Dallas	258,201	32,860
Western Savings & Loan Assn., Phoenix	180,626	147,223
First Federal Savings & Loan Assn., Phoenix	133,265	115,573
Vernon Savings & Loan Assn., Tex.	122,128	46,726
San Jacinto Savings Assn., Houston	108,393	60,830
Gill Savings Association, Hondo, Tex.	90,734	51,764

* — Based on data available from American Banker surveys. (a)— Southeast concentrates on those institutions with headquarters or branches in Tampa, St. Petersburg and Atlanta. Southwest, those in Dallas, Ft. Worth, Houston and Phoenix.

[1] — Thrift data is as of 9/30/85 vs. 9/30/84.

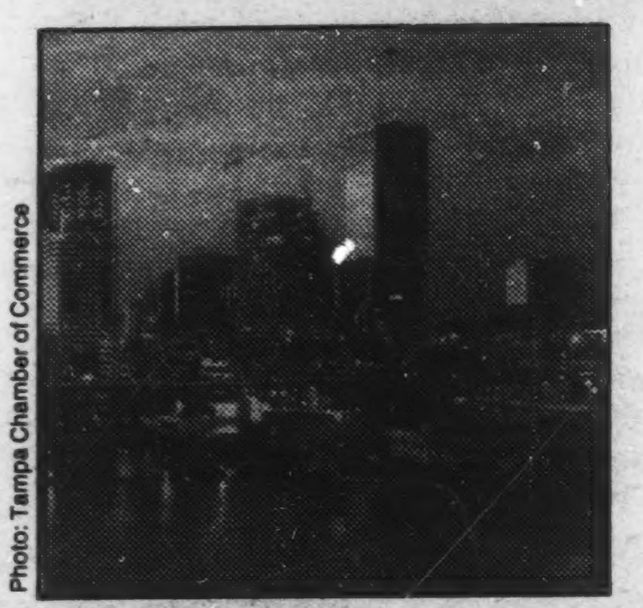
Photo: Tampa Chamber of Commerce

TAMPA BAY AREA Tremendous growth in what some consider "America's Next Great City" is opening up business opportunities and reshaping the city's skyline. **Page 12**

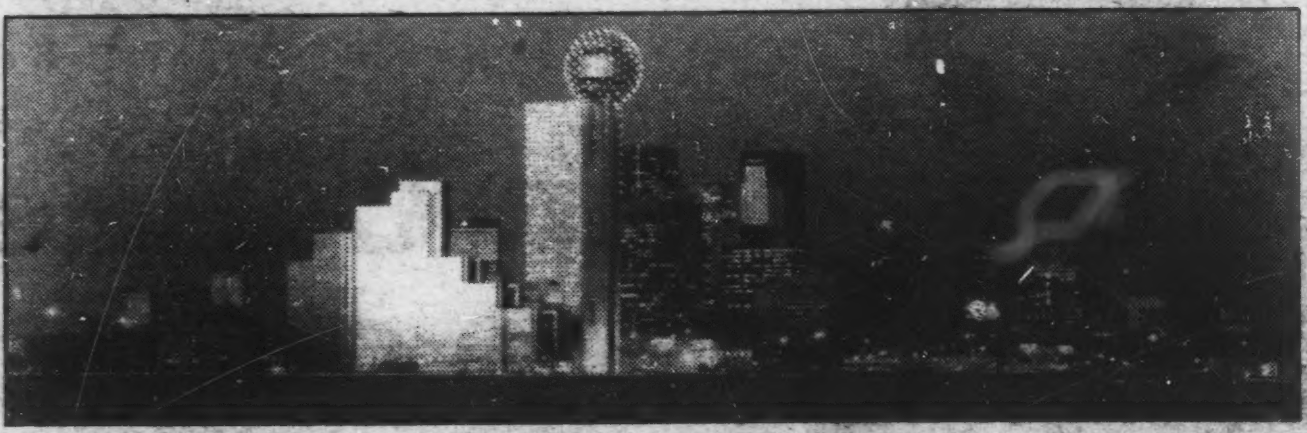
Photo: Dallas Chamber of Commerce

DALLAS/FORT WORTH A shining star in the troubled oil producing state, this Texas metroplex credits its economic strength to diversity. **Page 16**

Photo: Atlanta Chamber of Commerce

ATLANTA A new office tower dominates the skyline of this Sun Belt city, symbolizing Atlanta's stature as one of the five fastest growing U.S. cities with investment opportunities. **Page 18**

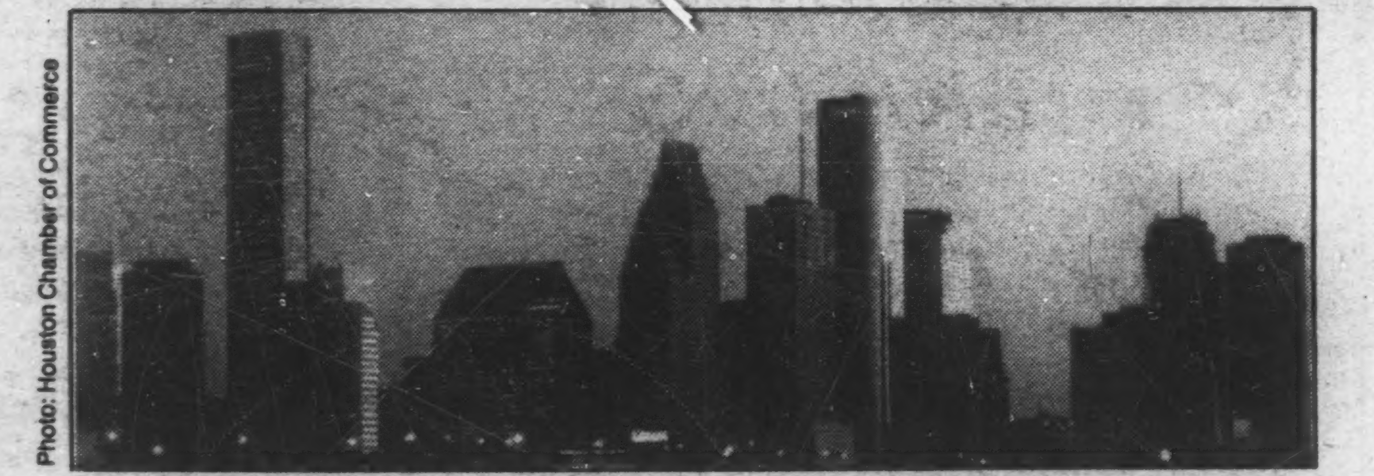
Photo: Houston Chamber of Commerce

HOUSTON Though it is no longer an oasis to lenders, this southern city is burgeoning. **Page18**

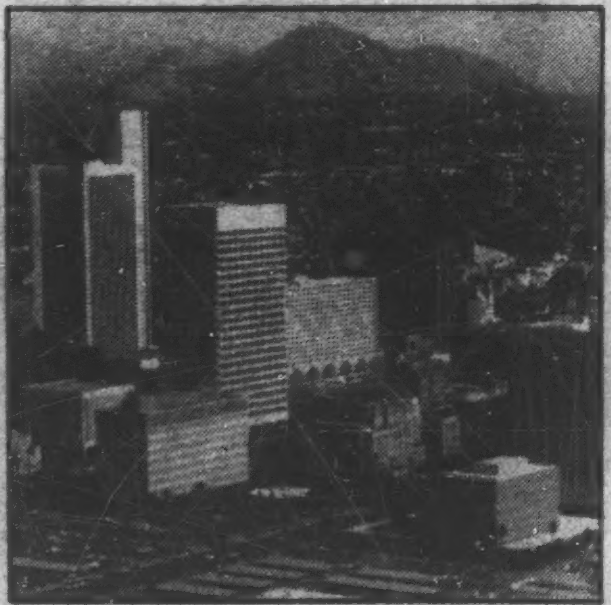
Photo: Phoenix Chamber of Commerce

PHOENIX Safeguarded by a diverse economic landscape, this southwestern city expects to undergo a development cycle that will increase its population, employment, and high-tech industry. **Page 20**

11/6/86 C0175-1

American Banker

MINORITY-OWNED THRIFTS — PAGES 6 AND 16

The Daily Financial Services N

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Thursday, November 6, 1986

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TODAY

KAREN D. SHAW, a consultant and executive vice president with the Institute for Strategy Development, comments on the issue of how a banking institution could operate if it chose what some observers refer to as a "debanking" option.................... 4

THREE FORMER OFFICIALS of the defunct brokerage firm of Bevill, Bresler & Schulman Inc. pleaded guilty to planning and carrying out a securities fraud scheme that ultimately cost the firm's customers more than $100 million................. 2

THE NOVEL APPROACH of Prudential-Bache Securities Inc. in the London market has been rewarded with its first big success — approval by the board of a printing group of a management buyout bid................ 2

BARNETT BANKS of Florida Inc. and the thrift it wants to acquire have sued the Federal Home Loan Bank Board over the agency's recent attempt to assert regulatory jurisdiction over their deal and similar transactions.................................... 3

A BANK THAT ORDERED a wire transfer of funds to another bank in response to a forged request is liable for the loss caused by the fraud, even though the bank that received and complied with the transfer order was negligent.......................... 4

MICHAEL SALKIN, one of Bank of America's top economists, has quit to take a position with First Interstate Bank of California................ 8

CLOSING ARGUMENTS are expected to be presented today in one of the final phases of the complex civil trial in Oklahoma City stemming from the 1982 collapse of the Penn Square Bank. U.S. District Judge Wayne Alley will have only one, brief phase of the consolidated trial to conduct next week.................... 12

ASSET AND DEPOSIT growth for minority-owned thrift institutions slowed considerably from levels of the past two years, but net income improved in 1985. Though percentage gains exceeded those of the entire thrift industry, the relatively small number of minority-owned thrifts still reflected industrywide results for 1985.......................... 16

Minority Thrift Table........................ 6

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Flashbacks.................................. 14

In the News.................................. 3

Quote

If the past is prologue, he'll be an activist chairman. It'll be an interesting year. We'll all work harder.

Donald Rogers, president of the Association of Bank Holding Companies, commenting on the return of Sen. William Proxmire, D-Wis., to the chairmanship of the Senate Banking Committee. [Page 1]

Unquote

Banks Face New Lineup in Democratic Senate

Proxmire Could Push for Nonbank-Bank Ban, Consumer Protection Measures

By BARTLETT NAYLOR
Washington Bureau

WASHINGTON — Democratic control of the Senate has sweeping implications for the banking industry. It enhances chances for passage of banking legislation, with an emphasis on reregulation and consumer protection measures, congressional members and lobbyists said on Wednesday.

After six years of Republican dominance, Democrats regained control of the Senate in Tuesday's election, winning eight new seats to give them 55 seats to the Republicans' 45.

On the Senate Banking Committee, Sen. William Proxmire, D-Wis., an activist on banking matters, will replace Sen. Jake Garn, R-Utah, an advocate of deregulation, as chairman. Sen. Proxmire presided over the panel in the late 1970s, when his party last controlled the Senate.

In an interview Wednesday, Mr. Proxmire said he was "excited" at the prospect of chairing the panel again.

"We have to move legislation to improve the safety and soundness of the industry," said the lawmaker.

Generally, here are some of the implications for the financial industry:

- With both chambers of Congress controlled by the Democrats, there's a better chance for cooperation that will lead to legislation, especially consumer-protection measures.
- Under Mr. Proxmire, the Senate Banking Committee will increase committee investigations. He's also an outspoken critic of limited-service or nonbank banks, increasing

We've got a lot of leftover business from the last Congress that we have to deal with.

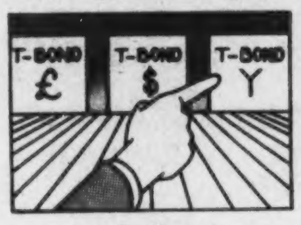
— Sen. William Proxmire

Senate: Page 14 ➔

Security Pacific's 'Options Exchange' Hits Another Regulatory Roadblock

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Security Pacific National Bank has again delayed the start of an interest rate options trading system due to regulatory hurdles, this time primarily from the Federal Reserve Board.



Options

The Fed has not considered the bank's plan, nor has the Los Angeles bank's parent company applied to the agency for permission to start the service.

Security Pacific contends that its proposed brokerage and clearing agency activities had been considered permissible activities by the Fed in the past and that under 1984 regulations the holding company doesn't need to seek new approvals. But according to information sent to Congress by the Fed, the agency's staff now is mulling whether the combination of these activities should be reviewed by the board.

Stephen Lynner, a Security Pacific official in New York who conceived the idea for the trading system, said in an interview that the uncertainty about the Fed's intentions has "thrown a monkey wrench" into plans to start the trading system.

Security Pacific did get one bit of good news from the regulators in the last week. Peter Liebesman, assistant director of legal advisory services with

Security Pacific: Page 8 ➔

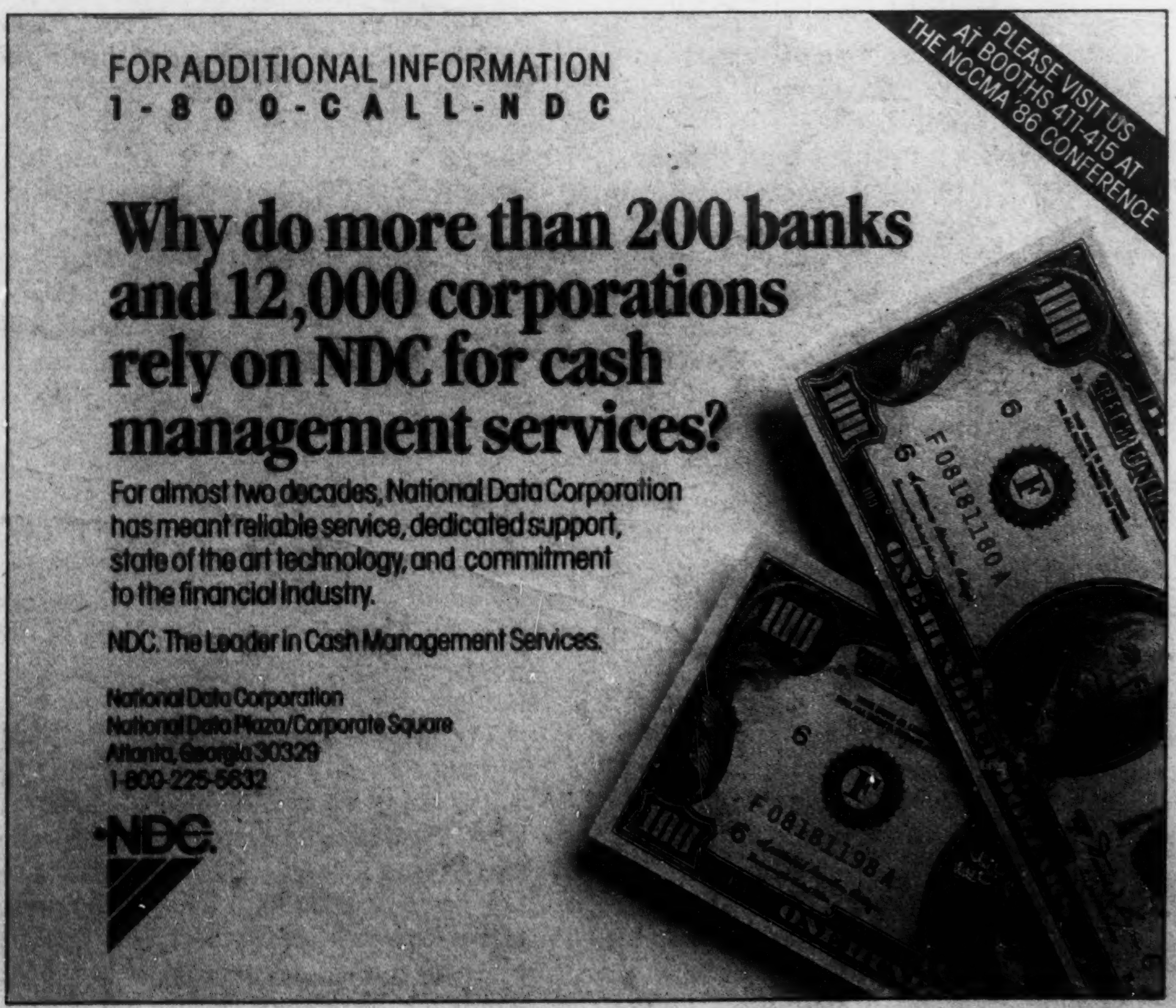
Voters in Texas Clear the Way For Branch Banks

By DAVID LaGESSE
Southwest Bureau

DALLAS — Texas voters on Tuesday overwhelmingly approved branch banking for the Lone Star State, clearing one obstacle to long-awaited takeover deals with out-of-state banks.

The limited branching proposal, which required voter approval because it amended the state's 1904 constitution, passed by nearly a 3-to-1 margin and becomes effective on Jan. 1. Banks can open as many as three new branches in each county, and bank holding companies can consolidate their subsidiary banks into branches — as long as they retain one charter in

Texas: Page 12 ➔



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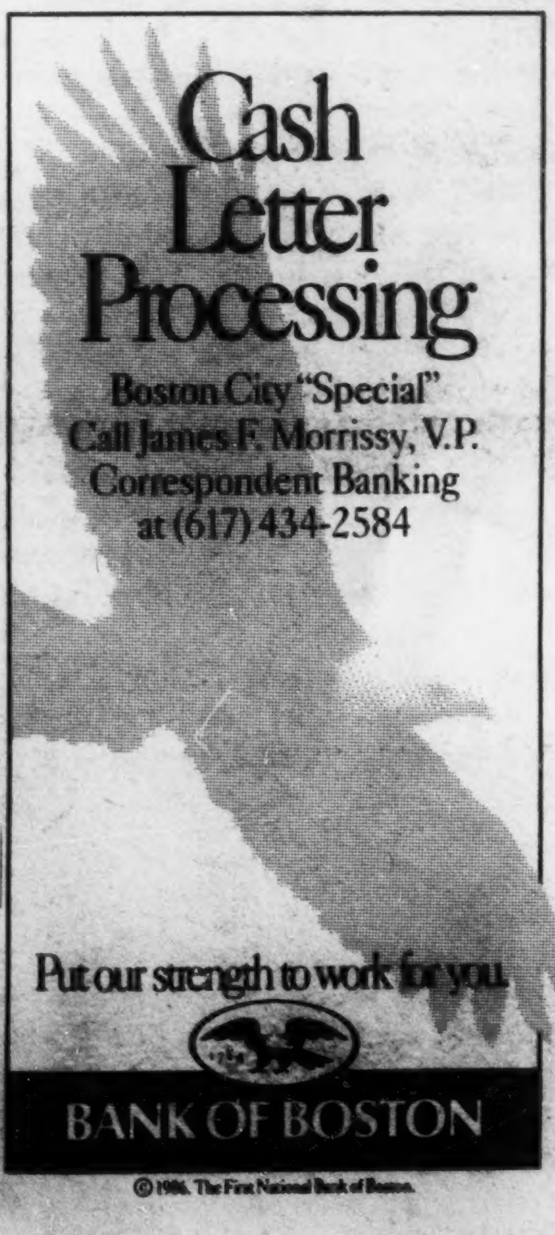

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Three Officials Plead Guilty In Bevill Fraud

By ANDREW ALBERT

NEWARK, N.J. — Three former officials of the defunct brokerage firm of Bevill, Bresler & Schulman Inc. pleaded guilty on Wednesday to planning and carrying out a securities fraud scheme that ultimately cost the firm's customers more than $100 million.

A fourth former official of the company, president Gilbert C. Schulman, 38, pleaded innocent to the same federal charges, and his trial begins on Jan. 13.

The elaborate fraud scheme, considered one of the biggest in U.S. history, came to a crashing halt in April 1985, when authorities forced an affiliate of the Livingston, N.J., securities group into bankruptcy law proceedings. Ever since, commercial banks, thrift institutions, and other customers of the failed broker have been waiting and hoping to recover at least part of their losses. At least one bank, Worthen Bank & Trust Co. NA, Little Rock, Ark., barely survived the $52 million loss it suffered from its dealings with Bevill Bresler.

The guilty pleas are not expected to have any effect on the bankruptcy proceedings, in which creditor claims against the Bevill Bresler group total $262 million. Saul S. Cohen, a bankruptcy law trustee handling the case, said he and his staff have assembled a $103 million pool that could eventually be divided up among creditors, if they can resolve disagreements associated with competing claims. "We're still searching for assets," he said.

The three former officials who pleaded guilty were company chairman Robert L. Bevill, 43; treasurer John D. Rooney, 40, and Stuart A. Gottlieb, 38. They admitted to participating in a scheme, which began in 1982, to defraud customers of an affiliated firm called Bevill, Bresler & Schulman Asset Management Corp. It was the asset management unit, a deal-

Bevill: Page 9 →

Corrections

An article in the Nov. 4 edition of the *American Banker* ("CoreStates' Mac Heads Automated Teller Pack in Ranking Based on Interchange Transactions," page 2) included incorrect statements about information published by *Bank Network News*, a Chicago-based newsletter. The statements were attributed to an executive of Speer & Associates, Atlanta, a consulting firm that published a ranking of automated teller machine networks according to interchange volume.

John Love, publisher of *Bank Network News*, said his organization provides comprehensive information on automated teller machine networks in its *EFT Data Book*, the latest edition of which is due out this week. Its rankings include the top 100 networks based on total transactions and transactions that go through central computer switches, the percentage of transactions that are interchange (or interbank) items, and the top 15 proprietary (single-institution) ATM networks.

The information in *EFT Data Book* is more complete than readers of the *American Banker* article were led to believe.

□

The Treasury Department will adopt a Notification of Change process for government direct deposits in December 1987, not next month. The date was erroneously reported in the Oct. 29 issue ("Technology Topics," page 6). ■

Prudential-Bache's Singular London Strategy Begins to Pay Off in Merchant Banking Area

A Briton Leads US Investment House's Effort to Compete with Older Players

By PETER FIELD

LONDON — Prudential-Bache Securities Inc.'s novel approach in the London market has scored its first big success — approval by the board of the British printing group McCorquodale of a management buyout bid worth about $220.8 million that is being led by Prudential-Bache.

INTERNATIONAL BRIEFING

If the deal goes through, it will be the largest management buyout of a public company ever seen in the United Kingdom. And it follows the recruitment two months ago of senior merchant banker John MacArthur to run Prudential-Bache's merchant banking operations in London.

Prudential-Bache had taken a different tack than its American and European competitors when, in July 1984, instead of buying a London stockbroker, it started to build an entirely new broking firm with three key initial recruits at partner-level from another firm.

Now, Prudential-Bache has set itself even further apart from its U.S. counterparts by hiring the 52-year-old Mr. MacArthur from Kleinwort, Benson Ltd. in July to build a sterling-based merchant bank. A name still has to be found for this operation to avoid confusion with the unrelated Prudential Assurance Co. in the U.K.

Mr. MacArthur is chairman of the merchant banking group, which includes the stockbroking business, a gilt market-maker, a stock exchange money broking operation, Clive Discount Holdings, and the nascent corporate finance activities. The investment banking activities of Prudential-Bache in London — mainly Eurosecurities — continue to be run by William Hulton, another Briton recruited from E.F. Hutton & Co. a couple of years ago.

Mr. MacArthur is probably the most senior British merchant banker to be recruited by a U.S. investment bank. He had been at Kleinwort for 26 years and was deputy head of corporate finance until January when he was made chairman of the business development committee. An influential U.K. mergers and privatization expert, he hopes to apply that experience to the Prudential-Bache job, as the McCorquodale deal suggests.

"The essence," he said, "is to provide a merchant banking service to the U.K. marketplace which will mirror to the maximum extent possible that which the principal domestic institutions provide." In other words, the intention is to go head-to-head with Kleinwort, S.G. Warburg & Co., and Morgan Grenfell & Co.

Most U.S. investment banks came to the U.K. in the first place because of the Euromarkets. More recently, they've become more active as part of the run-up to the Big Bang deregulation of the London markets on Oct. 27. But they haven't had much success, according to Mr. MacArthur, in "breaking into that part of the U.K. corporate sector which is not transactions-related and based on the difference between five and 10 basis points." He believes that most of the U.K. corporate sector will for the foreseeable future still place a lot of emphasis on relationships.

Won't that therefore make it difficult for a newcomer like Prudential-Bache to pry clients away from their traditional banks? "If you've got good ideas, you will get a hearing," said Mr. MacArthur.

Goldman, Sachs & Co. is about the only U.S. investment bank that has made any inroads into U.K. corporate finance. How far it has penetrated is hotly disputed by many British bankers. One ranking showed Goldman fourth in advising British companies on mergers and acquisitions in the first half of the year.

Yet, said Mr. MacArthur, "The reality is they have not led one public takeover deal in the U.K. They have been number two or three in the limited number of transactions in which they have been involved."

Mr. MacArthur thinks the Prudential-Bache approach of recognizing differences between local markets gives the firm an advantage. "There won't be homogenized markets for financial services in Europe in the next few years," he said, "because homogenization assumes industry in Europe is going to be investment banker-driven to the extent it is in the U.S."

'The essence is to provide a merchant banking service to the U.K. marketplace which will mirror to the maximum extent possible that which the principal domestic institutions provide.'

— **John MacArthur**
Prudential-Bache Securities

Most managements in the U.K. and continental Europe cannot understand the almost obsessive interest their American colleagues display in very marginal differences in the cost of capital, which is largely investment banker-driven.

"Spending 20 days a year listening to investment bankers telling you how you can save one-thirty-second of a percent is a very bad deal in terms of opportunity costs," Mr. MacArthur said.

Mr. MacArthur's main task at the moment is recruitment, and he said there was a very strong possibility of hiring more senior merchant bankers. The group at present numbers about 200. Only eight are in corporate finance and Mr. MacArthur wants to get that up to 30 as soon as possible.

Mr. MacArthur's other main concerns at present are integrating the stockbroking operation, P-B Securities, Down, de Boer & Duckett, into the larger merchant banking group, and reviving the fortunes of Clive Discount, which lost 810,000 pounds (about $1.15 million at Tuesday's exchange rate) in calendar 1985. The main reason for buying this seems to have been the discount house's expertise at the short end of the gilt market, which Prudential-Bache found useful in building its gilt market-making operation.

One of the founders of the stockbroking firm, Duncan Duckett, resigned in July, two weeks before the recruitment of Mr. MacArthur was announced. Like the other two founders, Ashley Down and Christopher de Boer, Mr. Duckett had joined from James Capel & Co.

There was no connection between the two events, said Mr. MacArthur. But at the time of Mr. Duckett's departure, Prudential-Bache did announce it was taking its stake of 20% in the broker up to 100%. That inevitably meant tighter central control of the broking operation and, according to Mr. MacArthur, "Duncan probably felt uncomfortable with the size and growth of the operation from its small and informal beginnings."

The Prudential-Bache merchant banking group has about $99 million in capital. The stockbroking business is already well developed with 20 analysts researching the U.K. The level of capital is clearly quite small at present, but with the formidable resources of Prudential-Bache and the Prudential Insurance Company of America itself behind the merchant bank, "I don't think additional capital is a problem subject to justification," Mr. MacArthur said.

To some in the City of London, it seems odd that the Euromarket activities should be run under a separate chief. Mr. MacArthur acknowledged an enormous overlap between his operations and Mr. Hulton's. But he said, "The immediacy and size of Euromarket operations are such that, if you're not very careful, the embryonic merchant banking activities of a house like this could easily get sucked into and swallowed up by the requirements of Euromarket transactions."

Mr. MacArthur obviously had higher aspirations at Kleinwort Benson, but decided these were not likely to be satisfied after he took over as chairman of the business development commiteee in January. This gave him a key strategic planning role, but he would have preferred to head corporate finance.

His move to Prudential-Bache came about as a result of his working on the sale of Clive Discount to the company. Mr. MacArthur had brought Clive to the market years ago and had sat on its board.

"In finding a good home for Clive, I got to know the Prudential-Bache and Prudential people well and found a good home for myself," he said, adding that it wasn't intentional. "I didn't put myself about with the headhunters and Prudential didn't headhunt me."

Prudential-Bache must now be hoping that Mr. MacArthur can bring in clients of the caliber he handled at Kleinwort, where he worked on the privatization of Enterprise Oil and the water industry (the latter now aborted). He also battled three times on behalf of clients against newspaper publisher Robert Maxwell and staunchly defended the al-Fayed brothers against Lonrho PLC in its campaign to find out more about how the al-Fayeds financed their purchase of House of Fraser, owner of Harrods department store.

Mr. MacArthur said he saw no reason why Prudential-Bache should not be doing similar deals. The McCorquodale buyout, even if it doesn't come off, is a start, and shows how his contacts can be combined with the financial muscle of Prudential Insurance, which is providing nearly 50% of the financing of the deal. Mr. MacArthur had been financial adviser to McCorquodale for about 12 years while he was at Kleinwort. The management buyout is designed to defeat a hostile bid valued at about $205.2 million from another British printing group, Norton Opax.

According to one insider, Prudential-Bache is likely to be doing more leveraged buyouts and management buyouts.

"John has a well-thought-out philosophy on adapting U.S. ideas to the U.K. market," the insider said. "You can't just take them off the shelf and apply them to the U.K."

Mr. MacArthur said: "We will be offering a full range of corporate finance advisory services based on our skills and experience of the U.K. corporate sector." ■

A Sample Listing of Minority-Owned Thrifts *

Listed Geographically by State; Data as of Dec. 31, 1985

Compiled by American Banker Copyright 1986

	Deposits		Assets		Net Income		Net Worth		N.W./Assets
	12/31/85	12/31/84	12/31/85	12/31/84	1985	1984	12/31/85	12/31/84	12/31/85
ALABAMA									
Citizens Federal Savings Bank, Birmingham (S,b)	N.A.	43,782,162	57,967,099	51,088,293	N.A.	598,050	5,456,214	1,200,000	9.41
Tuskegee Federal Savings & Loan Association (M,b)	20,496,000	N.A.	22,031,000	17,694,000	110,000	1,404,000	N.A.	1,355,000	N.A.
CALIFORNIA									
Broadway Federal Savings & Loan Assn., Los Angeles (M)	76,373,000	72,221,079	80,985,000	76,371,812	337,000	(429,591)	2,580,000	1,290,141	3.19
Family Savings & Loan Association, Los Angeles (S)	109,319,000	N.A.	139,984,000	148,276,000	455,000	(1,503,000)	2,690,000	2,685,000	1.92
First Public Savings Bank, Los Angeles (S,a)	93,091,922	68,943,628	101,883,004	75,829,033	1,756,666	1,212,338	7,522,961	5,936,295	7.38
Founders Savings & Loan Association, Los Angeles (S,b)	174,123,000	N.A.	189,702,000	156,908,000	716,000	(672,000)	3,040,000	1,599,000	1.60
Standard Savings Bank, Los Angeles (S,a)	86,237,726	62,621,366	95,984,480	72,782,294	2,010,521	1,096,418	6,622,243	4,661,721	6.90
Trust Savings Bank, Monterey Park (S,d,f)	102,132,658	76,283,000	107,584,735	79,321,000	800,625	(81,786)	5,228,000	2,408,620	3.57
City Federal Savings & Loan Association, Oakland (M)	31,824,000	N.A.	30,734,000	32,510,000	(772,000)	(3,169,000)	(5,421,000)	(3,520,000)	N.A.
Hacienda Federal Savings & Loan Associaition, Oxnard (S)	15,529,000	16,823,386	34,475,000	37,039,036	(12,000)	(1,910,103)	(11,002,000)	(10,576,691)	N.A.
Presidio Savings & Loan Association, Porterville (S,c,h)	198,015,000	N.A.	201,433,000	220,309,000	(85,549,000)	4,485,000	(24,053,000)	8,089,000	N.A.
Camino Real Savings Bank, San Fernando (S,c,i)	172,436,000	N.A.	244,088,000	166,509,000	(4,821,000)	(4,631,000)	10,983,000	(734,000)	4.50
Golden Coin Savings & Loan Assn., San Francisco (S,a)	131,039,924	109,000,000	143,595,738	119,000,000	1,189,610	80,000	4,956,135	3,937,000	3.37
Sincere Federal Savings, San Francisco (S,a)	73,990,830	81,048,784	79,360,574	88,150,989	598,492	901,871	3,975,360	2,908,140	5.00
Time Savings & Loan Association, San Francisco (S,d)	51,835,363	56,979,596	66,809,756	64,807,244	637,806	(299,226)	3,135,034	2,410,880	4.25
East-West Federal Bank FSB, San Marino (S,a)	236,973,794	203,432,000	267,369,715	234,655,000	1,500,723	3,000	8,568,385	841,831	3.20
COLORADO									
Equity Federal Savings Bank, Denver (S)	3,394,000	3,608,000	3,583,000	4,223,000	(195,000)	56,000	71,000	164,000	1.98
CONNECTICUT									
Community Federal Savings & Loan Assn., Bridgeport (M)	42,551,000	N.A.	48,637,000	43,102,000	283,000	656,000	1,507,000	1,059,000	3.10
Connecticut Savings & Loan Association, Hartford (M,b)	9,552,000	N.A.	13,592,000	9,932,000	123,000	31,000	502,000	379,000	3.70
DISTRICT OF COLUMBIA									
Independence Federal Savings Bank (M,b)	107,724,000	90,495,000	157,905,000	117,311,000	1,196,000	N.A.	5,178,000	N.A.	4.41
FLORIDA									
General Federal Savings Association, Coral Gables (S,c)	194,405,024	170,381,502	229,883,049	189,231,347	1,742,728	801,944	6,847,858	5,164,537	2.98
Tropical Federal Savings & Loan Association, Hialeah (S,c,g)	63,788,651	N.A.	66,363,844	55,675,000	(1,366,755)	(150,000)	631,037	776,000	1.00
Interamerican Federal Savings & Loan Assn., Miami (S,c)	78,071,000	N.A.	85,624,000	61,320,000	598,000	206,000	3,297,000	2,409,000	3.85
Miami Savings Bank (S,c)	171,057,674	139,349,291	175,560,692	148,120,136	(4,915,784)	511,901	2,034,750	7,184,286	1.20
Washington Shores Savings Bank FSB, Orlando (M,b)	6,073,812	6,582,000	9,404,337	9,267,000	(94,000)	(17,000)	174,183	224,000	1.85
GEORGIA									
Mutual Federal Savings & Loan Association, Atlanta (M,b)	30,584,000	29,521,715	32,161,000	32,748,048	91,786	153,988	1,358,000	1,303,587	4.00
HAWAII									
New People's Savings & Loan Association, Honolulu (S)	9,276,000	N.A.	13,661,000	15,032,000	(119,000)	(1,362,000)	4,215,000	(597,000)	3.09
KANSAS									
Coronado Federal Savings & Loan Assn., Kansas City (M,j)	13,500,000	13,708,000	12,908,000	14,151,000	N.A.	N.A.	(1,030,000)	N.A.	N.A.
LOUISIANA									
First Federal S&L Assn. of Scotlandville, Baton Rouge (M,b)	47,847,000	47,232,000	47,916,000	48,681,000	(542,000)	(51,000)	(459,000)	909,000	4.51
Bayou Federal Savings & Loan Assn., New Orleans (M,b)	25,968,253	N.A.	27,306,593	20,675,000	(1,015,184)	(3,000)	(1,523,999)	1,000	N.A.
United Federal Savings & Loan Assn., New Orleans (M,b)	44,444,931	N.A.	50,213,731	42,253,000	529,667	1,722,000	2,352,000	1,581,000	4.68
MARYLAND									
Advance Federal Savings & Loan Assn., Baltimore (M,b)	26,894,376	27,149,694	30,725,051	30,836,015	226,178	105,625	2,890,809	2,664,631	9.40
Ideal Savings & Loan Association, Inc., Baltimore (M,b)	6,398,749	6,116,563	6,795,054	6,601,212	36,259	36,409	304,958	369,235	5.00
MICHIGAN									
Home Federal Savings Bank, Detroit (M)	20,707,000	N.A.	22,562,000	21,954,000	83,000	45,000	1,434,000	1,367,000	6.36
MISSISSIPPI									
State Mutual Federal Savings & Loan Assn., Jackson (M,b)	12,454,149	13,350,768	15,905,908	15,451,045	69,448	3,176	205,532	139,333	1.29
MISSOURI									
New Age Federal Savings & Loan Assn., St. Louis (M,b)	11,615,981	10,679,127	12,110,400	11,317,886	(66,336)	3,009	350,405	416,741	2.89
NEW MEXICO									
Otero Savings & Loan Association FA, Alamogordo (S,c)	15,445,349	14,769,000	18,007,086	16,733,000	169,165	97,000	1,056,261	928,000	5.87
Dona Ana Savings & Loan, Inc., Las Cruces (S,c)	56,702,000	N.A.	59,531,000	51,389,000	498,000	91,000	2,188,000	1,534,000	3.68
Sun Country Savings Bank of N.M. FSB, Las Cruces (S,c)	78,912,000	N.A.	86,648,000	79,533,000	N.A.	(2,135,000)	3,079,000	1,002,000	3.55
De Vargas Savings & Loan Bank, Santa Fe (S,c)	17,761,000	N.A.	21,800,000	23,773,000	(171,000)	(655,000)	(695,000)	(36,000)	N.A.
Silver Savings & Loan Association FA, Silver City (S,c)	23,367,000	17,688,000	24,983,000	19,313,000	277,000	80,000	1,145,000	1,093,000	4.58
NEW YORK									
Metro Merchants Federal Credit Union, Bronx (c)	2,080,984	1,621,349	2,188,278	2,049,152	N.A.	(43,826)	N.A.	1,698,812	N.A.
Ponce de Leon Federal Savings Bank, Bronx (M,c)	43,233,191	35,828,308	57,068,068	46,338,615	1,367,590	500,377	2,819,957	1,452,879	4.94
Carver Federal Savings & Loan Association, New York (M,b)	115,185,289	105,226,537	131,982,962	122,328,919	1,342,492	1,940,073	9,734,603	8,356,653	7.38
NORTH CAROLINA									
Mutual Savings & Loan Association, Durham (M,b)	18,102,223	17,996,147	21,005,893	20,642,854	254,074	173,586	2,438,846	2,185,756	11.61
American Federal Savings & Loan Assn., Greensboro (M,d)	17,540,000	15,177, 387	22,140, 253	18,037,837	757,939	N.A.	N.A.	N.A.	3.42
PENNSYLVANIA									
Berean Savings Association, Philadelphia (M,b)	24,059,000	N.A.	28,050,000	25,005,426	108,000	N.A.	1,855,000	N.A.	6.61
Dwelling House Savings & Loan Assn., Pittsburgh (M,b)	8,685,471	7,835,497	10,007,481	9,010,430	133,011	129,812	1,153,517	1,020,506	11.53
PUERTO RICO									
First Federal Savings Bank, Santurce (M,c)	854,635,000	772,328,715	1,324,529,000	1,191,047,937	2,248,000	N.A.	90,183,100	N.A.	6.81
TEXAS									
Padre Federal Savings & Loan Assn., Corpus Christi (S,c)	22,231,000	15,560,111	25,538,000	18,402,936	156,000	245,746	821,000	835,073	3.21
Mission Savings Association, El Paso (S,g)	22,046,000	N.A.	31,954,000	N.A.	383,397	N.A.	4,529,000	N.A.	14.17
Standard Savings Association, Houston (S,b)	18,533,000	17,842,608	19,500,000	20,004,072	14,000	N.A.	861,000	N.A.	4.42
Tesoro Savings & Loan Association, Laredo (S,c)	258,683,978	218,591,792	296,503,650	234,407,610	671,046	1,246,576	7,610,613	6,348,900	2.66
VIRGINIA									
People's Savings & Loan Association, Hampton (M,b)	16,324,889	N.A.	17,752,667	17,336,000	5,149	(15,000)	904,847	957,000	5.10
Imperial Savings & Loan Association, Martinsville (M,b)	5,850,940	5,835,000	6,348,452	6,192,000	67,448	N.A.	300,954	232,000	4.74
Community Federal S&L Assn., Newport News (M,b)	10,309,000	N.A.	9,920,000	11,165,000	13,000	(256,000)	(1,062,000)	(421,000)	(10.71)
Berkley Citizens Federal Savings Bank, Norfolk (S)	21,992,000	N.A.	23,597,000	13,604,000	N.A.	(259,000)	1,298,000	(670,000)	5.50
WASHINGTON									
Sound Savings & Loan Association, Seattle (S,e)	21,590,630	19,360,345	28,899,259	27,101,419	157,948	155,236	1,675,883	1,585,808	5.80
United Savings & Loan Bank, Seattle (S,a)	66,352,000	58,167,506	70,568,000	63,282,206	905,000	725,675	4,216,000	3,447,323	5.97
WISCONSIN									
Columbia Savings & Loan Association, Milwaukee (M,b)	8,306,810	7,108,959	9,409,474	8,136,122	97,674	23,056	766,785	669,111	8.14

* — Data from American Banker surveys of minority-owned thrift institutions and other sources. **M** — Mutual institution; **S** — Stock institution; **(a)** — Asian-American owned; **(b)** — Black owned; **(c)** — Hispanic-American owned; **(d)** — Multiracial-owned; **(e)** — Women owned; **(f)** — Formerly Monterey Park Savings Bank; **(g)** — Fiscal year-end Sept. 30, 1985; **(h)** — Closed by Federal Home Loan Bank Board 8/8/86. Deposits transferred to Gibraltar Savings, Beverly Hills; **(i)** — Acquired by non-minority thrift August 1986; **(j)** — Declared insolvent and placed in conservatorship by Federal Home Loan Bank Board 2/7/86; **N.A.** — Not available.

Minority . . .

➻ Continued from Back Page

some necessity to go beyond the immediate community to attract funds.

"In the past, we have gone outside the community," she said. "It's the way we have been operating. However, now it's more difficult," with all the institutions vying for the same customers in a deregulated environment. Ms. Chu pointed out that the "cream" of the Trust Savings Bank borrowers have been targeted by mainstream institutions — including nonbank financial service providers — making the task all the more difficult.

While officers of some minority institutions have called for several such companies to band together for consortium lending, Ms. Chu doesn't see much need for it in the California markets.

According to *Black Enterprise* magazine's June issue, assets of black-owned thrift institutions grew 21.3% in 1985, to $1.5 billion. Deposits were up 23.1%, to $1.2 billion. *Black Enterprise* serves the black business community.

The magazine says that "more stringent rules at majority-owned institutions regarding checking accounts, as well as delays in the processing of loan applications, drove lower- and middle-income customers to the doors of black thrifts."

Other Survey Findings

- Since yearend 1983, when the *American Banker* first listed minority-owned thrifts, 10 have converted from savings and loan associations to stock savings banks. Thirty-two, or 54%, of the 59 thrifts listed in today's table are stock associations.
- According to the guidelines set up by the Treasury Department for an institution to be eligible for the Government Minority Bank Deposit Program, First Federal Savings Bank, Santurce, Puerto Rico, is the largest minority-owned financial institution, with $854.6 million in deposits and $1.2 billion in assets. First Federal ranked 236th among all thrifts at yearend 1985.
- Mutual Savings & Loan Association, Durham, N.C., had the highest ratio of net worth to assets among the thrifts that provided the data, with 11.61%; Dwelling House Savings & Loan Association, Pittsburgh, was second, with 11.53%, and Citizens Federal Savings Bank, Birmingham, Ala., was third, with 9.41%. Thirty-nine of the 59 institutions listed had ratios of net worth to assets above the 3.00% minimum.
- Seven thrifts turned net income losses in 1984 into gains in 1985. Twelve others at least doubled their net income from 1984.
- According to the Bank Board, the breakdown of minority thrifts as of Dec. 31, 1985 was:

Group	Number	Assets (Mil.$)
Black	34	$1,500
Hispanic	24	$2,900
Asian	17	$2,500
Women	1	$28

The Bank Board indicated that black-owned thrifts are mainly located in major cities along the East Coast; Hispanic-owned thrifts are scattered throughout the Southwest, and 11 of the Asian-owned thrifts are in California.

Firms Whose Data Was Unavailable

Minority-owned thrift institutions that would not participate in this year's survey and whose data was not available through other sources are: Enterprise Savings & Loan Association, Long Beach, Calif.; Montebello Federal Savings & Loan Association, Montebello, Calif.; Metropolitan Federal Savings & Loan Association, Hialeah, Fla.; Community Federal Savings & Loan Association, Tampa, Fla.; Illinois-Service Federal Savings & Loan Association, Chicago, and Craven County Federal Credit Union, New Bern, N.C. ■

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Comment . . .

➻ Continued from Page 4

full range of capital markets services in their own country.

Is it this easy to reformulate the bank holding companies of 1986 into the debanked financial services holding companies of 1987 and beyond? Of course not — largely because of the cultural, legal, and public policy baggage attached to existing commercial banks.

Clearly, debanking is a radical step. As such, it makes bankers viscerally uncomfortable; bankers are constitutionally averse to dramatic action of this sort. Nevertheless, as the stalemate on the Hill continues, debanking will become an ever more real alternative, even for the most cautious bank executive.

From a legal standpoint, it is even more complicated for a banking company to debank than it was for the retailers and securities firms to enter the banking business. Many questions will be raised as bank holding companies begin to restructure themselves.

Litigation could be initiated based on the view that the new, debanked entity was created only to evade the Bank Holding Company Act. It is impossible to forecast the outcome of such litigation without knowing the facts of any particular case. It is worth noting, however, that the courts have lately construed the banking statutes rather narrowly. This has inhibited any move to apply current banking laws to new financial industry diversification.

Debanked entities would continue the re-creation of the U.S. financial services industry that was begun early in the 1980s by the innovative nonbank competitors. They would further the trend toward development of entities that take other people's money in a fiduciary capacity and — even if through other corporate arms — engage in a very broad range of financial and commercial services.

A trend of this sort may not be good public policy, since it would increase the opportunities for the conflicts of interest and tied-sales that are troublesome to financial industry regulators. Certainly, this trend will raise serious problems if the relationship between the banking subsidiaries and the other corporate activities is not governed in some fashion.

However, bank management does not have the luxury of giving these broad public policy issues too much consideration. Managers face substantial competition and a growing erosion of market share in retail and wholesale banking services. If Congress continues to be inactive, debanking may be the choice of managers concerned with their principal policy problem, protecting the interests of their shareholders. ■

Bank to Pay $1 Million To End Dispute with City

BEAUMONT, Tex. (AP) — First City Bank will pay the city of Beaumont slightly more than $1 million to settle a dispute stemming from the city's loss of investments worth $20 million in March 1985.

The settlement, approved last week by the city council, will bring the city monthly production payments, over a six-year to eight-year period, of royalties the bank earns from oil, gas, and mineral leases in Texas and Louisiana.

The agreement guarantees the city will get at least $1 million, even if the wells do not produce.

The bank held a depository contract with the city at the time Beaumont lost the money in investments with the failed E.S.M. Government Securities Inc., Fort Lauderdale, Fla. The city has filed several lawsuits, but not against First City, to recover the money.

The bank contends it did not contribute to the city's loss, but First City chairman Wilton White said the bank agreed to the settlement to avoid continuing conflict.

The city claims the bank failed to secure the required two signatures of top city officials to authorize the release of city funds from the depository accounts.

The settlement agreement means Beaumont has recovered $15 million of its investment, most of that from a lawsuit against Alexander Grant & Co., now Grant Thornton, the auditor for E.S.M. Several other suits by the city are pending. ■

This announcement appears as a matter of record only. It does not constitute an offer to sell nor a solicitation of an offer to buy these securities.

CITY

U.S. $100,000,000

City Federal Savings Bank

Collateralized Floating Rate Notes Due October 1993

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BankAmerica Capital Markets Group
Bank of Yokohama (Europe) S.A.
Banque Paribas Capital Markets Limited
County NatWest Capital Markets Limited
Goldman Sachs International Corp.
E F Hutton & Company (London) Ltd
Merrill Lynch Capital Markets
Morgan Stanley International
Orion Royal Bank Limited
Salomon Brothers International Limited
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Toyo Trust International Limited

October, 1986

Minority-Owned Thrifts Switch to New Financial Fuel As Supercharged Asset and Deposit Growth Sputters

By KENNETH J. HICKS

NEW YORK — The explosive asset and deposit growth for minority-owned thrift institutions slowed considerably from the levels of the past two years, but net income improved in 1985.

Though percentage gains exceeded those of the entire thrift industry, the relatively small number of minority-owned thrifts still reflected industry-wide results for 1985. The thrift industry, as a whole, has been consolidating and concentrating on revenue production and shifting away from asset and deposit growth.

These are among the findings of an *American Banker* survey of minority-owned thrift institutions. According to the Department of the Treasury, a minority-owned institution is at least 51% owned or controlled by Asian-Americans, Black Americans, Hispanic-Americans, Native Americans, Eskimo/Aleutian, women, or a combination of these groups.

Included in the survey were all thrift institutions on the Treasury Department's roster of financial institutions that are participating in the Government Minority Bank Deposit Program. Many of these thrifts would not provide any data for the listing, and their yearend 1985 data were obtained from several other sources. The institutions that refused to participate and whose data were not available from the other sources are listed at the end of this article.

Among those minority thrifts for which two years of comparable data were available, deposits grew 15%, to $2.1 billion; assets were up 16.3%, to $2.5 billion; and net income showed a 30.8% surge, to $9.5 million. For all thrifts in the United States, deposits grew at a 3.4% rate in 1985.

California thrifts' performance dominated the minority-owned thrift picture. While these thrifts represented 37.4% of all 1985 deposits, they accounted for 82.2% of the dollar amount of net income. The 14 institutions accounted for approximately 23% of all minority thrifts.

California thrifts that ranked among the top 100 minority thrifts in the nation, while exhibiting only a 4.1% gain in deposits, more than doubled their net income in 1985.

The reduced cost of funds helped all thrift institutions in 1985. But many California institutions, buoyed by "a strong and continuing demand in the residential real estate market," were able to turn losses in 1984 into profits the following year, according to Curt Hallahan, senior vice president with the California League of Savings Institutions.

Net income in 1985 for all minority thrifts in today's listing showed a loss of $75.8 million, due entirely to the huge $85.5 million loss by Presidio Savings & Loan Association, Porterville, Calif. Presidio was declared insolvent and taken over by the Federal Home Loan Bank in August of this year. Its deposits were transferred to Gibralter Savings, Beverly Hills.

Presidio is one of several California thrifts that since the early '80s has experienced astounding deposit growth fueled by brokered deposits. Because the thrift had such a large amount of these deposits, it began making speculative investments in real estate joint ventures and futures and options contracts.

At yearend 1982, the thrift had $39 million in deposits. By yearend 1985, Presidio reported deposits of $198 million. According to the Bank Board, nearly 88% of those deposits were brokered deposits.

Largest Minority Thrifts

Ranked by Deposits in Thousands

	12/31/85
1st Federal Savings Bank, Santurce, P.R.	$854,635
Tesoro S&L Assn., Laredo,Tex.	258,684
East-West Federal Bank, San Marino, Calif.	236,974
Presidio S&LA, Porterville, Calif.	198,015
General Federal SA, Coral Gables, Fla.	194,405

Ranked by % of Net Worth-to-Assets

	NW/Assets 12/31/85
Mutual Savings & Loan, Durham, N.C.	11.61
Dwelling House S&LA, Pittsburgh	11.53
Citizens Federal SB, Birmingham	9.41
Advance Federal S&LA, Baltimore	9.40
Columbia S&LA, Milwaukee	8.14

Analysts of the thrift industry view the minority-owned thrifts' plight as no worse than that of the mainstream industry. But because there are so few of these institutions, the problems seem more serious.

The number of minority-owned or controlled thrifts has dwindled from 86 in 1980 to approximately 70 at yearend 1985, according to the Federal Home Loan Bank Board.

"There are so many that are basket cases. And many of those may be in receivership," an industry observer explained.

Despite the upbeat expectations of officers of minority-controlled thrifts, the pressures on the companies are intense. In late 1985, the largest minority-owned thrift, United Bank SSB, San Francisco, signed an agreement to be acquired by Great American First Savings Bank, San Diego, a mainstream thrift that is the 19th largest in the nation. United, with deposits of $489.2 million at yearend 1985, reported a net loss of $1.5 million in that year.

Other minority-owned thrifts that have been declared insolvent or merged with mainstream institutions include: Camino Real Savings Bank, San Fernando, Calif.; Coronado Federal Savings & Loan Association, Kansas City, Mo.; Major Federal Savings & Loan Association, Cincinnati; and California Women's Savings & Loan Association, Los Angeles.

Richard Tucker, director of the Bank Board's office of community investments, stresses that minority-owned thrifts are "pretty much like majority institutions," and that they're going through the same pains of the deregulated environment.

Table of Minority-Owned Thrifts
Page 6

Mr. Tucker said that these thrifts cannot hope to compete against the larger institutions in terms of offering all services. But the thrifts can hold their own by offering limited services important to their communities, he said.

"Some do very well with offering community services. There is a Philadelphia association that has a 7% net worth. They've been chugging along at a rate they feel comfortable with."

The association, Berean Savings Association, reported asset growth of slightly more than 12% for 1985.

But Betty Tom Chu, chief executive officer of Trust Savings Bank, Monterey Park, Calif., feels there may be

Minority: Page 15 ➞

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American Banker

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THRIFT RANKINGS
— PAGES 3, 50-52

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To Our Readers

The *American Banker* will not be published Tuesday in observance of Veterans Day.

Will $25 Billion Do the Trick for the FSLIC?

Thrift Industry May Need More than Fattened Fund

By NINA EASTON
Washington Bureau

Losing Ground
FSLIC's Struggle for Survival
FIRST OF A SERIES

WASHINGTON — Twenty-five billion dollars. Lay 25 billion $1 bills end to end and they'll stretch to the moon and back nearly five times, or circle the earth 95 times. Put them on a scale opposite 6,200 elephants, and the dollars will tip it.

Anyway you look at it, $25 billion is a lot of money.

To the Treasury Department and the Federal Home Loan Bank Board, $25 billion is the magic number that will save the dwindling Federal Savings and Loan Insurance Corp. and allow the savings and loan industry to live happily ever after. When Congress reconvenes in January, the nation's lawmakers will continue to consider a complex cash-infusion plan designed to move the FSLIC closer to that magic number. In the last session of Congress, the plan got snagged on industry battles over more controversial banking matters and failed to receive the lawmakers' endorsement.

That number is also an educated guess, as the officials who guessed it freely concede. It represents a rough estimate of how much the FSLIC will have to pay over the next five to six years to close down at least 252 — and maybe many more — "brain dead" savings and loans.

Twenty-five billion dollars dwarfs the FSLIC's current primary reserve — at $2.5 billion — by a factor of 10. But is it enough? Will the FSLIC plow through that money and be back at Congress' door five years later, hat in hand?

In a series of recent interviews, economists, regulators, and industry officials discussed emerging pressures on the savings and loan industry and their concerns about whether the insurance fund will spend its money wisely and efficiently. Taken together, these concerns suggest that even if Congress adopts a recapitalization plan, the FSLIC will continue to fight for its life:

- Losses from real estate loans are climbing, and experts predict that tax reform will exacerbate those losses in many markets. The industry's second-quarter earnings dropped to $314 mil-

Insurance Fund: Page 46 ➸

Thrift Credit Troubles

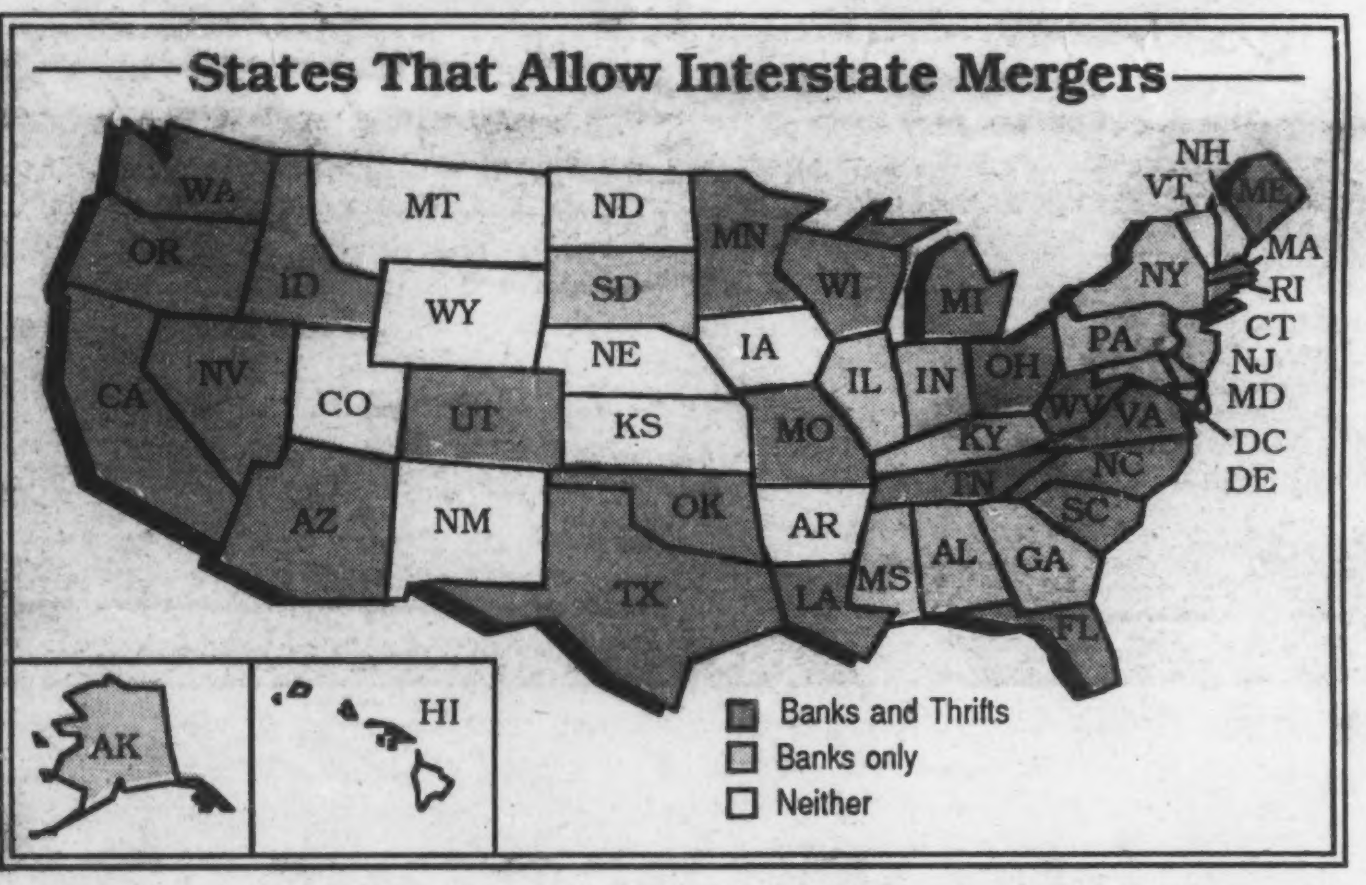
Ratio of delinquent loans and repossessed assets to total assets at all FSLIC-insured thrifts

September 1985	2.84%
December 1985	3.11%
March 1986	3.51%
June 1986	3.78%
September 1986	4.10%

Source: Federal Home Loan Bank Board Thrift Institution Activity Report.

Thrifts Catching Up to Banks in Interstate Expansion Rights

States That Allow Interstate Mergers



By MARK BASCH

NEW YORK — The Federal Home Loan Bank Board put federally chartered thrifts on a par with state-chartered thrifts earlier this year with regard to interstate expansion authority, but in some states, thrifts still don't have parity with commercial banks.

Thirty-eight states and the District of Columbia give banks the power to acquire out-of-state institutions, but 13 of those states don't extend those same powers to thrifts.

West Coast Thrifts' Interstate Plans
Pages 8 and 9

This doesn't mean that the thrift industry always ends up second best to commercial banks in state legislation.

Interstate Laws: Page 10 ➸

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Handful of Thrift Holding Companies Has Become a Bushel

The Number of Such Firms Has Grown from 72 in 1981 to 285 Today; Need for Capital Spurred the Surge

By L. MICHAEL CACACE

NEW YORK — Three out of every four thrift holding companies operating in the United States today did not own a thrift institution just five years ago. At present, there are 285 thrift holding companies in operation, and 213 of these began operating after Dec. 31, 1981.

The surge in the formation of thrift holding companies over the past five years mainly reflects the industry's need for substantial amounts of capital. This need was mainly attributable to the long period of unprofitability in the industry during the early 1980s.

To obtain the needed capital, many thrifts converted from the mutual form of ownership to stock ownership. As part of this conversion, most of these thrifts formed holding companies. In addition, to infuse capital into the industry, the Federal Home Loan Bank Board encouraged the acquisition of troubled thrifts by institutions outside the industry — such as Citicorp.

Tables of Thrift Holding Companies
Pages 50-52

The *American Banker* found in its most recent study of the top 300 thrifts in the industry, published on May 30, that 52% of these thrifts were stock institutions on Dec. 31, 1985, up from 32% on Dec. 31, 1983.

American Banker's annual survey of thrift holding companies is being published today. It lists the 285 operating thrift holding companies geographically by state and alphabetically within the states.

The listing identifies the holding company by major type — diversified (D) or nondiversified (N). Indirect thrift holding companies are identified with an asterisk after their name. The names of thrift subsidiaries, listed in the center column, show whether the firm is a unitary or multiple-thrift holding company.

The listing also gives the date that the holding company charter was approved by the Federal Home Loan Bank Board, and the assets, deposits, and regulatory net worth of the holding company's thrift subsidiary or subsidiaries.

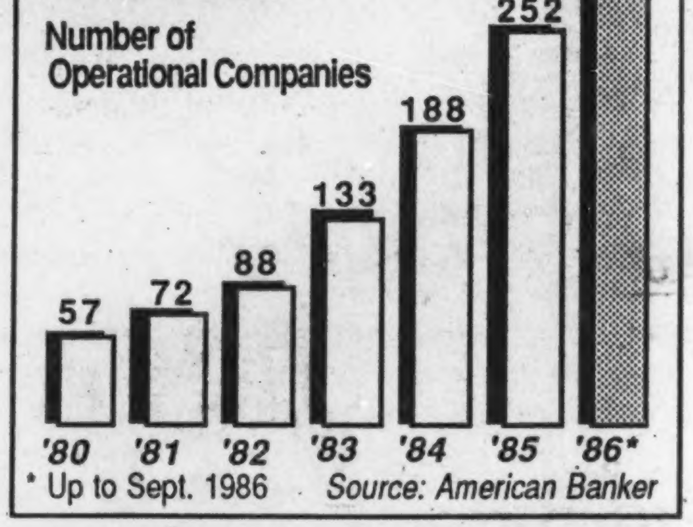
Forty-eight of the 285 currently active thrift holding companies were formed before 1980. Nine were formed in 1980; 15 in 1981; 16 in 1982; 45 in 1983; 55 in 1984; 64 in 1985; and 31 over the first nine months of 1986. The date of Bank Board charter approval for two firms was not available.

The law governing the formation and operation of thrift holding companies is the S&L Holding Company Act of 1967 (Public Law 90-255; 12 U.S.C. 1730a). The oldest thrifts in operation today have charters that were approved by the Bank Board in 1968. Of the 285 thrift holding companies in operation today, 17 were chartered in 1968.

The oldest nondiversified and diversified thrift holding companies are based in Ohio. Both had their charters approved on Jan. 1, 1968. Marietta Franklin Securities Co., Columbus,

Holding Companies: Page 49 ➡

Growth in Thrift Holding Company Formation



* Up to Sept. 1986 Source: American Banker

Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the survey of thrift holding companies that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful? What would you add?

____

____

(2.) What do you like **best** about this tabulation?

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(3.) What do you like **least** about this tabulation?

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(4.) **How** do you use this information in your work?

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(5.) What **new** statistical survey would you like to see?

____

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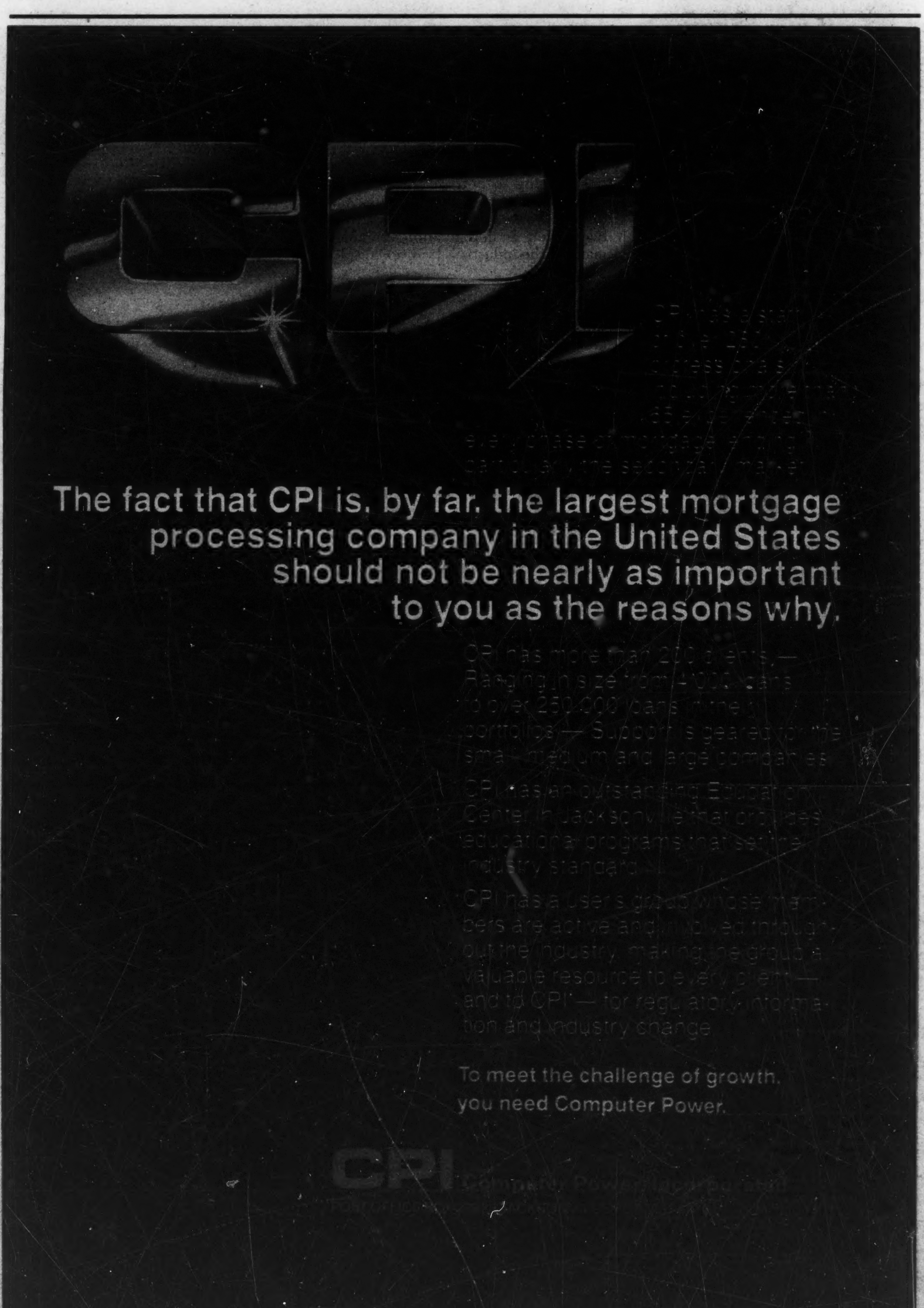

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New US League Chief Mulls Task Force

➻ **Continued from Page 2**

thorized the establishment of real estate mortgage investment conduits, or REMICs, which are tax-exempt units that hold mortgages and issue multiclass securities representing interests in those mortgages.

The U.S. League was concerned that REMICs would cause "direct competition for deposits from government-guaranteed sources," Mr. Morris said. Money that might be deposited in savings and loans would be invested in securities instead.

But since the tax law has passed, the U.S. League is taking a different approach to REMICs, he said.

"The league will make every effort they can to use it to their advantage," he said. "If REMICs are here, we have to aid our members."

The U.S. League joined with Salomon Brothers Inc. in 1985 to form a program called Capital Access, which allowed small and midsize thrifts to tap the capital markets. The two organizations may soon be organizing a REMIC program.

"Talks are under way again with Salomon Brothers to outline something similar to Capital Access," Mr. Morris said.

While the trade group opposed the REMIC provisions, it has a positive overall outlook about the tax bill.

"Next year will be another good year for the thrift institution business, because the tax law is going to have a favorable impact on housing," he said.

Mr. Morris does not expect a major increase in interest rates or inflation in 1987, but he feels that the industry is better prepared for an upswing in rates than it was five years ago.

"The business has been working very hard at restructuring the balance sheets," he said. "The business should be in a much better position if rates should go up in the future than we were in 1981 and 1982.

"This business has really had a remarkable turnaround. I think that story's not told enough. I'm really proud of what this business has done." ■

Bank Board Approves Securities Joint Venture

Special to the American Banker

SEATTLE — Washington Mutual Savings Bank said the Federal Home Loan Bank Board approved the first joint venture agreement under which its securities brokerage affiliate will offer services to customers of another financial institution.

Under the agreement, three registered representatives of Murphey Favre, Washington Mutual's affiliate, will sell stocks, bonds, securities, insurance and other investment products in branches of First Federal Savings & Loan Association of Coeur d'Alene, Idaho. The agreement formally is between WM Financial, Washington Mutual's downstream holding company, and Gem State Financial Services Inc., First Federal's service corporation.

"Savings and loans have found it difficult to offer their customers full-service securities brokerage because of regulatory constraints," said Gene Branson, Murphey Favre president. Many have leased space to an outside brokerage firm or offered a discount-brokerage service. "We've shown that there is another way," Mr. Branson added. ■

League . . .

➻ **Continued from Page 48**

benefit plans for S&L employees; U.S. League Investment Services, a conduit to mutual funds and securities markets; and USL International, a consulting and training firm.

The league operates other affiliates on a not-for-profit basis as befits an education-oriented trade group. These include: the Institute of Financial Education, whose schools and courses reach several thousand S&L employees a year; the Financial Institutions Marketing Association, which offers products, services, and conferences for marketing officers; and the Financial Managers Society, which serves a broader range of financial institution professionals and executives. ■

Holding Companies...

➻ **Continued from Page 3**

Ohio, parent of Pioneer Savings and Loan Co., Marietta, is the oldest operating nondiversified thrift holding company. American Financial Corp., Cincinnati, parent of Hunter Savings Association, Cincinnati, is the oldest diversified thrift holding company.

A thrift holding company is any company — a partnership, trust, or corporation — which directly or indirectly controls an insured savings institution. Control is defined as owning, controlling, holding with power to vote, or having control of proxies representing more than 25% of the voting shares of an insured institution.

Direct control means that there is only one holding company in the organizational structure of the company. Indirect control means that the holding company at the apex of the organization's structure controls the thrift through one or more other holding companies. In counting holding companies, *American Banker* only counts the firm at the apex of an indirect holding company system.

A diversified thrift holding company is a unitary holding company whose subsidiary insured institution and related activities constitute less than 50% of its consolidated net worth. A nondiversified thrift holding company may be a unitary or multiple holding company. The operations of a nondiversified holding company are focused within the thrift industry and related activities.

Of the 285 active thrift holding companies operating today, 35 are diversified and 250 are nondiversified. The largest nondiversified thrift holding company and the largest thrift holding company overall is Citicorp, New York, with assets of $174 billion on Dec. 31, 1985. The largest diversified holding company, and the second largest overall, is Sears, Roebuck and Co., Chicago, with $66.4 billion in assets on Dec. 31.

On Wednesday, *American Banker* will publish a list of the 50 largest thrift holding companies based on their year-end 1985 assets.

The top five states in thrift holding companies are Texas with 64 firms, California with 35, Florida with 20, Ohio with 20, and New York with 11. Thus, 150, or almost 53% of all the active holding companies in the nation, are located in these five states.

All data shown in today's listing were compiled by *American Banker* from data provided by the Bank Board. ■

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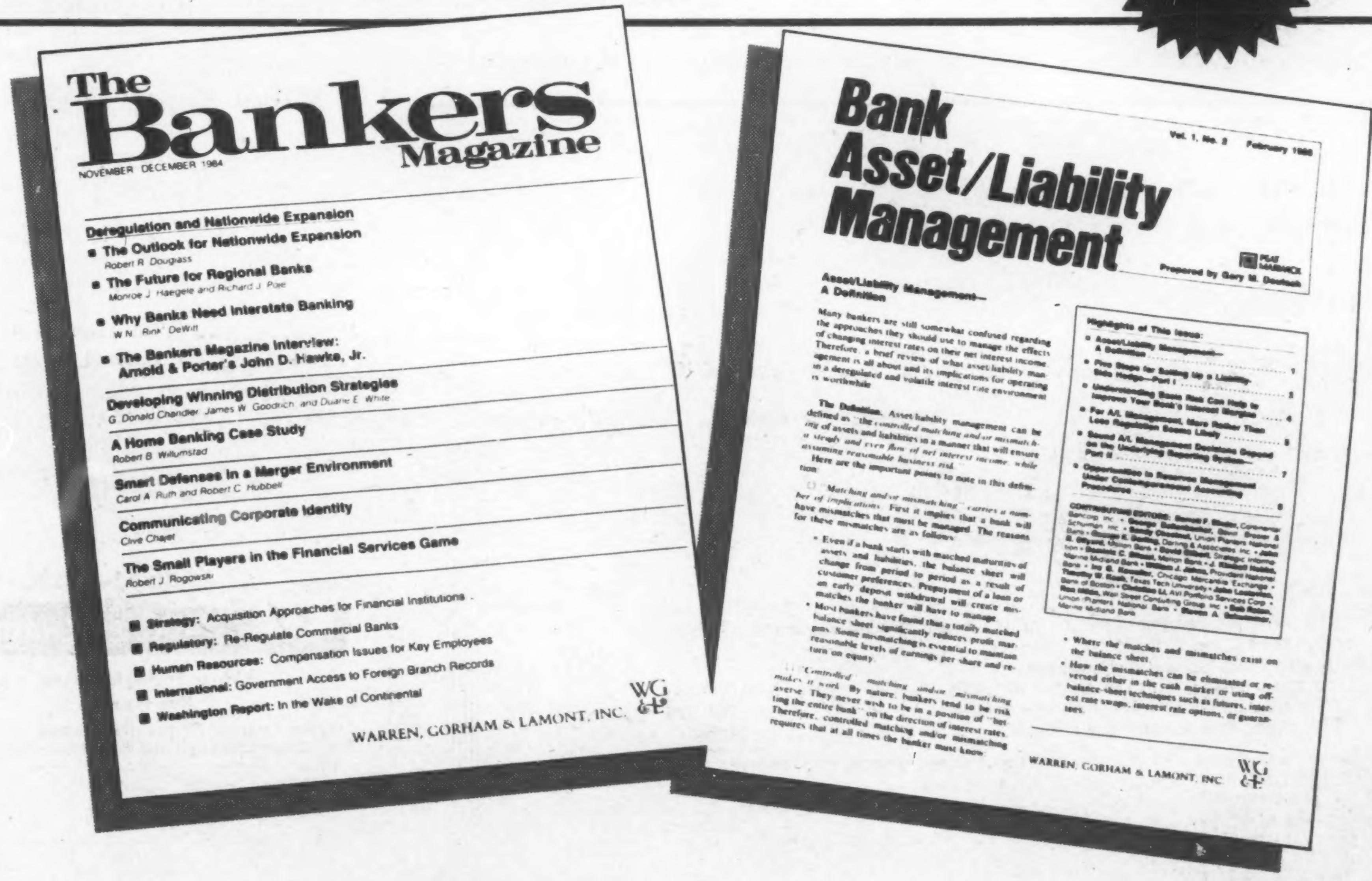

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Bank Asset/Liability Management
Vol. 1, No. 2 February 1986
Prepared by Gary M. Deutsch

Asset/Liability Management—A Definition

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Active Thrift Holding Companies

Listed Geographically by State, and Within State Alphabetically

(Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Name of Holding Company	Type	Name of Subsidiaries	Charter Approved	Subsidiary Assets 12/31/85	Subsidiary Deposits 12/31/85	Subsidiary Net Worth 12/31/85
ALABAMA						
Collateral Investment Co., Birmingham	N	New South Federal Savings Bank, Irondale	2/12/86	121,673	88,736	9,699
ARIZONA						
American Continental Corp., Phoenix (*)	N	Lincoln S&LA, Los Angeles, Calif.	2/22/84	2,806,386	2,409,017	148,952
ARKANSAS						
Barrett Holding Co., Inc., Harrison	N	Guaranty S&LA, Harrison	9/30/81	227,134	247,849	347
Independence Corp., Batesville	N	Independence FS&LA, Batesville	7/13/83	291,767	269,563	8,012
Savers Inc., Little Rock	N	Savers FS&LA, Little Rock	8/21/86	1,002,733	847,105	40,149
CALIFORNIA						
American Pacesetter, Newport Beach	D	San Clemente S&LA	6/4/84	158,953	135,161	6,940
CalFed Inc., Los Angeles	N	California FS&LA, Los Angeles	12/16/83	17,990,751	13,044,070	877,838
California Housing Securities, Inc., San Jose	N	Saratoga S&LA, San Jose	9/5/84	143,855	126,542	8,604
Citadel Holding Corp., Glendale	N	Fidelety FS&LA, Glendale	12/13/83	3,154,911	2,193,466	134,049
Equitec Financial Group, Inc., Oakland	D	Equitec Savings Bank, Oakland	12/20/84	133,830	112,441	15,510
Far West Financial Corp., Newport Beach	N	Far West S&LA, Newport Beach	2/1/68	2,443,218	1,726,789	142,175
Financial Corp. of America, Los Angeles	N	American S&LA, Stockton	2/1/68	27,340,841	17,434,499	439,106
Financial Corp. of Santa Barbara	N	Santa Barbara S&LA	2/1/68	3,148,991	2,058,690	32,378
First Anaheim Corp.	N	United California Savings Bank, Anaheim	10/15/80	513,812	345,830	36,680
First Business Holdings, Los Angeles	N	Perpetual Savings Bank, Los Angeles	12/1/83	49,482	44,770	1,824
Gibraltar Financial Corp. of Calif., Beverly Hills (*)	N	(1) Gibraltar Savings, Beverly Hills (2) Gibraltar Savings of Washington, FA, Bellevue	2/1/68	9,431,953 323,489	6,197,808 202,716	369,078 12,572
GlenFed, Inc. Glendale	N	Glendale FS&LA	12/31/85	14,148,344	10,986,531	681,113
Golden West Financial Corp., Oakland	N	World S&LA, FS&LA, Oakland	10/15/75	12,252,609	7,598,799	566,560
Great American First Savings Bank, San Diego	N	Great American First Savings Bank FSB, Tucson, Ariz.	2/18/86	2,343,722	1,354,845	112,236
Great Western Financial Corp., Beverly Hills	N	Great Western Savings FS&LA, Beverly Hills	2/1/68	23,566,740	17,454,690	1,072,883
Guarantee Financial Corp. of Calif., Fresno	N	Guarantee Savings FS&LA, Fresno	1/1/73	2,822,090	1,959,979	145,469
H.F. Ahmanson & Co., Los Angeles (*)	N	Home Savings of America FA, Los Angeles	2/1/68	26,746,193	19,486,000	1,013,436
HF Holdings, Inc., Beverly Hills	N	(1) Honolulu FS&LA, Hawaii (2) Westcoast S&LA, Pacific Palisades	7/14/86	1,649,654 4,420	1,220,388 577	29,396 2,927
Hawthorne Financial Corp.	N	Hawthorne S&LA	2/1/68	651,374	604,338	36,151
Homestead Financial Corp., Burlingame	N	Homestead Savings FS&LA, San Francisco	2/1/68	4,642,653	2,328,046	139,607
Imperial Corp. of America, San Diego	N	(1) Imperial SA, San Diego (2) American Savings FS&LA, Wichita, Kan.	8/1/68	7,232,593 735,935	5,465,150 581,257	233,949 14,119
Irvine City Financial, Irvine	N	Irvine City S&LA	1/19/84	43,048	36,977	3,249
Meyer Financial Corp., La Habra	N	Cal America S&LA, Walnut Creek	4/1/83	397,946	348,572	10,864
Mola Development Corp., Huntington Beach	N	Charter Savings Bank, Costa Mesa	8/15/84	133,770	112,303	8,092
San Mateo Financial Corp., Pacifica	N	Great Pacific S&LA, Pacifica	8/10/83	132,611	126,535	4,568
Sequoia Bancorp., San Francisco	N	Sequoia Savings Bank FSB, San Francisco	8/9/85	N.A.	N.A.	N.A.
South Bay Holdings Inc., Torrance	N	Torrance S&LA	7/19/85	N.A.	N.A.	N.A.
Sterling Homes Corp., Irvine	D	Sterling S&LA, Irvine	2/27/84	83,243	35,654	8,919
Tahoe Financial Co., Inc., South Lake Tahoe	N	Tahoe S&LA, South Lake Tahoe	1/1/72	92,565	89,122	(295)
Transamerica Corp., San Francisco	D	Transamerica S&LA, San Luis Obispo	11/23/84	19,058	12,630	6,306
US Community Bancorp, Encinitas	N	US Community Savings Bank, Encinitas	12/28/84	20,086	17,881	2,064
United Family Financial Corp., Los Angeles (*)	N	Family S&LA, Los Angeles	12/28/72	139,894	109,319	2,690
Vesteq Financial Services, Inc., San Mateo	N	Equitable S&LA, Stanton	4/22/85	88,695	80,770	3,728
Westco Capital Corp., Wilmington	N	Westco Savings Bank FSB, Wilmington	12/12/84	137,786	126,283	5,907
Westport Corp., Hanford	N	Westport Savings Bank, Hanford	2/3/84	93,333	88,912	3,869
Winn Enterprises, Fullerton (*)	D	Mountainwest S&L, Ogden, Utah	6/1/83	342,126	275,779	13,177
COLORADO						
Farmers Realty Co., Brush	N	Equitable S&LA, Sterling	6/30/68	128,430	121,314	4,016
First Colorado Financial Corp., Colorado Springs	N	First FS&LA, Colorado Springs	6/26/86	236,489	177,148	15,869
First Columbia Financial Corp., Englewood	N	Columbia Savings FS&LA, Englewood	4/5/82	2,502,884	1,801,352	109,850
National Savings Bancorp of Colorado, Longmont	N	First America Savings Bank FSB, Longmont	4/8/85	41,071	30,074	3,182
Silverado Financial Corp., Denver	N	Silverado Banking, S&LA, Denver	6/27/86	1,517,478	1,128,179	67,989
Sunwood Corp., Parker	N	Sun S&LA, Loveland	8/30/78	182,393	146,110	11,790
Uniwest Financial Corp., Denver (*)	N	United Savings Bank of Wyoming FSB, Cheyenne	6/8/83	286,230	275,642	6,865
Western Capital Investment Corp., Denver	N	Bank Western Federal Savings Bank FSB, Denver	11/28/84	2,918,113	2,353,295	278,511
CONNECTICUT						
CFS Corp., Westport	N	Columbia Federal Savings Bank, Westport	9/30/81	174,487	124,724	6,834
F.F.B. Corp., New Haven	N	First Federal Bank of Connecticut, New Haven	5/21/86	1,124,767	1,028,949	42,859
Peoples Savings Bank-Bridgeport	N	Guardian FS&LA, Bridgeport	12/17/82	9,050	7,650	1,257
DELAWARE						
Beneficial Corp., Wilmington	N	Beneficial Savings Bank FSB, Orlando, Fla.	3/13/85	26,557	23,833	1,669
First Texas Financial Corp., Wilmington (*)	N	(1) Gibraltar SA, Houston (2) First Texas SA, Dallas	4/26/73	5,050,650 3,716,266	3,108,760 2,498,020	457,219 300,441
Landmark Subco, Inc., Wilmington (*)	N	Dixie S&LA, New Orleans, La.	4/18/84	1,307,146	931,471	106,431
Tara Jill Tropin 1986-8 Trust, Dover (*)	N	Constitution FS&LA, Monterey Park, Calif.	5/30/86	85,398	72,571	4,075
DISTRICT OF COLUMBIA						
Acadia Mutual Life Insurance Co., Washington	N	Acadia Federal Savings Bank, Annandale, Va.	9/5/84	14,016	11,051	2,781
MIW Voting Trust, Washington (*)	D	Ameribanc Savings Bank, Woodbridge, Va.	9/29/84	690,785	563,173	32,102
FLORIDA						
Ambassador Financial Group, Inc., Tamarac	N	Ambassador S&LA, Tamarac	8/15/84	91,785	80,309	6,704
Atico Financial Corp., Miami	N	Peninsula FS&LA, Miami	12/31/85	539,369	387,519	14,399
Charter Co., Jacksonville (*)	N	First Charter Savings Bank, St. George, Utah	4/11/84	161,610	97,059	4,966
Citizens & Builders Southern, Inc., Pensacola	N	Citizens & Builders FSB, Pensacola	12/31/85	72,498	55,240	6,803
Citizens Savings Financial Corp., Miami	N	Citizens FS&LA, Miami	2/1/68	2,011,123	1,364,601	107,772
CityFed Financial Corp., Palm Beach	N	City Federal Savings Bank, Bedminster, N.J.	11/21/84	8,032,013	6,265,102	316,258
FGI Voting Trust, Miami (*)	N	TransOhio Savings Bank FSB, Cleveland	7/23/84	3,213,570	2,520,080	118,898
Ferrera, Fuentes, Pacheco, Torres, & V	N	Interamerican FS&LA, Miami	1/19/84	85,624	78,071	3,297
Fortune Financial Group, Inc., Clearwater	D	Fortune FS&LA, Clearwater	12/31/85	2,040,467	1,349,793	91,913
Hamilton Holding Co., Miami (*)	D	Ensign Bank, FSB, Hialeah	8/30/83	1,023,369	766,670	52,489
Interbanc Financial Group, Inc., Ft. Lauderdale	N	Interbanc S&LA, Ft. Lauderdale	12/31/85	11,482	7,581	2,727
International Savings Holding Corp., Miami	N	International S&LA, Miami	12/1/82	73,000	63,124	3,755
J.E. Houston Financial Group, Inc., Ft. Lauderdale	N	South Florida Savings Bank, Miami	12/30/33	184,839	177,794	5,460
Miami Savings Corp.	N	Miami Savings Bank	9/21/84	178,906	171,589	5,328
NAFCO Financial Group, Naples	N	Naples FS&LA	3/21/83	1,224,540	969,776	54,932
Peoples Holding Co., Ft. Walton Beach	N	People's Federal Savings Bank, Ft. Walton Beach	11/18/85	5,442	2,479	2,943
Professional Bancorp, Coral Gables	N	(1) Security FS&LA, South Miami (2) Professional Savings Bank, Coral Cables	4/16/85	297,379 163,883	224,300 129,226	12,251 13,128
Regional Investment Fund, Ltd., Tallahassee (*)	D	Andrew Jackson State S&LA, Tallahassee	10/31/84	97,083	81,669	7,121
Republic Savings Financial Corp., Jupiter	N	Republic S&LA, Jupiter	5/7/84	46,580	42,277	3,691
Southern Financial Holding Corp., Stuart	N	Central S&LA, Stuart	4/2/85	28,713	26,657	1,301
GEORGIA						
Bankers First Corp., Augusta	N	Bankers First FS&LA, Augusta	4/12/84	645,986	462,152	34,501
First Liberty Financial Corp., Tucker	N	Liberty Savings Bank FSB, Macon	3/10/86	528,361	396,253	29,385
Fuqua Industries Inc., Atlanta	D	Georgia Federal Bank FSB, Atlanta	4/2/86	2,469,792	2,134,175	172,172
Habersham Financial Corp., Atlanta	N	Habersham Federal Savings Bank, Cornelia	11/19/84	51,663	43,058	2,067
GUAM						
Trust of Joseph & Angela Flores, Agana	N	Guam S&LA, Agana	N.A.	22,797	16,278	3,744
HAWAII						
First FS&LA of America, Honolulu (*)	N	(1) First S&LA of America, Tamuning, Guam (2) New People's S&LA, Honolulu	6/6/84	59,855 13,569	32,944 9,276	10,854 4,049
International Holding Capital Corp., Honolulu	N	International S&LA Ltd., Honolulu	1/2/85	477,275	391,758	19,483
ILLINOIS						
George Washington S&L, a Voting Trust, Oaklawn	N	George Washington S&LA, Oak Lawn	2/1/68	73,127	61,038	2,795
Great Northern Savings Corp., Chicago	N	Great Northern Savings, Mundelein	7/23/84	74,362	64,542	3,879
Household International, Inc., Prospect Heights (*)	N	Household Bank FSB, Newport Beach, Calif.	1/1/81	1,208,899	977,110	105,093
Lemont Holding Company, Inc. Northbrook	N	Lemont SA	8/30/85	108,518	89,621	7,497
SZRL Investments, Chicago	N	Firstate S&LA, Orlando, Fla.	6/15/84	128,487	114,610	8,690
Sears Roebuck & CO., Chicago (*)	D	Sears Savings Bank, Glendale, Calif.	2/1/68	6,157,387	4,944,487	248,417
University Financial Corp., Chicago	N	University S&LA, Chicago	1/10/86	N.A.	N.A.	N.A.
INDIANA						
Maddox Financial Inc., Hartford City	N	City Savings Bank, Hartford City	8/7/84	27,986	25,186	2,539
Somerset Group, Inc., Indianapolis	N	First Indiana Federal Savings Bank, Indianapolis	7/3/84	866,795	577,222	37,962
Union Holding Company Inc., Indianapolis	N	Union Federal Savings Bank, Indianapolis	9/7/84	457,096	357,881	54,642
KANSAS						
Fidelity Financial Corp., Wichita	N	Fidelity SA of Kansas, Wichita	12/31/85	188,551	164,591	7,325
First Kansas Holding Co., Beloit	N	First FS&LA, Beloit	1/29/82	101,194	95,179	(196)
First of Kansas Corp, Hays (*)	N	First of Kansas Banking & SA, Hays	5/7/83	47,488	44,802	1,470

All data are from the Federal Home Loan Bank Board. **Type: D— Diversified.** A diversified holding company is a unitary holding company whose subsidiary insured institution and related activities constitute less than 50% of its consolidated net worth. **Type: N— Nondiversifies.** A nondiversified holding company can be a unitary or multiple holding company. The operations of a nondiversified holding company are focused within the thrift industry and related activities. **Charter Approval—** The date FHLBB approved holding company charter. **Net Worth—** Regulatory net worth is reported. **()—** Indicates negative regulatory net worth. **N.A.—** Not available. **(*)—** The company is at the apex of an indirect holding company network.

Active Thrift Holding Companies

Listed Geographically by State, and Within State Alphabetically

(Dollar Figures in Thousands)

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Name of Holding Company	Type	Name of Subsidiaries	Charter Approved	Subsidiary Assets 12/31/85	Subsidiary Deposits 12/31/85	Subsidiary Net Worth 12/31/85
KANSAS (Continued)						
Mid-America Financial Corp., Ellis	N	Golden Belt S&LA, Ellis	6/16/81	66,238	60,708	4,608
Overland Park Financial Corp.	N	Overland Park S&LA, FA	2/21/79	219,370	79,887	5,340
Peoples Federal Bancshares, Salina	N	People Heritage FS&LA, Salina	6/2/83	1,457,784	882,111	39,721
Peoples Financial Corp., Parsons	N	Peoples S&LA, Parsons	10/12/77	101,397	86,944	3,102
Pioneer Financial Corp., McPherson	N	Pioneer S&LA, McPherson	5/16/85	88,010	58,543	7,784
Rupp Financial Corp., Plainville	N	Rooks County SA, Plainville	5/22/83	49,490	44,252	2,261
Security Financial of Kansas, Inc., Medicine Lodge	N	Barber County S&LA, Medicine Lodge	3/7/86	54,743	51,863	2,382
TSA Financial Corp., Topeka	N	Topeka SA	11/8/78	120,565	98,922	3,914
Western Financial Corp., Emporia	N	Columbia SA, FA, Emporia	6/2/78	466,723	342,805	23,348
KENTUCKY						
Capital Holding Corp., Louisville (*)	N	First Deposit Savings Bank, Redding, Calif.	8/24/84	94,376	82,146	8,624
LOUISIANA						
Deposit Bancshares, Inc., Monroe	N	Deposit Trust Savings S&LA Inc., Monroe	2/28/85	163,985	132,323	8,264
First Louisiana Holding Co., Lafayette	N	First Louisiana FSB, Lafayette	3/8/85	108,881	98,743	4,678
MASSACHUSETTS						
American Heritage Bancorp, Methuen	N	Home Federal Savings Bank, Worcester	5/21/86	266,097	226,231	5,667
Yankee Oil & Gas, Inc., Cohasset	D	Yankee Bank for Finance & Savings FSB, Boston	5/23/84	578,774	535,277	29,962
MICHIGAN						
Central Holding Co., Mount Clemens	N	Central State S&LA FA, Mount Clemens	4/2/84	N.A.	N.A.	N.A.
First Federal of Michigan, Detroit (*)	N	(1) Omni Savings Bank FSB, Columbia, S.C. (2) Bay Savings Bank FSB, Newport News, Va.	3/3/83	176,200 N.A.	63,535 N.A.	7,087 N.A.
Ford Motor Co., Dearborn (*)	D	First Nationwide Bank FSB, San Francisco	12/6/85	11,452,225	8,802,430	602,022
Northern Michigan Corp., Escanaba	N	Northern Michigan Savings Bank FSB, Escanaba	6/3/85	N.A.	N.A.	N.A.
Primark Corp., Detroit (*)	D	Westmark Savings Bank, Newport Beach, Calif.	5/14/84	32,241	29,480	2,533
Selighan & Associates, Inc., Southfield	N	Sterling S&LA, Royal Oak	6/3/85	N.A.	N.A.	N.A.
MINNESOTA						
American Investors Financial Corp., Minneapolis	N	Investors Savings Bank FSB, Minneapolis	5/25/84	87,870	79,654	4,619
Twin City FS&LA, Minneapolis (*)	N	TCF Banc SA, Houston, Tex.	6/23/83	316,372	260,581	15,058
Winstar Corp., Roseville	N	United Federal Savings Bank, Windom	7/6/84	95,966	81,185	4,621
MISSISSIPPI						
Allmiss Capital Corp., Jackson (a)	N	Depositors Savings Bank, Jackson	8/22/86	258,793	227,656	18,212
Bailey Mortgage Co., Jackson (a)	N	Depositors Savings Bank, Jackson	8/22/86	258,793	227,656	18,212
Congress Street Properties, Jackson (a)	N	Depositors Savings Bank, Jackson	8/22/86	258,793	227,656	18,212
Mid-South Holding Co., Jackson	D	First Jackson Savings Bank FSB	4/25/83	59,208	49,115	3,057
New South Capital Corp., Batesville	N	New South Bank For Savings FSB, Batesville	12/31/85	18,201	17,111	922
Parkway Co., Jackson (a)	N	Depositors Savings Bank, Jackson	8/22/86	258,793	227,656	18,212
Pine Belt Capital Corp., Hattisburg	N	Charter Bank FSB, Hattisburg	12/1/83	102,164	80,396	2,785
SFS Capital Corp., Gulfport	N	Southern FS&LA, Gulfport	5/19/81	91,485	75,155	2,758
MISSOURI						
Bartlett Enterprises, Inc., Kansas City (*)	D	Brookside Savings Bank FSB, Kansas City	10/20/63	187,608	134,493	5,380
Franklin Financial Corp., Kansas City	N	Franklin SA, Ottawa, Kan.	5/20/76	3,161,680	1,092,700	117,732
Great Plains Financial Corp., Kansas City	N	Eureka FS&LA, Eureka, Kan.	5/12/86	224,028	193,563	11,177
I.S.B. Holding Company, Kansas City (*)	N	Independence Federal Savings Bank	12/31/85	24,845	23,417	827
ISC Financial Corp., Kansas City	N	Anchor SA, Kansas City, Kan.	9/26/73	747,046	579,138	20,709
Lambert Trust A of 5/16/73, Kansas City	D	First FS&LA, Manchester	5/16/73	22,827	11,221	2,954
Love Savings Holding Co., St. Louis	N	Economy FS&LA, St. Louis	12/31/85	183,520	139,470	6,000
NEBRASKA						
Berkshire Hathaway Inc., Omaha (*)	D	Mutual S&LA, Pasedena, Calif.	N.A.	332,643	269,326	57,579
Commercial Federal Corp., Omaha	N	Commercial FS&LA, Omaha	2/2/84	2,801,667	1,576,077	101,710
Security Holding Co., Lincoln	N	State Security Savings Co., Lincoln	5/8/85	24,457	17,126	3,050
United Financial Corp. (of Nebraska), Lincoln	N	Provident FSB, Lincoln	8/8/83	47,543	36,342	2,147
NEVADA						
First Western Financial Corp., Las Vegas	N	First Western SA, Las Vegas	2/1/68	1,053,195	880,886	49,729
Sierra Holding Co., Minden	N	Sierra S&LA, Minden	7/30/82	22,127	19,629	922
NEW HAMPSHIRE						
NFS Financial Corp., Nashua	N	Nashua FS&LA	8/11/86	347,289	286,728	18,056
Numerica Financial Corp., Manchester	N	(1) Numerica Savings Bank FSB, Manchester (2) Home Bank FSB, Berlin (3) Laconia FS&LA	10/2/85	560,975 96,818 85,027	404,847 62,647 71,572	46,605 8,542 3,547
NEW JERSEY						
Cenlar Capital Corp., Plainfield	N	Cenlar Federal Savings Bank, Pennington	5/4/84	400,547	263,203	18,414
Howard Savings Bank, Livingston	N	Howard Federal Savings FA, Berlin	11/30/83	47,971	43,023	1,007
Raritan Valley Financial Corp., East Brunswick	N	Raritan Valley S&LA, East Brunswick	3/23/81	129,189	99,034	6,420
NEW MEXICO						
Ameri West Financial Corp., Albuquerque	N	Albuquerque FS&LA	9/16/83	1,702,232	1,236,103	73,415
American Holding Co., Albuquerque	N	American FS&LA, Albuquerque	1/30/84	206,826	167,081	5,977
First Southwest Financial Service, Inc., Albuquerque	N	Security FS&LA, Albuquerque	10/2/85	186,222	147,433	26,637
Public Service Co. of New Mexico, Albuquerque (*)	D	Republic Savings Bank FSB, Matteson, Ill.	8/30/85	200,682	172,506	1,748
NEW YORK						
Citicorp, New York (*)	N	(1) Citicorp Svgs of Ill. FS&LA, Chicago (2) Citicorp Svgs FS&LA, San Francisco (3) Citicorp Svgs of Fla. FS&LA, Miami	8/13/82	4,507,955 4,408,892 3,270,778	3,645,020 3,058,039 1,707,218	656,647 845,711 946,383
CrossLand Savings FSB, Brooklyn (*)	N	(1) CrossLand Savings FSLA, Bradenton, Fla. (2) CrossLand Savings FSB, Gainesville, Fla.	8/5/83	1,226,810 147,000	943,411 117,440	36,480 7,090
Empire of America FSB, Buffalo (*)	N	Empire of America FSB, DeLand, Fla.	7/30/82	2,641,952	2,294,824	169,303
First Investors Consolidated Corp., New York	D	First Financial S&LA, Burlington, N.J.	3/29/85	28,711	26,601	1,084
Goldome Savings Bank FSB, Buffalo (*)	N	Goldome SA, St. Petersburg, Fla.	6/9/83	1,731,126	1,444,765	64,235
Gotham Investors Corp., New York	N	White Horse S&LA, Trenton, N.J.	12/31/85	53,554	48,603	3,571
Gulf and Western Industries, Inc., New York (*)	D	Associates FS&LA, San Ramon, Calif.	6/1/83	19,566	16,668	2,091
ITT Corp., New York (*)	D	Newport-Balboa S&LA, Newport Beach, Calif.	5/19/83	270,329	183,773	20,562
Long Island Savings Bank FSB, Syosset	N	Long Island Savings Bank of Centereach FSB	8/11/83	2,991,558	2,220,093	176,832
Orion Capital Corp., New York (*)	D	Sentry S&L Assn., Stamford, Ct.	11/14/84	9,984	7,490	2,438
Security Capital Corp., New York	N	Benjamin Franklin SA, Houston, Tex.	10/1/81	2,001,118	1,548,986	80,361
NORTH CAROLINA						
FirstCorp, Inc., Raleigh (*)	N	(1) First FS&LA, Raleigh (2) First Security S&LA, Aberdeen	3/29/85	509,370 55,763	360,592 45,203	35,272 2,412
OHIO						
American Financial Corp., Cincinnati (*)	D	Hunter SA, Cincinnati	1/1/68	936,986	710,345	57,632
Baldwin-United Corp., Cincinnati	D	Empire SB&LA, Denver, Colo.	1/17/69	1,956,995	1,292,023	78,703
Broadview Financial Corp., Cleveland	N	Broadview S&L Co., Cleveland	2/2/73	2,095,831	1,673,798	38,038
Buckeye Financial Corp., Columbus	N	Buckeye FS&LA, Columbus	10/1/80	1,313,285	953,529	43,295
CAMCO Financial Corp., Cambridge	N	(1) Cambridge S&LA (2) Marietta S&L Co.	10/29/71	118,700 67,790	100,350 56,857	4,785 2,453
CS Financial Corp., Cleveland	N	Cuyahoga SA, Cleveland	1/11/73	263,697	235,215	15,771
Dana Corp., Toledo (*)	D	Diamond S&L Co., Findlay	12/31/80	1,145,626	970,382	40,701
First Financial Group, Inc., Columbus	N	County Savings Bank, Newark	6/10/71	484,511	404,956	25,177
Great Northern Financial Corp., Barberton	N	Great Northern Savings Co., Barberton	9/13/85	267,925	220,628	13,536
Greater Ohio Corp., Findlay	N	C S L Savings Bank, Tiffin	1/1/70	139,341	117,830	3,530
Horizon Financial Services, Inc., Beachwood	N	Horizon S&L Co., Beachwood	8/7/86	180,864	155,501	9,398
Independent Share Corp, Euclid	N	Independent Savings Bank, Euclid	9/19/85	44,069	40,733	2,990
Liberty Capital, Inc., Hillsboro	N	Liberty Savings Bank FSB, Hillsboro	11/7/85	34,357	27,726	3,602
Marietta Franklin Securities Co., Columbus	N	Pioneer S&L Co., Marietta	1/1/68	15,827	13,711	1,701
Metropolitan Financial Corp., Shaker Heights	N	Metropolitan SA, Shaker Heights	9/5/72	87,429	77,011	5,733
Ohio Savings Financial Corp., Cleveland	N	Ohio SA, Cleveland	10/10/78	1,437,692	1,299,836	66,478
Security Savings Holding Co., Milford	N	Security SA, Milford	10/11/77	74,258	72,012	1,690
Statewide Financial Corp., Cleveland	N	(1) State S&L Co., South Euclid (2) Citizens Home Savings Co., Lorain	12/28/78	444,041 168,496	411,042 170,107	(1,677) (3,919)
Western & Southern Life Insurance Co., Cincinnati	D	Eagle SA, Cincinnati	4/1/70	918,306	809,044	39,581
Zimmerman Holding Co., Cleveland	N	Superior SA, Cleveland	6/27/86	121,188	96,699	4,668
OKLAHOMA						
Amerihome Financial Co., Oklahoma City	N	American Home S&LA, Edmond	5/3/85	91,024	71,076	3,740
Home Savings Financial Corp., Lawton	N	Home Savings Bank FA, Lawton	8/16/84	261,290	214,403	9,870
Maruk Financial Corp., Anadarko	N	American FS&LA, Anadarko				
Midland Financial Corp., Oklahoma City	N	Mid-First S&LA, Oklahoma City				
National Royalty Co., Tulsa	D	First Oklahoma Savings Bank FA, Tulsa				
Phoenix Financial Corp., Muskogee	N	Phoenix FS&LA, Muskogee				
Sooner FS&LA, Tulsa (*)	N	Texas Western FS&LA, Houston	10/20/82	97,054	78,613	6,923

All data are from the Federal Home Loan Bank Board. **Type: D— Diversified.** A diversified holding company is a unitary holding company whose subsidiary insured institution and related activities constitute less than 50% of its consolidated net worth. **Type: N— Nondiversified.** A nondiversified holding company can be a unitary or multiple holding company. The operations of a nondiversified holding company are focused within the thrift industry and related activities. **Charter Approval**— The date FHLBB approved holding company charter. **Net Worth**— Regulatory net worth is reported. ()— Indicates negative regulatory net worth. **N.A.**— Not available. **(*)**— The company is at the apex of an indirect holding company network. **(a)**—Each company is listed as a direct holding company by the FHLBB.

Active Thrift Holding Companies

Listed Geographically by State, and Within State Alphabetically

(Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Name of Holding Company	Type	Name of Subsidiaries	Charter Approved	Subsidiary Assets 12/31/85	Subsidiary Deposits 12/31/85	Subsidiary Net Worth 12/31/85
OREGON						
Celco Enterprises, Inc., Eugene	N	Liberty S&LA, Medford	7/11/84	75,334	72,229	2,746
PENNSYLVANIA						
Atlantic Financial Federal, Philadelphia (*)	N	(1) Atlantic Fin'l SB FSB, San Francisco (2) Atlantic Fin'l Svgs, Las Vegas (3) Western Community S&LA, El Cerrito, CA	3/8/85	212,195 52,115 N.A.	75,166 52,182 N.A.	29,658 (1,741) N.A.
Central Pennsylvania Financial Corp., Shamokin	N	Central Pennylvania SA, Shamokin	5/23/86	264,172	234,544	17,560
FNB Corp., Hermitage	D	Metropolitan Savings Bank, Youngstown, Ohio	12/27/85	192,847	180,737	9,595
Liberty Financial Group, Inc., Philadelphia	N	Liberty Federal Savings Bank, Philadelphia	11/15/85	393,173	333,936	27,714
Meritor Savings Bank, Philadelphia (*)	N	(1) Meritor Savings Bank FSB, Arlington, Va. (2) Meritor Savings FA, Winter Haven, Fla.	4/26/85	914,677 568,763	542,046 512,828	213,754 21,701
Progress Financial Corp., Norristown	N	Progress Federal Savings Bank, Bridgeport, Pa.	8/19/86	182,440	153,116	10,212
York Financial Corp.	N	York FS&LA	5/27/86	582,675	511,377	26,757
RHODE ISLAND						
Citizens Financial Group, Inc., Providence	N	Citizens Savings Bank FSB, Providence	5/2/85	1,477,518	1,001,379	221,353
Old Stone Corp., Providence	N	(1) Old Stone Bank FSB, Providence (2) Old Stone Bank of Wash. FSB, Bellevue	12/27/85	2,796,248 519,396	2,082,208 331,607	163,183 14,804
SOUTH CAROLINA						
U.S. Shelter, Greenville	N	Malibu S&LA, Calif.	3/30/84	126,982	109,460	6,512
SOUTH DAKOTA						
Midwest R&S, Brookings	N	Home Trust S&LA, Vermillion	12/16/82	23,684	22,464	511
TENNESSEE						
Hickory Investments, Inc., Hendersonville	N	Investor Federal Savings Bank, Hendersonville	5/13/77	54,954	46,953	1,459
Fidelity Crossville Corp., Chattanooga	N	First Fidelity S&LA Inc., Crossville	12/13/84	30,875	29,385	1,185
Financial Fedcorp, Inc., Memphis	N	Financial Federal Savings Bank, Athens	4/22/85	13,736	11,111	1,035
First City, Inc., Memphis	N	First City FSB, Memphis	6/5/86	68,464	61,345	2,811
Progressive Holding Corp., Inc., Jamestown	N	Progressive Savings Bank, Jamestown	1/8/85	31,180	26,260	1,482
Republic Holding Co., Memphis	N	Republic FS&LA, Loudon	4/10/85	11,551	9,370	889
TEXAS						
Academy Insurance Group, Inc., San Antonio	N	Armed Forces SA, Del Rio	10/24/83	24,031	18,086	1,286
American Century Corp., San Antonio	N	Commerce SA, Dallas	9/24/82	822,724	752,305	40,757
American Eagle Financial Corp., Lake Jackson	N	American S&LA of Brazoria, Lake Jackson	2/21/85	280,501	251,613	12,693
Ameriway Corp., Houston	N	Ameriway Savings, Houston	6/27/83	186,597	168,180	5,494
Austin Holdings Inc.	N	Austin SA	4/11/86	37,640	30,379	3,475
Bayview Holding Co., Portland	N	Bayview FSA, Corpus Christi	12/31/85	44,263	36,711	3,991
CC Services Corp., Houston (*)	D	Killeen S&LA	2/21/80	250,059	237,518	9,059
Cadwallader Financial Corp., San Antonio	N	First State SA, San Antonio	3/11/83	232,320	198,737	10,092
Carlyon Capital Corp., San Antonio	N	Mission SA, San Antonio	2/25/85	34,691	28,819	4,305
Caroline Hunt Trust Estate, Dallas	N	Southwest SA, Dallas	6/16/83	789,046	625,711	47,518
Central Plains, Inc., Plainview	N	Interwest SA, Ft. Worth	11/21/80	188,163	185,557	(2,847)
Century Corp., Houston	N	Heights SA FSA, Houston	5/3/85	467,602	386,316	1
Colonial Financial Corp. Fort Worth	N	Colonial S&LA, Fort Worth	10/19/81	468,411	224,120	47,743
Commodore Financial Corp., Dallas (*)	N	Commodore SA, Dallas	5/9/83	818,300	730,364	26,558
CreditBanc Corp., Austin	N	Equitable SA, Round Rock	9/13/84	N.A.	N.A.	N.A.
Dallas Federal Financial Corp.	N	Dallas FS&LA	2/15/85	2,149,787	1,738,780	57,566
Dondi Financial Corp., Dallas	N	Vernon S&LA	6/29/82	1,145,436	1,048,099	65,287
El Paso Financial Corp.	N	Surety SA, El Paso	8/11/83	282,995	261,416	7,359
Elk Mountain Financial Corp., Bedford	N	Aspen S&LA, Colo.	9/19/85	52,543	35,025	4,479
Entex, Inc., Houston	D	Universtiy SA, Houston	5/18/77	3,843,393	2,443,381	139,820
Fidelity Capital Corp., Irving	N	(1) Fidelty S&LA, Port Arthur (2) Fidelity Savings-Austin FA (3) Fidelity Savings-Irving FA	5/18/84	236,301 60,603 55,510	209,001 48,860 48,179	7,680 3,687 3,222
First Financial Enterprises, Inc., El Paso	N	First Financial, SA of El Paso	9/29/80	304,629	276,358	5,112
First Franklin Financial, Inc., Austin	N	CreditBanc SA, Austin; Franklin SA, Austin	5/13/83	547,625	503,451	21,671
Formation Security, Inc., Borger	N	First S&LA, Borger	12/15/83	66,474	58,065	2,864
Freedom Capital Corp., San Antonio (*)	N	Seguin SA	8/8/84	128,108	117,507	6,768
GTI, Inc., Bridge City	N	Golden Triangle S&LA, Bridge City	5/15/81	58,698	63,481	(10,358)
Graham Savings Financial Corp.	N	Graham S&LA	7/22/85	70,999	61,092	3,581
Great Southwestern Financial Corp., Houston	N	Guardian S&LA, Houston	4/26/83	2,511,547	1,353,721	83,635
Great West Bancshares, Inc., Dallas	N	Caprock S&LA, Lubbock	4/8/86	102,963	91,361	5,644
Greater Texas Financial Corp., Brownwood	N	Southern S&LA, Brownwood	6/25/81	211,868	135,045	2,190
Guadalupe Voting Agreement, Kerrville	N	Guadalupe S&LA, Kerrville	8/17/79	25,456	24,557	757
Hallmark Savings Group, Inc., Plano	N	New Braunfels S&LA	10/25/85	40,656	36,120	(41)
Hidalgo Investment Corp., Edinburg	N	Hidalgo S&LA, Edinburg	12/17/81	99,287	85,898	2,980
Hinton Mortgage & Investment Co., Dallas	N	BannerBanc SA, Garland	8/22/73	56,872	41,843	3,395
Home Financial Corp., Lufkin (*)	N	(1) Home S&LA, Lufkin (2) Southland SA, Longview	4/22/83	348,363 34,724	317,173 28,832	4,998 5,460
Interstate Federal Corp., Dallas	N	Valley FS&LA, Hutchinson, Kan.	7/11/85	164,885	121,681	11,088
L.S. Financial Corp., Austin	N	Great West Savings Banc, Austin	4/27/84	00000	00000	00000
Lamar Financial Corp., Austin	N	(1) Lamar SA, Austin (2) City S&LA, San Angelo	7/31/80	1,853,547 846,029	1,662,532 838,953	62,760 1,797
MCO Holdings Federated Development Co., Houston (*)	N	United SA, Houston	12/6/84	4,755,945	2,839,780	186,829
Magic Valley Investment Co., Weslaco	N	Magic Valley S&LA, Weslaco	11/18/81	123,734	126,593	(5,780)
Mid-Central Financial Group, Inc., Odessa	N	Odessa SA	4/16/82	183,509	171,061	8,756
Midland Bancorp., Inc.	N	Petroplex SA, Midland	7/2/84	187,935	170,782	1,909
Murray Investment Co., Dallas (*)	N	Murray SA, Dallas	6/19/75	907,199	790,645	33,497
Nowlin Financial Corp., Ft. Worth	N	Nowlin SA, Ft. Worth	7/16/85	228,934	165,914	11,830
Pacific Realty Corp., Dallas	N	Guaranty FS&LA, Dallas	9/5/84	1,722,620	1,511,638	33,185
Panhandle Management Corp., Dumas	N	North Plains S&LA, Dumas	4/25/72	73,645	67,568	3,948
Savings Investment Co., Irving	N	Irving SA	12/3/80	68,361	87,816	(27,454)
Seamens Corp., Dallas	N	Seamen's Bank for Savings FSB, New York	12/27/85	3,105,406	2,423,899	106,820
Security Financial Corp., Austin	N	Capitol City SA, Austin	3/29/85	247,278	205,014	18,164
Shamrock Financial Group, Inc.	N	Shamrock SA	8/21/84	68,120	54,889	2,753
South Mark Corp., Dallas (*)	N	San Jacinto SA, Houston	8/1/83	2,504,411	1,802,422	112,496
Southern Union Co., Dallas (*)	D	First Bankers Trust & SA, Midland	4/10/80	122,420	103,112	4,049
Spindletop SA Voting & Stock Restric A, Beaumont	N	Spindletop SA, Beaumont	3/24/86	261,267	249,323	6,289
State Management, Inc., Lubbock	N	(1) Brownfield FS&LA (2) State S&LA, Lubbock	10/3/78	65,309 842,125	59,525 814,489	228 438
Sunbelt Bancorp., Inc., Dallas	N	Sunbelt SA, Dallas	10/6/83	2,999,870	2,521,329	96,054
Texana Capital Corp, Texarkana	N	Texana S&LA, Texarkana	11/18/81	74,453	66,017	2,962
Texas Security Investors, Inc., Dickinson	N	Security S&LA, Dickinson	7/20/81	86,562	82,268	3,065
Thrift Savings & Loan Holding Co., Andrews	N	Andrews S&LA	3/16/81	123,005	110,690	6,913
Titleshares, Inc., Houston	N	Village SA, Houston	7/20/85	142,563	134,361	4,090
USAA Fincancial Services, San Antonio	N	USAA Federal Savings Bank, San Antonio	12/28/83	235,622	189,091	40,216
W.S.C. Holding Co., Inc., Irving	N	First City SA, Irving	11/6/84	203,222	174,672	9,062
Western Capital Corp., Dallas	N	Western SA, Gatesville	12/31/82	1,801,497	1,405,780	69,812
Western Gulf Financial Corp., Bay City	N	Western Gulf S&LA, Bay City	8/10/82	196,466	185,183	432
Windsor Financial Corp., Austin	N	Windsor SA, Austin	12/26/85	82,439	73,930	4,271
UTAH						
Prudential Financial Services Corp., Salt Lake City	N	Prudential FS&LA, Salt Lake City	2/3/83	815,661	443,957	42,021
VIRGINIA						
CFS Financial Corp., Fairfax	N	Continental Federal Savings Bank, Fairfax	4/29/85	887,190	760,527	46,821
Heritage Financial Corp., Richmond	N	Heritage S&LA, Richmond	2/1/68	558,294	536,912	10,690
VERMONT						
Eastern Bancorp Inc., Burlington	N	Vermont Federal Bank FSB, Burlington	7/25/86	291,632	234,077	20,522
WASHINGTON						
Pacific First Financial Corp., Tacoma	N	Pacific First Federal Savings Bank, Tacoma	6/11/84	3,365,066	1,856,095	181,571
Prudential Bancorp., Seattle	N	Prudential Bank FSB, Seattle	2/7/85	309,472	204,325	18,714
Weyerhaeuser Co., Federal Way (*)	D	Republic FS&LA, Altadena, Calif.	8/22/85	700,933	561,840	17,875
WISCONSIN						
Community Shares Ltd., Fund Du Lac	N	Community S&LA, Fund Du Lac	12/28/83	258,594	203,697	16,885
First Financial Corp., Stevens Point	N	First Financial SA, Stevens Point	3/22/84	1,869,083	1,621,426	67,927
North Land S&LA, Ashland	N	Range S&LA Inc., Hurley	1/28/85	11,085	10,243	778
FOREIGN-BASED						
Canadian Securities Corp., Ltd., Winnipeg (*)	D	Western Financial Savings Bank, Orange, Calif.	10/29/82	762,559	535,081	43,010
First Pacific Investments Ltd., Monrovia, Liberia (*) (b)	N	United Savings Bank FSB, San Francisco	3/28/86	602,338	489,162	6,842
Heron International N.V., London, U.K. (*)	D	Pima S&LA, Tucson, Ariz.	10/1/85	2,087,918	1,470,058	110,573

All data are from the Federal Home Loan Bank Board. **Type: D— Diversified.** A diversified holding company is a unitary holding company whose subsidiary insured institution and related activities constitute less than 50% of its consolidated net worth. **Type: N— Nondiversified.** A nondiversified holding company can be a unitary or multiple holding company. The operations of a nondiversified holding company are focused within the thrift industry and related activities. **Charter Approval**— The date FHLBB approved holding company charter. **Net Worth**— Regulatory net worth is reported. **()**— Indicates negative regulatory net worth. **N.A.**— Not available. **(*)**— The company is at the apex of an indirect holding company network. **(b)**— According to the FHLBB, six companies comprise the indirect holding company network for United Savings, including Hibernia Bancshares Corp., San Francisco, the one-bank holding company for Hibernia Bank.

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The Daily Financial Services N

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TODAY

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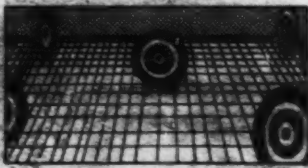

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We are no longer going to legislate just for the institutions.... Our No. 1 concern is the consumer.

Rep. Fernand J. St Germain, D-R.I. and chairman of the House Banking Committee, in a speech to the convention of the U.S. League of Savings Institutions. [Page 2]

Unquote

Random Thoughts

By SANFORD ROSE

Second-quarter data on the performance of the nation's insured banks provide grounds for grave uneasiness. Loan chargeoffs are up, nonperformers are up, and interest margins are down.

The rise in chargeoffs is particularly worrisome. In the first quarter of this year banks wrote off loans equal to 13 basis points of the portfolio of loans and leases. In the second quarter, writeoffs reached an astounding 35 basis points.

Since banks tend to husband their chargeoffs until yearend, the fact that they nearly tripled writedowns may foreshadow a veritable bloodletting by the fourth quarter.

Higher loss provisions and more nonperformers helped reduce the return on assets of the universe of insured banks. Additionally, the net interest margin dipped. In part, this is of course due to the impact of a rising burden of nonaccruals on gross asset yields. It may also be because the relative inflexibility of consumer deposit rates at many banks is causing asset yields to drop by slightly more than liability

Random Thoughts: Page 4 ➛

Top Five Thrift Holding Companies

Assets in Billions of Dollars on Dec. 31, 1985

Nondiversified

1. Citicorp	$173.6
2. Financial Corp. of America	27.4
3. H.F. Ahmanson & Co.	27.3
4. Great Western Financial Corp.	25.5
5. CalFed, Inc.	19.0

Diversified

1. Sears Roebuck & Co.	$66.4
2. Ford Motor Co.	31.6
3. Household International, Inc.	11.9
4. American Financial Corp.	7.1
5. Gulf & Western Inc.	4.5

Ford Is Third Largest Thrift Company

Six Other Newly Formed Firms Break into Top 50 List

By L. MICHAEL CACACE

NEW YORK — The Ford Motor Co., the nation's second largest producer of automobiles, is now the third largest thrift holding company in the country, behind Citicorp and Sears, Roebuck and Co. In addition to Ford, six other recently formed thrift holding companies joined the ranks of the top 50 thrift holding companies at yearend 1985.

These changes in the top 50 thrift firms reflect the dynamic changes under way in the industry. As reported in Monday's *American Banker,* three out of every four thrift holding companies in the United States today began operating after Dec. 31, 1981.

The surge in the formation of thrift holding companies during the past five years mainly reflects the industry's need for capital. This need was attrib-

Thrift Companies: Page 27 ➛

BankAmerica To Pare Down Foreign Assets

Cooper Says Ailing Bank To Sell Italian Operation

By JOHN J. DUFFY
London Bureau

LONDON — Bank of America plans to dispose of its overseas retail banking operations as part of its effort to boost primary capital by between $750 million and $1 billion, the bank's president said here Monday.

Investment Bankers in San Francisco
Who Prefer Equity Stake
Page 32

"We will deemphasize our international retail banking activities overall, and, over time, exit most of the nondomestic markets where we have conducted consumer banking business," Thomas A. Cooper said in a speech to an international retail banking conference. Mr. Cooper is president and chief operating officer of Bank of America and president of its holding company, BankAmerica Corp.

Thomas A. Cooper

Mr. Cooper confirmed months of speculation that the bank's profitable Italian subsidiary, Banca d'America e d'Italia, is up for sale, and he strongly implied that other subsidiaries, such as the West German unit, the 32-branch Bankhaus Centrale Credit AG, might also be sold soon. Banca d'America e d'Italia has 98 branches, $4 billion in assets, and $3 billion in deposits.

BankAmerica: Page 31 ➛

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IN THE NEWS

Sexton Resigns in Texas

AUSTIN — James L. Sexton, commissioner of banking in Texas, resigned Monday to join a Houston-based law firm, Bracewell & Patterson. Mr. Sexton, who had been commissioner for about three years, steered the banking industry through some of its most difficult times in recent memory. His resignation follows the recent passage of an interstate banking law in Texas and a constitutional amendment permitting branch banking.

Lloyds Deal Final

LONDON — Lloyds Bank PLC completed its $200 million (U.S.) agreement to acquire 90% of the assets of Toronto-based Continental Bank of Canada. Continental was absorbed into Lloyds Bank Canada. The new bank has assets of $6.5 billion (Canadian).

Regulatory Realignments

LITTLE ROCK, Ark. — As part of an agreement with regulators to restore capital and improve earnings, Savers Federal Savings & Loan Assn. said its chief executive officer and chairman, W.P. Gulley, will retire next year. A replacement has not been named. Savers, the largest thrift in Arkansas, signed the agreement with the Federal Home Loan Bank Board after it posted third-quarter losses of $22.5 million and its capital fell below regulatory levels of $21 million. The plan also calls for Savers to be sold to Little Rock businessman Melvyn Bell for no more than $20 million... Anchorage-based Alaska National Bank of the North signed an agreement with the Comptroller of the Currency to restore profitability and to improve its capital ratio. The bank, which posted a net loss of $5.3 million in the nine months to Sept. 30, will be required to keep a capital-to-assets ratio of 6.5% until June 1987, and 7% beyond that date. The bank is suffering from nonperforming real estate loans.

Trade Penalty Levied

WASHINGTON — The Commerce Dept said Gulf International Bank, B.S.C., a federally chartered New York City branch of a Bahrainian bank, agreed to pay a penalty of $10,000 for an alleged violation of the antiboycott provisions of the Export Administration Act. The bank allegedly failed to report requests that it refrain from helping to finance sale of goods from South Africa or Israel. The act requires refusal to honor boycott requests and prompt reporting of such requests.

Puerto Rican S&L Settles

BAYAMON, P.R. — Bayamon Federal Savings & Loan Assn. said it will receive over $9.6 million as settlement for a 1985 lawsuit it filed in U.S. District Court against several securities firms. Bayamon had filed for $50 million in damages, alleging that the defendants engaged in "unauthorized, speculative activities" with two former Bayamon officers.

— Compiled by Don Munro

Stockholder Jitters About Freddie Mac's Future Are Partly to Blame for Tumble in Stock Price

By JIM McTAGUE

Washington Bureau

Mortgage Securities

WASHINGTON — A preferred stockholder of Freddie Mac tells a reporter one day that he isn't worried about the possibility of that quasi-governmental corporation severing ties with Uncle Sam and going it alone as a private enterprise.

The next day, Oct. 31, the stockholder dumps all his shares, citing uncertainty about the future of Freddie Mac, the Federal Home Loan Mortgage Corp. A small run on the stock ensues.

Recently, Freddie Mac preferred has gone into a slide, despite the mounds of adulation heaped on it by Wall Street analysts, some of whom say the security is actually worth $100 to $250 per share. It closed Friday at $59¾.

The stock has tumbled more than seven points since the middle of September, when it reached a record high of $66¾. In the past two weeks alone, it retreated nearly $3 a share. The stock currently may be owned by only savings and loan associations and market makers, which buy and sell stocks for their own accounts to maintain a balanced market.

Freddie Mac spokesmen contend that most of the selling is tax related. Several big investors, they claim, are racing to lock in big gains while they still can get favorable treatment under the existing tax code, which expires Dec. 31. The stock, boosted by strong earnings and a tax-advantaged dividend of about $4, originally was issued in 1984 at $40.

However, the Freddie Mac spokesmen also admit that some stockholders are worried about the prospects for their investment if Congress should decide to throw all or part of the secondary mortgage company to the private sector in order to level the playing field that Freddie Mac now dominates.

Major Freddie Mac Shareholders
Page 22

It was that kind of nervousness that, according to Freddie Mac, triggered the Halloween selloff. "Some of the stockholders are unsophisticated investors, and they are easily spooked," one spokesman says.

Freddie Mac: Page 22 →

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Privatization Talk Giving Some Freddie Mac Stockholders Jitters

➜ Continued from Page 3

"The guy who got scared was crazy for selling," says Maurice Mann, the chairman of the influential Freddie Mac advisory committee, which is trying to determine for the Bank Board whether privatization is feasible. Mr. Mann is also vice chairman of Merrill Lynch Capital Markets, whose parent company, Merrill Lynch & Co., as a market maker for Freddie Mac owns about 95,500 shares of its preferred stock.

Mr. Mann, who says he believes the government should be out of the mortgage business, explains: "These things don't happen overnight — particularly now when we have a Democratic Senate."

Congress watchers claim the Democrats are not particularly motivated to fiddle with agencies that have worked so well.

"I have the feeling it will be a long time before any real movement occurs toward substantial change in either agency," says Gerald Levy, the outgoing chairman of the U.S. League of Savings Institutions, an organization that is pushing for some narrowing of the role of Freddie Mac in the secondary mortgage market.

The advisory committee, which is composed of 46 industry officials appointed by the Bank Board, expects to issue recommendations for the future course of Freddie Mac in February.

A preliminary report issued in October by a committee-appointed task force, also chaired by Mr. Mann, recommended splitting Freddie Mac into two entities: one completely cut off from the government that would function as a private mortgage conduit, and a smaller operation within the government that would target mortgage credit to low-income home buyers.

The plan was thought to satisfy both those who want the agency dismantled and those who want a continued government role in mortgage funding.

Mr. Mann says the study group now is trying to determine whether the plan is both possible and practical.

Most industry people argue the scheme won't fly unless Freddie Mac's cousin and chief competitor, the Federal National Mortgage Association — Fannie Mae — also is cut off from Uncle Sam's credit rating, a relationship that allows it to raise funds on Wall Street at low, agency rates.

Fannie Mae's current leadership, which is calling for increased government participation in housing, is unlikely to go along.

The advisory group's activities provoked stockholder skittishness from the very start.

"For the moment, we intend to hold the stock," Mr. Eppinger adds. "[But] I wish they [the analysts] would give us more definitive answers."

Nearly 3,400 thrifts own shares in the corporation. The top 20 shareholders as of Sept. 26 owned between 301,594 and 95,517 shares (see table), and seven of those contacted for this story said they had no intention of selling the stock, despite unrealized gains, because they felt it was a good long-term investment.

Freddie Mac was created by Congress in 1970 to foster the growth of a residential secondary mortgage market. The corporation buys mortgages from lenders — primarily savings and loans — and sells mortgage-backed securities to investors, guaranteeing them in the process.

It was capitalized initially for $100 million by the 12 Federal Home Loan Banks, the central banks for the na-

Freddie Mac: Page 23 ➜

Freddie Mac's Top 20 Shareholders*

	Shares
American Savings, Stockton, Calif.	301,594
Great Western Savings, Beverly Hills, Calif.	224,353
Thomson McKinnon Securities, New York	206,420
Goldman, Sachs & Co., New York	202,248
First Federal Savings Bank, Cleveland	176,500
Citicorp Savings, San Francisco	150,000
Albuquerque Federal Savings, Albuquerque, N.M.	150,000
Main Line Federal Savings, Villanova, Pa.	150,000
Mutual Savings, Pasadena, Calif.	150,000
First Federal of Michigan, Detroit	145,292
California Federal, Los Angeles	145,092
Western Federal Savings Bank, Denver	140,000
Imperial Savings, San Diego	140,000
World Savings, Oakland, Calif.	125,849
First Nationwide, San Francisco	122,981
Western Federal, Marina Del Ray, Calif.	118,901
Commercial Federal, Omaha, Neb.	113,599
Security Savings, Milwaukee	107,633
Home Savings of America, Irwindale, Calif.	100,000
Glendale Federal Savings, Glendale, Calif.	98,404

NYSE symbol: FHLMC
52-week range: 66¾-37
Dividend: $4.25
Price/earnings: 7.1
Shares: 14.99 million

* As of Sept. 26

Sources: Freddie Mac and Goldman Sachs

"We had 50 or 60 calls from investors when the first articles appeared about possible privatization. We expected it," says an employee of the Freddie Mac investor relations department.

Also, several stockholders have been confused by caveats contained in otherwise glowing reports on Freddie by three different brokerage houses.

"I've had difficulty following all the advice they've been giving us," laments John Eppinger, the president and managing officer of Main Line Federal Savings, Villanova, Pa., which owns 150,000 shares.

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Talk of Taking Freddie Mac Private Contributes to Fall in Stock Price

Continued from Page 22

tion's thrifts, which in turn are supervised by the three-member Federal Home Loan Bank Board. The Bank Board members also serve as Freddie Mac's board of directors.

In December 1984, the Freddie Mac board decided to transfer the corporation's appreciated value to the savings and loan industry, resulting in the issuance of the preferred stock.

Critics in the thrift industry contend that Freddie Mac and other government-created mortgage conduits have done their job too well, driving private mortgage conduits out of the market as well as offering fixed-rate mortgages at prices so low that it is hurting big California thrifts that want to originate adjustable-rate loans.

A recent study by the staff of the Board of Governors of the Federal Reserve System substantiated several of these complaints. Researchers found that private residential pass-through issuance totaled $5 billion in 1985, compared with $108 billion guaranteed by Freddie Mac, Fannie Mae, and the Government National Mortgage Association — known as Ginnie Mae.

A prime reason, according to the study, is that "investors are willing to accept lower yields on agency securities because they believe it unlikely that the federal government would permit a sponsored agency to default."

Critics contend that the agency's access to cheap financing amounts to a government subsidy that results in a 50-basis-point market advantage to underwriters offering conforming loans.

The same study said that the private sector had a large role in its own undoing. The 1985 default of Equity Programs Investment Corp. and the $95 million loss by Bank of America stemming from its role as trustee and escrow agent for pools of privately-insured mortgage loans "worked against prospective private issuers," the report noted.

Freddie Mac and Fannie Mae now handle about 52% of all mortgages originated in the country, according to Dennis Jacobe, an economist with the U.S. League of Savings Institutions, the nation's largest savings and loan trade organization. Those mortgages can be as high as $133,250, and the league expects the maximum, which is pegged to an index of housing prices, might top $150,000 in January, further diminishing the market share of nonconforming issuers.

The Reagan administration, which philosophically favors reducing government involvement in the marketplace, had proposed charging Freddie and Fannie fees to bring their costs in line with private issuers. Congress, in an election year, balked at the proposal, however, which would have resulted in higher mortgage rates for its constituents.

Freddie Mac critics then focused their attention on the Bank Board and the advisory council.

Mr. Mann says the impetus for the study came "from all kinds of people."

"Obviously, the biggest mouths were S&Ls who want to be portfolio lenders," he says.

Portfolio lenders want to originate adjustable-rate loans and keep them for profit. They claim their market shrinks dramatically every time Freddie Mac and Fannie Mae raise the maximum dollar amounts on mortgages that they are willing to guarantee.

Most stockholders seem to want the best of both worlds — wider distribution of Freddie Mac stock without severing the corporation's Bank Board connection, which enables it to float debt at government agency rates. If the Bank Board adopted this plan, Freddie Mac would be exactly like Fannie Mae, whose shares are traded freely on the New York Stock Exchange.

Robert Hottensen Jr., an analyst with Goldman, Sachs & Co., predicted in a research report last month that wider distribution of Freddie Mac stock might cause it to soar to $250 per share and "the enhanced value would provide many thrifts with an entire year's worth of earnings."

Mr. Hottensen's optimistic prediction fired the imaginations of many stockholders. It has special appeal now because the Bank Board is requiring thrifts to raise their capital levels.

"The security should be allowed to reach its zenith," says William Shuett, president and chief executive officer for the Security Savings and Loan Association, Milwaukee, which owns about 107,630 shares. "It would be an instant and effortless enhancement of the balance sheets of the nation's S&Ls."

"I'm a stockholder, and I want a maximum return," says Norman Coulson, the president of the Glendale Federal Savings and Loan Association, Glendale, Calif., which owns about 98,400 shares of the preferred stock.

"If we go private and maintain the government backing, we'd be just like Fannie Mae. Then the question is, do we need two such agencies?" Mr. Coulson says.

Mr. Mann says he doesn't like this halfway approach to privatization because he sees it giving stockholders the unfair advantage of an implicit federal guarantee for their company.

The analysts warn, however, that a complete break with the government would create worries about the value of Freddie Mac stock. It is this prospect that bothers investors most.

"Depending on how they do it, they could screw up the value of the stock," agrees Bud Koch, the president of the First Federal Savings Bank, Cleveland, owner of 175,000 shares.

"Obviously, we're concerned," Mr. Koch adds. "But if we were very concerned, we wouldn't be such a large stockholder."

Mr. Koch says his company intends to hold the stock as an investment because "we think it has almost zilch downside risk because of the big dividend it pays."

Based on the record amounts of business by Freddie Mac this year, one might assume that the majority of savings and loans are happy with Freddie Mac just the way it is. One of the satisfied customers is the Western Federal Savings and Loan Association, Marina Del Rey, Calif. Its president, Robert Thompson, is "not much for Freddie Mac going private."

"I don't see any advantage. Freddie was formed to help S&Ls, and it has done the job," Mr. Thompson says. "If it ain't broke, don't fix it.

"I think over a period of years, we'd make more money on a deal basis with Freddie Mac the way it is than we would if the stock tripled," adds Mr. Thompson, whose institution owns 118,901 shares. ■

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Top 50 Thrift Holding Companies

Listed in Order of Their Total Assets on December 31, 1985

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Rank 12/85	Holding Company and its Type (a) Savings Institution Subsidiary (b)	Total Holding Company Assets 12/31/85	12/31/84	Rank 12/84	Gain in Rank	Thrift Deposits Controlled 12/31/85	12/31/84	1985 Net Income Parent Company	Subsidiary	Savings Institutions Controlled
1	**Citicorp, New York (N,c)** Citicorp Savings of Illinois, FS&LA, Chicago	173,597,000,000	150,586,000,000	1		8,433,000,000	8,475,000,000	998,000,000	N.A.	3
2	**Sears Roebuck & Co., Chicago (D)** Sears Savings Bank, Glendale, Calif.	66,416,900,000	57,072,500,000	2		4,944,112,000	4,584,700,000	1,303,300,000	24,200,000	1
3	**Ford Motor Co., Dearborn, Mich. (D,d)** First Nationwide Bank, FSB, San Francisco	31,603,600,000	....	...		8,797,922,000	....	2,514,400,000	70,617,000	1
4	**Financial Corp. of America, Irvine, Calif. (N)** American Savings & Loan Assn., Stockton	27,374,935,000	28,518,401,000	3		17,405,425,000	20,326,639,000	9,538,000	N.A.	1
5	**H.F. Ahmanson & Co., Los Angeles (N)** Home Savings of America, FA, Irwindale, Calif.	27,228,612,000	24,307,412,000	4		19,422,004,000	18,544,525,000	220,827,000	226,643,000	1
6	**Great Western Financial Corp., Beverly Hills (N)** Great Western Savings, FS&LA, Beverly Hills	25,471,349,000	23,554,602,000	5		17,593,910,000	16,930,924,000	201,702,000	203,857,000	1
7	**CalFed, Inc., Los Angeles (N,e)** California Federal Savings & Loan Assn., Los Angeles	19,004,600,000	17,698,588,000	6		13,135,000,000	14,283,599,000	134,700,000	119,300,000	2
8	**GlenFed, Inc., Glendale, Calif. (N,†)** Glendale Federal Savings & Loan Assn.	16,387,444,000	....	...		11,660,817,000	....	572,000	75,862,000	1
9	**Golden West Financial Corp., Oakland, Calif. (N)** World Savings & Loan Assn., Oakland	12,129,556,000	10,619,724,000	8		7,598,792,000	7,461,163,000	160,041,000	159,375,000	1
10	**Household International, Inc., Prospect Heights, Ill. (D)** Household Bank FSB, Westminster, Calif.	11,928,500,000	10,041,000,000	9		1,376,000,000	587,300,000	167,900,000	9,900,000	1
11	**Gibraltar Financial Corp., Beverly Hills (N,f)** Gibraltar Savings, FS&LA, Beverly Hills	9,862,209,000	9,272,722,000	11		6,400,521,000	6,528,373,000	38,853,000	41,497,000	2
12	**First Texas Financial Corp., Dallas (N,g)** Gibraltar Savings Assn., Houston	8,276,354,000	7,210,445,000	15	+ 3	5,619,070,000	5,552,594,000	61,834,000	61,834,000	2
13	**CityFed Financial Corp., Bedminster, N.J. (N,h)** City Federal Savings Bank, Elizabeth, N.J.	8,234,216,000	7,594,563,000	14	+ 1	6,280,536,000	6,165,801,000	62,110,000	60,412,000	1
14	**Imperial Corp. of America, San Diego, Calif. (N,i)** Imperial Savings Assn., San Diego	8,046,970,000	8,464,977,000	12		6,075,229,000	5,726,084,000	(16,450,000)	N.A.	2
15	**American Financial Corp., Cincinnati (D)** Hunter Savings Assn., Cincinnati	7,100,000,000	5,101,635,000	16	+ 1	707,000,000	455,916,000	(23,100,000)	7,906,000	1
16	**United Financial Group, Inc., Houston (N,j)** United Savings Assn., Houston	4,989,028,000	3,633,138,000	19	+ 3	2,826,636,000	2,285,522,000	(3,148,000)	1,205,000	1
17	**Homestead Financial Corp., Burlingame, Calif. (N)** Homestead Savings, FS&LA, San Francisco	4,692,446,000	3,038,143,000	22	+ 5	2,348,822,000	2,228,524,000	15,093,000	14,291,000	1
18	**Gulf & Western Inc., New York (D,k)** Associates Fed. Savings & Loan Assn., San Ramon, Calif.	4,524,400,000	4,148,600,000	13		19,566,000	11,468,000	129,600,000	N.A.	1
19	**People's Bank, Bridgeport, Conn. (N)** Guardian Federal Savings & Loan Assn., Bridgeport	4,231,883,000	3,963,862,000	18		3,846,908,000	3,445,254,000	33,145,000	....	1
20	**American Continental Corp., Phoenix, Ariz. (N)** Lincoln Savings & Loan Assn., Irvine, Calif.	4,114,907,000	3,301,916,000	20		2,406,958,000	1,679,651,000	42,542,000	79,850,000	1
21	**Old Stone Corp., Providence, R.I. (N,l)** Old Stone Bank FSB, Providence	3,704,633,000	2,625,081,000	27	+ 6	2,611,215,000	2,127,608,000	21,883,000	19,623,000	3
22	**Pacific First Financial Corp., Tacoma, Wash. (N)** Pacific First Federal Savings Bank, Tacoma	3,359,893,000	....	...		1,886,036,000	....	(6,726,000)	(6,797,000)	1
23	**American Capital Corp., Miami (N,m)** Transohio Savings Bank, FSB, Cleveland	3,289,461,000	2,823,068,000	26	+ 3	2,520,068,000	2,245,755,000	6,991,000	13,085,000	1
24	**Citadel Holding Corp., Glendale, Calif. (N)** Fidelity Federal Savings & Loan Assn., Glendale	3,139,993,000	2,844,579,000	24		2,186,902,000	1,926,143,000	26,044,000	N.A.	1
25	**Financial Corp. of Santa Barbara, Calif. (N)** Santa Barbara Savings & Loan Assn.	3,133,211,000	2,912,329,000	23		2,058,690,000	2,094,538,000	3,085,000	2,730,000	1
26	**Western Capital Investment Corp., Denver (N)** Bank Western Federal Savings Bank, Denver	3,029,419,000	3,117,671,000	21		2,338,458,000	2,320,717,000	17,684,000	24,716,000	1
27	**Southmark Holding Co., Bellaire, Tex. (N,n)** San Jacinto Savings Assn., Houston	2,894,751,000	2,064,244,294	31	+ 4	1,839,564,000	1,127,146,826	24,437,000	25,605,000	1
28	**Commercial Federal Corp., Omaha, Neb. (N)** Commercial Federal Savings & Loan Assn. Omaha	2,874,891,000	2,498,884,000	29	+ 1	1,542,177,000	1,312,940,000	12,802,000	3,480,000	1
29	**Guarantee Financial Corp. of California, Fresno (N)** Guarantee Savings, FS&LA, Fresno	2,860,229,000	2,843,300,000	25		1,960,434,000	1,918,828,000	14,131,000	15,209,000	1
30	**First Columbia Financial Corp., Denver (N,o)** Columbia Savings, FS&LA, Denver	2,444,381,000	2,499,042,000	28		1,795,826,000	1,893,175,000	(5,806,000)	(4,697,000)	1
31	**Far West Financial Corp., Newport Beach, Calif. (N)** Far West Savings & Loan Assn., Newport Beach	2,425,985,000	2,050,255,000	32	+ 1	1,731,537,000	1,342,157,000	16,054,000	16,002,000	1
32	**Heron Financial Corp., Tucson, Ariz. (N,p)** Pima Savings & Loan Assn., Tucson	2,326,905,000	1,793,597,000	36	+ 4	1,435,447,000	1,074,184,000	18,437,000	15,013,000	1
33	**Security Capital Corp., New York (N)** Benjamin Franklin Savings Assn., Houston	2,228,948,000	1,895,540,243	35	+ 2	1,523,059,000	1,477,091,460	4,272,000	7,469,000	1
34	**Broadview Financial Corp., Cleveland (N)** Broadview Savings & Loan Co., Cleveland	2,101,388,000	2,088,284,000	30		1,673,798,000	1,591,730,000	(28,546,000)	(24,240,000)	1
35	**Fortune Financial Group, Inc., Clearwater, Fla. (D)** Fortune Federal Savings & Loan Assn., Clearwater	2,038,535,000	2,041,361,000	33		1,314,956,000	1,274,015,000	9,841,000	9,759,701	1
36	**Citizens Savings Financial Corp., Miami (N)** Citizens Federal Savings & Loan Assn., Miami	2,009,407,727	1,906,676,000	34		1,363,983,406	1,314,568,000	6,772,720	7,869,063	1
37	**AmeriWest Financial Corp., Albuquerque, N.M. (N)** Albuquerque Federal Savings & Loan Assn.	1,933,438,000	1,411,028,000	41	+ 4	1,253,717,000	1,095,213,921	(866,762)	6,275,000	1
38	**Citizens Financial Group, Inc., Providence, R.I. (N,q)** Citizens Savings Bank FSB, Providence	1,865,165,000	....	...		1,001,378,000	....	15,706,000	20,669,000	1
39	**First Financial Corp., Stevens Point, Wis. (N)** First Financial Savings Assn., Stevens Point	1,853,710,000	....	...		1,620,535,000	....	(12,586,000)	(12,620,000)	1
40	**Diamond Financial Holdings Inc., Toledo, Ohio (N,r)** Diamond Savings & Loan Co., Findlay	1,852,000,000	1,605,000,000	37		969,000,000	909,000,000	(1,899,000)	(119,000)	1
41	**Puget Sound Bancorp, Tacoma, Wash. (N,s)** Savings Bank of Puget Sound, Seattle	1,714,334,000	....	...		....	....	20,443,000	....	1
42	**Metropolitan Financial Corp., Fargo, N.D. (N,s,t)** Metropolitan Federal Bank FSB, Fargo	1,669,571,000	....	...		1,116,509,000	....	10,320,000	10,339,000	2
43	**Landmark Land Co., Inc., Carmel, Calif. (N,u)** Dixie Savings & Loan Assn., New Orleans, La.	1,653,272,000	1,219,000,000	42		926,525,000	815,000,000	15,294,000	N.A.	1
44	**Peoples Federal Bancshares, Inc., Salina, Kan. (N)** Peoples Heritage Federal Savings & Loan Assn., Salina	1,543,082,000	N.A.	...		926,525,000	N.A.	33,230,000	33,458,000	1
45	**Ohio Savings Financial Corp., Cleveland (N)** Ohio Savings Bank, Cleveland	1,440,531,639	1,498,214,895	39		1,299,389,335	1,316,611,125	10,592,348	11,839,752	1
46	**Buckeye Financial Corp., Columbus, Ohio (N)** Buckeye Federal Savings & Loan Assn., Columbus	1,294,062,000	1,196,248,000	43		950,574,000	906,602,000	(2,080,000)	(2,390,000)	1
47	**Nafco Financial Group, Inc., Naples, Fla. (N)** Naples Federal Savings & Loan Assn.	1,242,933,000	1,096,230,000	44		969,186,000	830,426,000	364,000	489,000	1
48	**Amoskeag Bank Shares, Inc., Manchester, N.H. (N,s)** Amoskeag Savings Bank, Manchester	1,237,255,000	921,061,821	47		619,136,975	527,086,220	13,829,000	10,597,909	1
49	**The One Bancorp, Portland, Me. (N,s)** Maine Savings Bank, Portland	1,100,242,000	963,762,000	46		924,544,000	840,586,000	11,845,000	10,072,000	1
50	**First Western Financial Corp., Las Vegas, Nev. (N)** First Western Savings Assn., Las Vegas	1,059,602,000	1,049,767,000	45		880,627,000	861,865,000	7,630,000	8,027,000	1

Thrift Holding Company is a company controlling an insured savings and loan or savings bank. Control is defined as owning, controlling, holding with power to vote, or having control of proxies representing more than 25% of the voting shares of an insured insitution. Direct control means that there is only one holding company in the organizational structure of the company. Indirect control means that the holding company at the apex of the organization controls the thrift institution through one or more other holding companies. **Total Assets** are consolidated assets for the parent company and all its subsidiaries, whenever possible. However, some holding companies do not report consolidated assets including their thrift subsidiaries. Some indirect holding companies, for example, have established financial services holding companies, which are the direct parent of the thrift subsidiary. In these cases, the assets for the financial services holding companies are used, whenever possible. **Thrift Deposits Controlled** are the total deposits of holding company's thrift subsidiary. For multiple thrift holding companies, coimbined total deposits for all of these subsidiaries are used, whenever possible. **Net Income:** income after taxes and loan loss provisions, but before extraordinary items is used. If a company has more than one thrift subsidiary, the combined net income for all of these institutions is used, whenever possible. **(a) — Types:** D—Diversified, N—Non-Diversified. **A diversified thrift holding company** is a unitary holding company whose subsidiary insured institution and related activities constitute less than 50% of its consolidated net worth. **A nondiversified thrift holding company** may be a unitary or multiple holding company. The operations of a nondiversified holding company are focused within the thrift industry and related activities. **(b)** — If a holding company owns more than one savings institution, as indicated in the last column, the name of the largest institution is reported below the name of the company. **(c)** — Also owns Citicorp Savings, FS& LA, San Francisco, and Citicorp Savings of Florida, FS& LA, Miami. **(d)** — Ford Motor Co. acquired First Nationwide Savings from National Intergroup, Inc., Pittsburgh, in August, 1985, for $493 million. **(e)** — Also owns California Thrift & Loan. **(f)** — Also owns Gibraltar Savings of Washington FA, Seattle. **(g)** — Also owns First Texas Savings Association, Dallas. FHLBB lists head office of the company as Wilmington, Del. **(h)** — FHLBB lists head office of the company as Palm Beach, Fla. **(i)** —Also owns American Savings Association of Kansas, Wichita. **(j)** — FHLBB lists top holding company as MCO Holdings Federated Development Co., Houston. **(k)** — Asset data are for fiscal year ending July 31 for the company and its significant majority-owned affiliates other than its finance subsidiary, Associates First Capital Corp. Associates First Capital Corp. is the immediate parent of its thrift. **(l)** — Also owns Old Stone Savings & Loan, High Point, N.C. and Old Stone Bank of Washington FSB. The FHLBB did not list Old Stone Savings & Loan, High Point, N.C., as a thrift controlled by Old Stone Corp. **(m)** — FHLBB lists top holding company as FGI Voting Trust, Miami. **(n)** — Net income figures are for the six months ended 12/31/85. Also, FHLBB lists top parent company as South Mark Corp., Dallas. **(o)** — FHLBB lists head office as Englewood. **(p)** — FHLBB lists top parent company as Heron International N.V., London. **(q)** — Company began operations 6/19/85. Net Income is from that date to yearend 1985. **(r)** — FHLBB lists top parent as Dana Corp., Toledo. **(s)** — Company was not on FHLBB list of active thrift holding companies. **(t)** — Also owns Metropolitan Federal Savings Bank of Moorhead. **(u)** — FHLBB lists top holding company as Landmark Subco, Inc., Wilmington, Del. **(†)** — Data are for the fiscal year ending 6/30/86. **( )** — Indicates a net loss. **(N.A.)** — Not available.

Seven New Thrift Companies Join Top 50 List

Continued from Page 1

utable primarily to the period of unprofitability in the industry during the early 1980s.

To obtain the needed capital, many thrifts converted from the mutual form of ownership to stock ownership. As part of this conversion, most of these thrifts formed holding companies.

These are some of the findings of the *American Banker's* annual survey of the 50 largest thrift holding companies published today. On Monday, a listing gleaned from various data sources of the Federal Home Loan Bank Board identified all active thrift holding companies in the nation.

Ford Motor Co. became a thrift holding company in August 1985, when it acquired the First Nationwide Bank FSB, San Francisco, from National Intergroup Inc., Pittsburgh, for $493 million. First Nationwide is the nation's eighth largest thrift, with $9.7 billion in deposits as of June 30, 1986.

The largest of the six newly formed holding companies to rank among the top 50 is GlenFed Inc., Glendale, Calif. GlenFed, which began operation on Dec. 31, 1985, is the parent of the nation's sixth largest thrift, the $11.7 billion-deposit Glendale Federal Savings & Loan Association. GlenFed ranked seventh among thrift holding companies, with $19 billion in assets at yearend 1985.

The other five new holding companies are: the 22d-ranked Pacific First Financial Corp., Tacoma, Wash., parent of the Pacific First Federal Savings Bank; the 38th-ranked Citizens Financial Group Inc., Providence, R.I., parent of the Citizens Savings Bank FSB, also Providence; the 39th-ranked First Financial Corp., Stevens Point, Wis., parent of the First Financial Savings Association, Stevens Point; the 41st-ranked Puget Sound Bancorp, Tacoma, Wash., parent of the Savings Bank of Puget Sound, Seattle; and the 42d-ranked Metropolitan Financial Corp., Fargo, N.D., parent of the Metropolitan Federal Bank FSB, Fargo.

Citicorp, New York, the nation's largest banking firm, is also the largest thrift holding company, with $173.6 billion in assets on Dec. 31. Last year, Citicorp owned three thrifts, with combined deposits of $8.4 billion at yearend.

The three thrifts it owned are: Citicorp Savings of Illinois, Chicago, which ranked 31st among the top thrifts at midyear 1986, with $3.7 billion in deposits; Citicorp Savings, San Francisco, which ranked 45th, with $3.2 billion in deposits; and Citicorp Savings of Florida, Miami, the nation's 91st largest thrift, with $1.9 billion in deposits.

A nondiversified thrift holding company is one whose business activities are focused within the thrift industry and related activities, according to Federal Home Loan Bank Board definitions.

Sears, Roebuck and Co., Chicago, is the largest diversified holding company and second largest thrift holding company overall, with $66.4 billion in assets. Sears owns the nation's 18th largest thrift, the $5.1 billion-deposit Sears Savings Bank, Glendale, Calif.

A diversified thrift holding company is a unitary holding company whose insured subsidiary thrift and related activities constitute less than 50% of its consolidated net worth.

Other Survey Results

- Assets of the top 50 thrift holding companies were $540.5 billion on Dec. 31, 1985, up 17.2% from $461 billion for the top 50 firms a year earlier.
- The top 50 firms controlled 59 thrifts with $190.1 billion in deposits on Dec. 31, 1985. A year earlier, the top 50 firms controlled 58 thrifts with $184 billion in deposits.
- The top 50 companies controlled 20.3% of the entire thrift industry's deposits of $938 billion at yearend 1985. This ratio was unchanged from 1984.
- The top 50 firms consisted of 44 nondiversified companies with combined assets of $416.9 billion and six diversified companies with combined assets of $123.6 billion. A year earlier, the top 50 firms had 45 nondiversified companies with assets of $378.1 billion and five diversified companies with assets of $82.9 billion.
- The largest gain in rank was posted by the Old Stone Corp., Providence, R.I. Its assets rose 41% to $3.7 billion at yearend 1985 from $2.6 billion, to move up six places in rank to 21st position.

In October 1984, the Old Stone Bank, a commercial bank, converted into a federal savings bank. Old Stone Bank FSB is the nation's 73d largest thrift, with $2.1 billion in deposits at midyear. ■

SeaFirst Unit to Return Capital

SEATTLE — SeaFirst International, Seattle-First National Bank's Edge Act operation, has been granted Federal Reserve Board permission to return $10 million of capital to the SeaFirst Corp., a SeaFirst spokeswoman said. About $4 million of capital remains in the Edge Act subsidiary, according to a Fed filing.

The Edge Act activities are centered in Portland, Ore., where SeaFirst also has a loan-production office. "A lot of the business done in Portland is actually booked in Seattle," the spokeswoman said, adding that the Edge Act unit was overcapitalized as a result.

Of the withdrawal of capital, she said: "It was more of a cash-management thing than anything else." ■

Strategic Dates

Jan. 1, 1987

FDIC DISCLOSURE RULE: The Federal Deposit Insurance Corp.'s new rule, which will disclose disciplinary actions taken against the 8,850 banks it regulates, takes effect starting today. The action, which had been originally set to take effect last July, has been bitterly opposed by the banking industry. Under the rule, whenever the FDIC enters a final enforcement action against a bank, the agency will make the information available to the public almost immediately.

Going places. Look for

EXECUTIVE CHANGES

a daily feature
in
American Banker

New Issue November 12, 1986

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SHORT TERM FLOATING RATE NOTES

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The interest rate of the Notes will be subject to weekly adjustment on the calendar day following each auction of 91-day Treasury bills, and will be equal to 30 basis points above the "91-Day Treasury Bill Rate" (expressed on a bond equivalent basis). Interest on the Notes is paid at maturity and accrues from November 13, 1986. The Notes are definitive securities and will be issued only in bearer form.

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Domestic Financing

For more details, contact the Fiscal Agency Department at 800-321-7179

Student Loan Marketing Association
1050 Thomas Jefferson Street, N.W., Washington, D.C. 20007

This announcement appears as a matter of record only

KBW

Pacwest Bancorp
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American Banker

AG LENDING REVIEW
— TABLES BEGIN ON PAGE 9

The Daily Financial Services N

VOL. CLI NO. 225 Friday, November 14, 1986 ear

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STATISTICAL [illegible] INDEX
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TODAY

BLOOMINGDALE'S is accepting MasterCard and Visa, and bank card executives are celebrating... 2

ALTHOUGH THE BIG BANKS managing the Mexican debt rescheduling are two weeks behind in lining up a "critical mass" of support for the $6 billion package, industry sources expressed optimism that the refinancing would eventually be approved... 2

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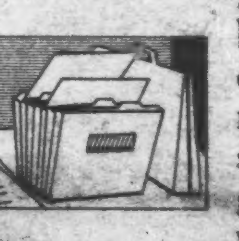
A FEDERAL JURY has found First United Fund, a New York money broker, liable to a Michigan credit union for negligence in two separate verdicts in a civil suit stemming from Penn Square Bank's failure... 3



REAL ESTATE MORTGAGE investment conduits can be expected to become the dominant vehicle in the secondary mortgage market, writes Thomas P. Vartanian and John F. Coverdale...4

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MASSACHUSETTS would open its doors to banks nationwide in 1988 under a bill proposed this week by Paul Bulman, the state banking commissioner... 8

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J. RICHARD FREDERICKS, a banking analyst and partner with the brokerage firm of Montgomery Securities, has been a key player in First Interstate Bancorp's attempts to acquire BankAmerica Corp... 32

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Quote

It was truly a back-of-the-envelope type of idea to begin with. We believe that any idea that has any merit can be explained fairly simply. The concept of combining the two companies is simple.

J. Richard Fredericks, a banking analyst and partner with the brokerage firm of Montgomery Securities, who is advising First Interstate Bancorp in its bid to buy BankAmerica Corp. [Page 32]

Unquote

MCorp Dips Into Euromarket with FDIC-Backed CDs

Other Oil Patch Banks Probably Could Do Same Kind of Deal

By JOHN J. DUFFY
London Bureau

LONDON — MCorp, the troubled Texas bank holding company, is breaking new ground by issuing the first certificates of deposit in the Euromarkets to carry the effective backing of the Federal Deposit Insurance Corp.

Raising Capital

The novel financing method is believed to be one that other banks in the U.S. Southwest could use to bolster their base of foreign deposits. Such deposits have been eroding over the past year because of worries overseas about the impact of falling oil prices on the banks' loan portfolios.

Clarke Speaks on Texas Acquisitions
Page 7

The financing "brings in a larger universe of depositors," said Ken Shaver, assistant Treasurer at MCorp. "People who had redlined Texas, and with good reason, are interested in the deal because they see the backing is really the U.S. government."

MCorp, the largest bank holding company in Texas, has been hit hard by the slump in the oil patch. The company lost $91 million in the first nine months of 1986 and recently voted to suspend common stock dividend payments.

The complex CD financing, which is being arranged by Credit Suisse First Boston, has been structured to help the bank maintain its financing links overseas in the face of such adverse news, said observers here.

The deal consists of 60 FDIC-in-

MCorp: Page 27 ➼

Commercial Banks Shrank Loans To Farm Sector in First Quarter

Top 100 Banks in Agricultural Lending

Summary Data: March 31, 1986 Versus March 31, 1985
(Dollar Amounts in Millions)

	3/31/86	3/31/85	% Chg.
Total Agricultural Loans	$9,375	$10,200	– 8.09
Agricultural Production Loans	7,781	8,864	–12.22
Gross Interest Income from Ag. Production Loans	191	251	–23.75
Chargeoffs on Agricultural Production Loans	71	47	+51.15
Bad Agricultural Loans	849	564	+50.32

Bad loans: At least 90 days past due, nonaccruals, and renegotiations.

By RICHARD RINGER
Midwest Bureau

CHICAGO — Flush with money to lend, the commercial banks that provide a large amount of the total financing to agriculture face a dilemma.

In the first quarter of 1986 their agricultural loan total fell by more than $1 billion from the same period a year earlier, according to data compiled by the *American Banker.*

The continued heavy cutbacks in agricultural lending can do little to help the financial condition of many of the more than 4,800 commercial banks that finance agriculture. During the first quarter of the year, their bad farm loans and chargeoffs soared while net income from agricultural loans plummeted, according to the survey results. The first quarter of each year is crucial for lenders and farmers, who typically seek the lending commitments for another year of business before spring planting.

Despite tightening the clamp on agricultural lending, another bumper crop is being harvested this fall. This comes on top of record crop harvests the previous three years — years when agricultural banks also slashed their total amount of farm lending.

The implications are grim. Another huge harvest means a continuation of depressed commodity prices. Farmers' income would be reduced, making it more difficult for them to make full repayment of their debts.

"We are forecasting low grain prices in 1987, and lower in 1988 and a slight rise in 1989, '90, and '91," James Cole, a senior commodity analyst with the U.S. Department of Agriculture recently told a group of bankers in Nebraska, one of the states hit hardest by the most severe agricultural depression in 50 years. Some farm banks can't wait for even a modest upturn in commodity prices. Already teetering on the edge of insolvency, some of these banks will fail before commodity prices rise, adding to an already long list of closed farm banks.

Hawkeye Misses Debt Deadline
Page 8

The Federal Deposit Insurance Corp. had 1,156 banks on its problem bank list when the new borrowing season began in March. More than 460, about 40%, were agricultural banks. The list includes banks that have varying degrees of financial and management problems that warrant closer supervision.

So far this year, 55 of the 123 banks that have failed were farm banks, or an average of more than one failed farm bank each week. Some of the banks on

Agriculture: Page 11 ➼

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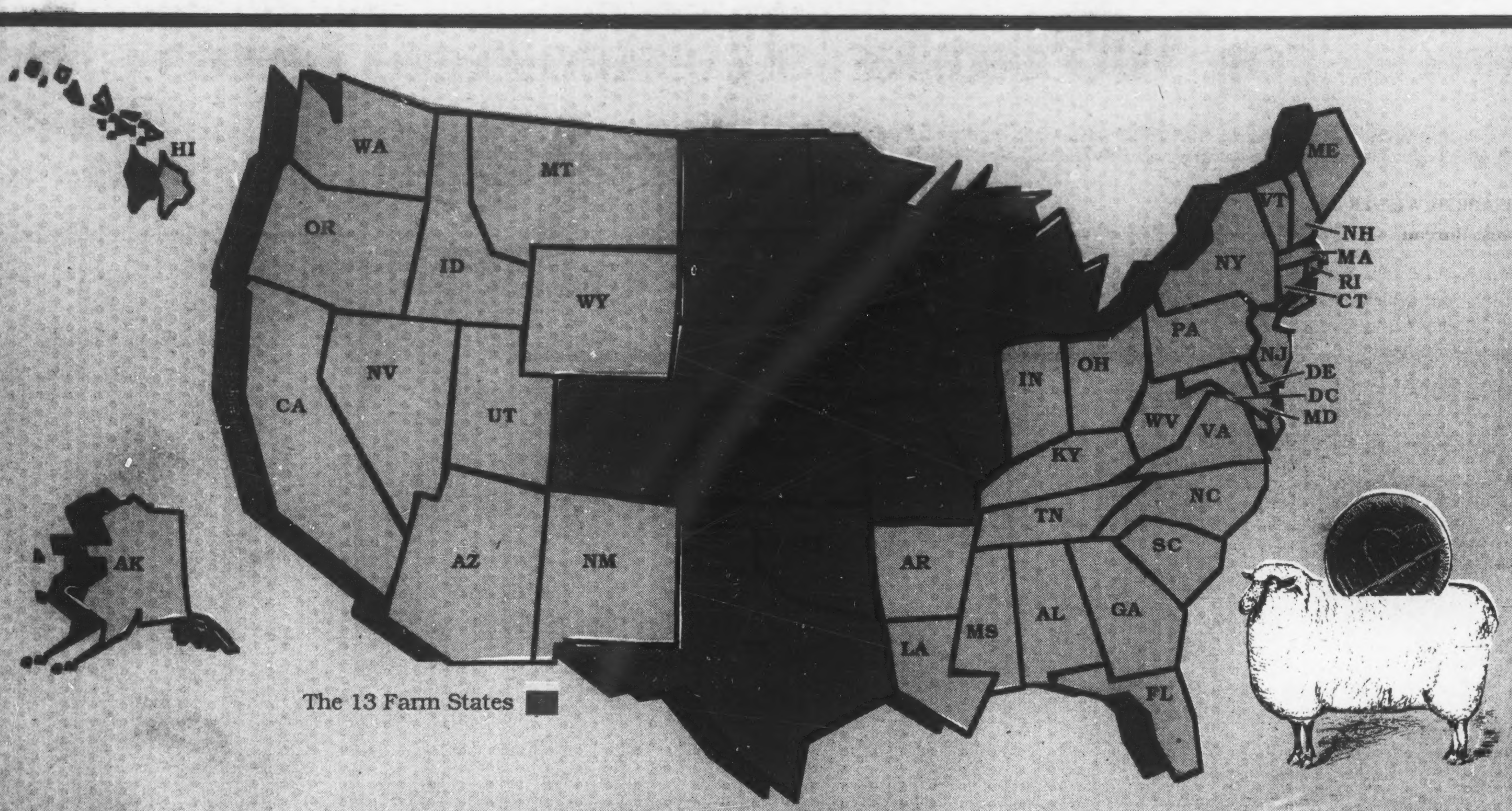
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The 13 Farm States ■

American Banker

Annual Survey of the Top Banks in Agricultural Lending

The Holders of the Nation's Farm Debt

As of December 31, 1985

Compiled by American Banker Copyright 1986

	Real Estate Debt			Non-Real Estate Debt			Total Farm Debt		
	Total ($ Bil.)	% of Total	% Chg. From 1984	Total ($ Bil.)	% of Total	% Chg. From 1984	Total ($ Bil.)	% of Total	% Chg. From 1984
Farm Credit System (a)	44.6	(42.2%)	- 9	14.6	(14.7%)	-22	59.2	(28.8%)	-13
Banks	11.4	(10.8%)	+12	35.5	(35.6%)	-10	46.9	(22.9%)	- 6
Individuals and others	27.2	(25.8%)	- 9	15.4	(15.5%)	-15	42.6	(20.8%)	-11
Farmers Home Administration	10.6	(10.0%)	+ 4	16.8	(16.9%)	+ 7	27.3	(13.3%)	+ 6
Commodity Credit Corp.	0	(0.0%)	0	17.3	(17.3%)	+99	17.3	(8.4%)	+99
Life Insurance Companies	11.8	(11.2%)	- 5	0	(0.0%)	0	11.8	(5.8%)	- 5
TOTAL	105.6	(100%)	- 6	99.6	(100%)	- 1	205.2	(100%)	- 3

(a)— The Farm Credit System consists of Federal Land Banks, Federal Intermediate Credit Banks, and Production credit associations.
Source of Data: Federal Reserve Bulletin, page 448, July 1986.

Top 100 Banks in Agricultural Loans

Based on Total Domestic Agricultural Loans Outstanding March 31, 1986, Compared with March 31, 1985

From the Universe of All Insured Commercial Banks

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

		Total Agricultural Loans			Loans to Finance Agricultural Production			Total Loans		
		3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.
1	Bank of America NT&SA, San Francisco	1,406,000	1,915,000	-26.58	1,051,000	1,491,000	-29.51	46,695,000	46,430,000	0.57
2	Wells Fargo Bank NA, San Francisco	650,235	677,629	-4.04	525,680	584,791	-10.11	18,184,844	16,891,095	7.66
3	Security Pacific National Bank, Los Angeles	595,448	631,862	-5.76	581,556	615,159	-5.46	24,132,726	23,466,991	2.84
4	Valley National Bank of Arizona, Phoenix	347,149	299,226	16.02	303,362	292,013	3.89	6,512,450	5,736,732	13.52
5	Rainier National Bank, Seattle	292,037	250,501	16.58	277,993	237,544	17.03	4,653,742	4,384,352	6.14
6	Crocker National Bank, San Francisco	235,638	377,613	-37.60	231,728	373,523	-37.96	11,665,825	11,826,865	-1.36
7	Idaho First National Bank, Boise	212,000	218,828	-3.12	208,463	215,249	-3.15	1,494,440	1,656,662	-9.79
8	Seattle-First National Bank	188,577	159,546	18.20	169,313	133,042	27.26	7,262,488	6,425,655	13.02
9	United States National Bank, Portland	172,187	142,449	20.88	162,831	134,238	21.30	4,697,858	4,424,122	6.19
10	Norwest Bank South Dakota NA, Sioux Falls	171,351	234,271	-26.86	153,626	225,334	-31.82	857,800	927,020	-7.47
11	First Bank South Dakota NA, Sioux Falls	166,142	242,507	-31.49	162,258	236,944	-31.52	808,199	931,422	-13.23
12	First Interstate Bank of California, Los Angeles	158,030	202,177	-21.84	156,302	200,026	-21.86	12,090,389	11,276,859	7.21
13	Chemical Bank, New York	143,252	188,092	-23.84	142,225	187,062	-23.97	22,873,166	20,613,048	10.96
14	First National Bank, Amarillo, Tex.	142,886	170,832	-16.36	133,217	160,213	-16.85	619,887	670,204	-7.51
15	Lloyds Bank California, Los Angeles	138,073	86,787	59.09	135,175	82,052	64.74	1,986,116	1,822,046	9.00
16	Peoples National Bank of Washington, Seattle	132,697	96,708	37.21	125,720	91,227	37.81	1,577,626	1,454,676	8.45
17	First National Bank & Trust Co., Oklahoma City	126,597	172,777	-26.73	126,247	172,098	-26.64	1,013,186	1,451,961	-30.22
18	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	123,810	82,443	50.18	123,810	82,443	50.18	2,322,926	2,103,877	10.41
19	United Bank of Denver NA	122,318	29,460	315.20	27,890	17,523	59.16	1,385,152	1,434,061	-3.41
20	First Interstate Bank Arizona NA, Phoenix	120,128	123,065	-2.39	120,128	123,065	-2.39	4,290,697	3,619,704	18.54
21	Norwest Bank Nebraska NA, Omaha	96,646	151,099	-36.04	90,599	145,870	-37.89	838,631	930,353	-9.86
22	InterFirst Bank Dallas NA	88,685	35,130	152.45	45,126	24,944	80.91	5,485,164	6,147,913	-10.78
23	Texas American Bank Fort Worth NA	88,376	79,796	10.75	82,801	77,411	6.96	2,066,302	1,897,300	8.91
24	First Security Bank Idaho NA, Boise	87,959	91,280	-3.64	80,539	88,061	-8.54	1,255,285	1,173,836	6.94
25	Old National Bank of Washington, Spokane	82,569	83,612	-1.25	50,230	42,033	19.50	1,188,242	1,002,451	18.53
26	FirsTier Bank NA, Omaha, Neb.	81,769	105,665	-22.61	78,942	103,981	-24.08	679,678	675,360	0.64
27	Wachovia Bank & Trust Co., Winston-Salem, N.C.	81,320	76,855	5.81	38,907	54,054	-28.02	5,757,221	4,889,604	17.74
28	First Interstate Bank-Oregon, Portland	81,199	81,861	-0.81	81,099	81,403	-0.37	3,297,948	3,236,183	1.91
29	Citibank NA, New York	76,000	158,000	-51.90	76,000	158,000	-51.90	32,153,000	27,819,000	15.58
30	Branch Banking & Trust Co., Wilson, N.C.	73,730	78,006	-5.48	31,031	36,618	-15.26	1,795,900	1,598,604	12.34
31	NCNB National Bank of North Carolina, Charlotte	73,109	67,339	8.57	55,623	60,753	-8.44	7,524,180	5,702,290	31.95
32	Valley Bank Idaho Falls, Idaho	72,343	65,561	10.34	70,731	64,604	9.48	178,352	158,830	12.29
33	Dominion Bank Shenandoah Valley NA, Bridgewater, Va.	71,283	61,711	15.51	48,224	43,639	10.51	367,882	322,796	13.97
34	American Bank & Trust Co., Reading, Pa.	69,548	71,568	-2.82	46,159	44,730	3.19	2,368,675	2,008,821	17.91
35	NCNB National Bank of Florida, Tampa	61,390	62,587	-1.91	19,170	18,644	2.82	3,524,380	2,980,371	18.25
36	First Security Bank of Utah NA, Ogden	57,433	49,916	15.06	45,027	38,316	17.51	1,870,308	1,636,845	14.26
37	Colorado National Bank of Denver	57,194	64,089	-10.76	39,119	48,699	-19.67	718,529	899,987	-20.16
38	First National Bank of Holdrege, Neb.	56,824	54,789	3.71	52,336	52,263	0.14	75,744	74,757	1.32
39	First Victoria National Bank, Tex.	54,763	64,760	-15.44	53,006	59,714	-11.23	209,308	233,449	-10.34
40	Hamilton Bank, Lancaster, Pa.	53,721	60,135	-10.67	18,159	26,520	-31.53	1,876,900	1,547,366	21.30
41	Monticello State Bank, Iowa	51,459	50,479	1.94	47,946	48,748	-1.65	67,118	66,800	0.48
42	Deposit Guaranty National Bank, Jackson, Miss.	50,241	44,125	13.86	20,290	16,413	23.62	1,685,890	1,489,230	13.21
43	Amarillo National Bank, Tex.	50,028	40,275	24.22	48,905	39,577	23.57	431,770	410,961	5.06
44	First Union National Bank, Charlotte, N.C.	49,873	59,330	-15.94	35,562	42,801	-16.91	6,760,467	5,984,864	12.96
45	Sun Bank of Ocala, Fla.	49,457	44,187	11.93	32,275	29,330	10.04	194,260	184,262	5.43
46	First National Bank of Great Falls, Mont.	48,326	17,193	181.08	44,971	11,928	277.02	174,531	135,861	28.46
47	Bankwest NA, Pierre, S.D.	48,309	46,196	4.57	48,215	46,077	4.64	89,604	87,793	2.06
48	Sovran Bank NA, Richmond	48,062	54,190	-11.31	32,830	33,849	-3.01	6,928,255	5,698,659	21.58
49	Norstar Bank of Upstate NY, Albany	46,690	52,336	-10.79	36,797	42,324	-13.06	1,336,038	1,157,196	15.45
50	Guardian State Bank & Trust Co., Alliance, Neb.	45,634	39,653	15.08	43,203	38,049	13.55	62,527	55,367	12.93
51	Morgan Guaranty Trust Co. of New York	45,492	45,004	1.08	45,492	45,004	1.08	12,660,025	11,012,731	14.96
52	First Security National Bank & Trust Co., Lexington, Ky.	44,941	116,119	-61.30	1,727	111,643	-98.45	711,178	540,553	31.56
53	Bank of Stockton, Calif.	44,749	56,299	-20.52	26,746	43,778	-38.91	317,741	310,821	2.23
54	First Interstate Bank Washington NA, Spokane	44,503	39,745	11.97	42,761	38,754	10.34	1,989,294	1,882,631	5.67
55	Adams Bank & Trust Co., Ogallala, Neb.	42,980	43,016	-0.08	39,000	41,633	-6.32	76,432	77,102	-0.87
56	Continental Illinois National Bank & Trust Co, Chicago	42,412	60,113	-29.45	40,612	60,113	-32.44	12,838,475	14,970,703	-14.24
57	Key Bank NA, Albany, N.Y.	41,431	32,244	28.49	38,632	30,805	25.41	1,164,815	988,681	17.82
58	Citizens & Southern National Bank, Atlanta	41,304	37,595	9.87	14,632	13,776	6.21	6,076,399	5,149,250	18.01
59	Grenada Bank, Miss.	41,265	44,129	-6.49	33,833	36,629	-7.63	481,486	423,894	13.59
60	RepublicBank Dallas NA	40,956	36,516	12.16	32,882	36,516	-9.95	9,314,205	8,340,210	11.68
61	Bank of Hawaii, Honolulu	39,664	38,017	4.33	20,445	21,944	-6.83	2,056,916	1,829,212	12.45
62	Lebanon Valley National Bank, Lebanon, Pa.	39,584	31,800	24.48	36,562	29,131	25.51	225,515	183,888	22.64
63	First Interstate Bank Idaho NA, Boise	39,442	46,774	-15.68	39,003	46,298	-15.76	542,368	547,441	-0.93
64	MBank Dallas NA	39,441	28,062	40.55	17,030	16,053	6.09	5,371,753	4,753,044	13.02
65	Marine Midland Bank NA, Buffalo, N.Y.	38,874	41,147	-5.52	38,318	39,202	-2.25	11,316,749	9,930,985	13.95
66	FirsTier Bank NA, Lincoln, Neb.	38,728	60,267	-35.74	31,498	54,619	-42.33	477,663	478,920	-0.26
67	Bank of California NA, San Francisco	38,153	43,505	-12.30	37,105	42,167	-12.00	1,960,384	1,754,507	11.73
68	LaMesa National Bank, Tex.	37,957	31,080	22.13	34,097	30,302	12.52	50,839	46,463	9.42
69	First National Bank & Trust Co., Columbus, Neb.	37,053	41,235	-10.14	28,175	33,558	-16.04	88,437	96,013	-7.89
70	First National Bank of Hereford, Tex.	36,930	31,373	17.71	35,413	31,021	14.16	62,234	54,830	13.50
71	Southeast Bank NA, Miami	36,908	27,005	36.67	29,015	19,572	48.25	6,397,151	5,857,226	9.22
72	Newcentury Bank-Frankenmuth, Mich.	35,837	47,743	-24.94	32,059	43,476	-26.26	178,078	23,671	652.30
73	Key Bank of Northern New York, Watertown	34,957	31,157	12.20	32,259	28,399	13.59	324,386	290,772	11.56
74	First National Bank of Tulia, Tex.	34,434	28,378	21.34	34,424	28,262	21.80	51,672	46,806	10.40
75	United Carolina Bank, Whiteville, N.C.	34,104	35,587	-4.17	13,028	16,295	-20.05	1,038,007	922,066	12.57
76	Citizens Bank & Trust Co., Belzoni, Miss.	33,506	36,364	-7.86	14,218	30,699	-53.69	73,500	78,155	-5.96
77	First National Bank of Atlanta	33,216	32,305	2.82	16,046	22,651	-29.16	4,212,683	3,851,223	9.39
78	Idaho Bank & Trust Co., Pocatello	33,046	26,589	24.28	32,994	26,316	25.38	303,262	285,493	6.22
79	First National Bank of York, Neb.	32,797	36,441	-10.00	27,305	33,049	-17.38	63,375	67,300	-5.83
80	McAllen State Bank, Tex.	32,608	24,809	31.44	16,414	13,109	25.21	512,616	482,554	6.23
81	Citizens First National Bank of Princeton, Ill.	32,604	36,595	-10.91	25,722	32,598	-21.09	98,346	104,014	-5.45
82	Manufacturers Hanover Trust Co., New York	32,587	32,249	1.05	32,587	32,249	1.05	24,599,330	23,287,232	5.63
83	Farmers National Bank, Webster City, Iowa	32,571	34,880	-6.62	26,719	31,939	-16.34	51,519	51,643	-0.24
84	First Alabama Bank, Montgomery	32,249	33,810	-4.62	21,252	24,854	-14.49	1,831,098	1,619,460	13.07
85	Comerica Bank - Detroit	32,100	20,710	55.00	28,332	17,109	65.60	4,578,608	4,262,263	7.42
86	Commonwealth National Bank, Harrisburg, Pa.	31,925	44,177	-27.73	15,508	22,409	-30.80	809,912	763,457	6.08
87	Farmers & Merchants State Bank, Archbold, Ohio	31,919	29,854	6.92	26,113	26,398	-1.08	97,048	88,029	10.25
88	First Bank & Trust Co. of Idaho, Malad City	31,766	33,954	-6.44	29,546	28,132	5.03	44,691	52,536	-14.93
89	Sunwest Bank of Clovis NA, N.M.	31,339	28,120	11.45	30,455	27,038	12.64	84,209	69,354	21.42
90	United Bank of Arizona, Phoenix	31,052	20,897	48.60	17,344	11,359	52.69	1,460,644	1,141,100	28.00
91	Gering National Bank & Trust Co., Neb.	30,594	40,101	-23.71	29,704	39,118	-24.07	56,331	68,933	-18.28
92	Trustmark National Bank, Jackson, Miss.	30,488	34,982	-12.85	18,337	20,388	-10.06	1,246,253	1,027,051	21.34
93	First National Bank of Shreveport, La.	30,411	34,483	-11.81	21,337	18,873	13.06	637,446	565,476	12.73
94	Ida County State Bank, Ida Grove, Iowa	30,180	34,918	-13.57	23,520	33,572	-29.94	42,567	49,154	-13.40
95	First National Bank at Lubbock, Tex.	29,965	39,044	-23.25	29,181	37,871	-22.95	361,213	329,395	9.66
96	First Tennessee Bank NA Memphis	29,778	34,634	-14.02	12,374	16,540	-25.19	2,907,189	2,687,821	8.16
97	First Interstate Bank Billings, Mont.	29,744	33,456	-11.10	24,247	33,378	-27.36	205,051	210,795	-2.72
98	Twin Falls Bank & Trust Co., Idaho	29,357	29,247	0.38	28,242	28,018	0.80	84,605	82,282	2.82
99	Huntington National Bank, Columbus, Ohio	29,230	32,805	-10.90	27,526	26,065	5.61	4,305,966	3,707,953	16.13
100	MBank Corpus Christi NA, Tex.	29,172	27,486	6.13	18,658	17,761	5.05	439,746	419,104	4.93
	TOTALS FOR TOP 100	9,374,798	10,200,316	-8.09	7,780,775	8,864,342	-12.22	390,966,016	363,831,658	7.46

Data Source: The federal regulatory report of condition for all insured commercial banks. These data were provided to American Banker by **ADP's Data Services Division, New York.** Please note that ADP adjusts 1985 data for mergers ocurring in 1986. **Total Agricultural Loans** are the sum of loans secured by farmland (Schedule RC-C, item 1.b., Column B—Domestic Offices) plus loans to finance agricultural production and other loans to farmers (Schedule RC-C, item 3, Column A—Consolidated Bank). **Loans secured by farmland** include loans secured by farmland and improvements thereon, as evidenced by mortgages or other liens. **Loans to finance agricultural production and other loans to farmers** are loans for the purpose of financing agricultural production. Included are both secured (by other than real estate) and unsecured loans made to farm and ranch owners and operators (including tenants) or to nonfarmers. **Total Loans** are total loans and leases net of unearned income that are booked in a bank's domestic offices only. (Schedule RC-C, item 12, Column B).

Lending to Agriculture Declines, but Losses Keep Mounting

→ Continued from Page 1

the *American Banker* list have failed since publishing their first-quarter results. The largest to fail was the First National Bank and Trust Company of Oklahoma City, the country's 17th largest commercial bank in total agricultural lending at the end of March. Like many other commercial bank lenders to agriculture, First National, which was closed in July, had reduced its total farm loans at the end of the first quarter to $126.5 million, a 26.73% decline from $172.7 million during the comparable period in 1985.

At the same time, First National's net interest income from farm loans plunged to $2.7 million, a 50.7% decline from $5.5 million at the end of the first quarter of 1985. And First National had a net chargeoff on agricultural loans of slightly more than $1 million, a 1,703% reversal from $65,000 in recoveries on farm loan writeoffs in the first quarter last year.

The problem agricultural loans, coupled with losses on energy and real estate loans, led to the demise of the $1.6 billion-asset First National, making it the second largest commercial bank failure in U.S. history.

Bank of America Cuts Loans

Bank of America, the largest commercial bank in terms of outstanding agricultural loans, reduced its agricultural loan portfolio by more than 25% during the first quarter to $1.4 billion from $1.9 billion in the same period last year. But farm loan chargeoffs soared 114% to $15 million in the quarter from $7 million in the first quarter of 1985. And net interest income on agricultural loans dropped 40% in the quarter to $24 million from $40 million the same time last year.

Analysts say Bank of America's hefty but deteriorating agricultural loan portfolio has contributed to the company's poor earnings in recent years, a condition making the bank vulnerable to the takeover effort of First Interstate Bancorp.

Bank of America and the other banks that comprised the top 100 farm banks in terms of loans reduced their farm lending to $9.3 billion in the first quarter, an 8.09% decline from $10.2 billion in the comparable period in 1985, according to the *American Banker*. Among those banks with 25% or more of their loans related to agriculture — those that are commonly described as agricultural banks — total farm lending declined to $787.9 million, a 3.03% decline from $812.5 million in the first quarter last year.

Of the top 100 commercial bank lenders to agriculture, 54 committed less to financing agriculture in the first quarter of 1986 compared with last year's first quarter. Among banks with a loan portfolio consisting of 25% or more in agricultural loans, 57 of the top 100 had lower farm-related loans compared with the same time last year.

Even steeper declines were posted by agricultural banks in the category of loans to finance production, which is a subset of the aggregate agricultural loan category. The top 100 banks with the highest dollar volume in agriculture loans reduced loans to finance agriculture to $7.7 billion in the first quarter, a 12.22% decline from $8.8 billion at the end of last year's first quarter.

Of the top 100 banks in total farm loan volume, 55 reduced their level of agricultural production loans in this year's first quarter compared with the same time a year ago.

And among banks with 25% or more of their loan portfolio tied to agriculture, the decline in loans to finance agricultural production was 6.25% to $718 million from $766 million in the first three months of 1985. And 67 of the top 100 banks in this category reduced their lending to finance agricultural production.

The decline in total dollars for agricultural lending during this year's first quarter continued the trend of reduced farm financing by commercial banks that began in 1983. Ironically, the continuing cutbacks in farm lending come at a time when many of these farm banks are flush with cash and desperately seeking to make loans.

Loan-to-Deposit Ratios Down

A survey of 530 agricultural banks in the heavily agricultural Seventh Federal Reserve District — an area that includes Iowa, the southern two-thirds of Wisconsin, the northern two-thirds of Illinois and Indiana, and all of lower Michigan — early this year showed that three-fourths of the survey respondents indicated that the ratio of loans to deposits at their banks was below the preferred level. Likewise, earlier this year in another agricultural region, the Tenth Federal Reserve District — Nebraska, Kansas, Oklahoma, western Missouri, Colorado, Wyoming, and northern New Mexico — a survey by the Federal Reserve Bank of Kansas City indicated that the average loan-to-deposit ratio for agricultural banks dropped to 52.5%, the lowest level in the 10 years that the survey has been conducted.

There are numerous reasons for the decline in agricultural lending, according to bankers, researchers, and analysts. For starters, there are fewer farmers in business. The farm crisis already has weeded out the least profitable, most highly leveraged, and most marginal farm operators. Some estimates are that two of every 10 farmers last year either voluntarily quit farming or were forced out of business.

Some farmers, particularly those who are more financially stable, also paid off their debts, helping to reduce the amount of farm loans outstanding. Other farmers also used borrowings from other sources, including the Commodity Credit Corp. and other federal agencies, to repay debts at commercial banks.

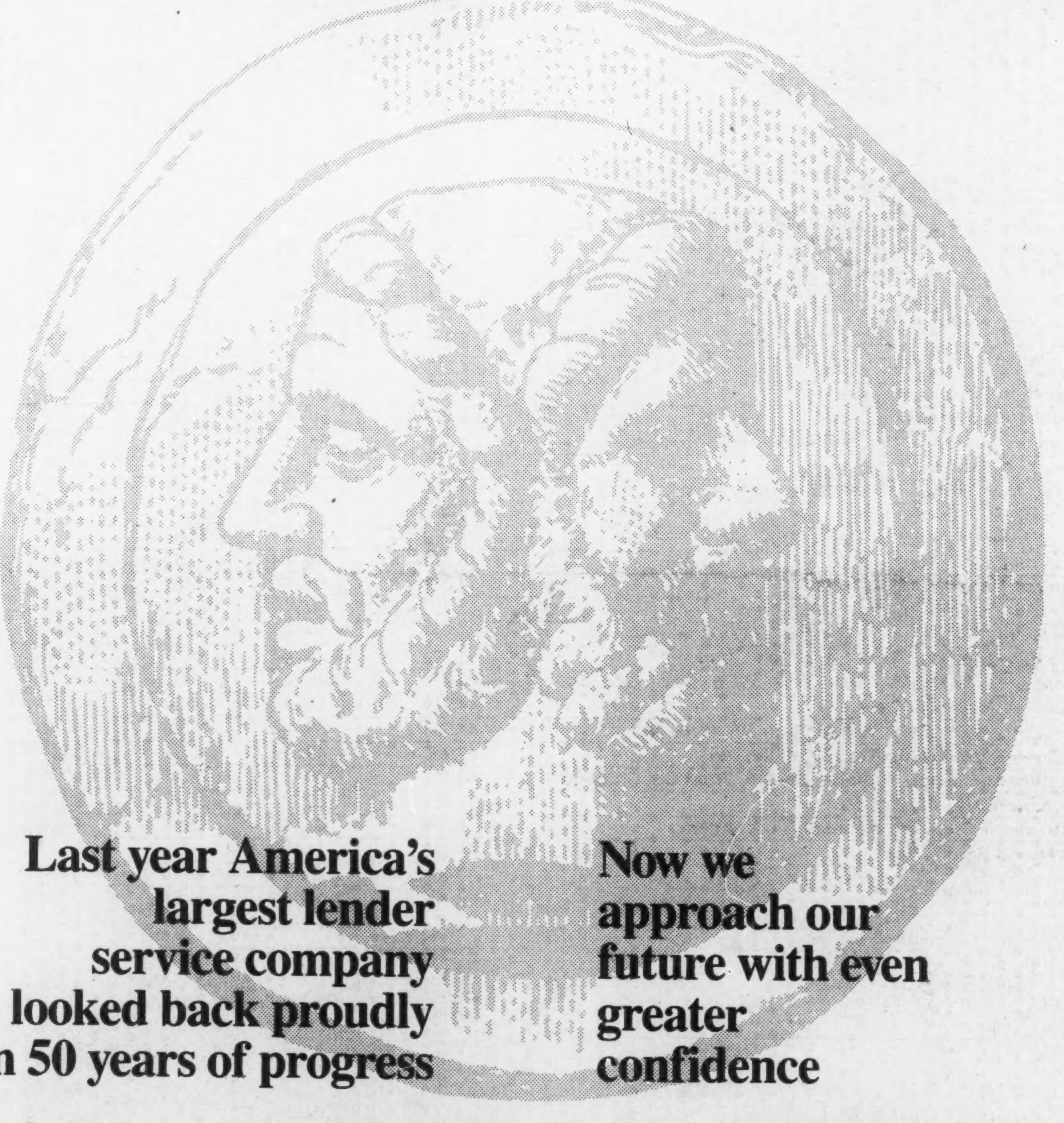
Farmers also have undergone what Neil Harl, an agricultural economist at Iowa State University, terms a "fundamental change in the attitude toward risk."

Mr. Harl said today's farmer is risk adverse when it comes to borrowing. "So many have been burned or have come closer to the heat" that many farmers are reluctant to take on the risk of borrowing, he said.

He predicted that it will take at least two generations of farmers to return to the level of risk-taking that farmers exhibited only a few years ago.

Bankers, too, are increasingly cautious in lending to those farmers who remain in business. The bankers prefer to finance only those farmers who exhibit an ability to turn a profit, as opposed to years earlier when the value of a farmer's assets was the criterion for

Agriculture: Page 15 →



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Top 100 Banks in Agricultural Loans

Income from Farm Loans, Total Interest Income, Chargeoffs on Farm Loans, and Chargeoffs on All Loans Based on Loans Outstanding March 31, 1986, Compared with March 31, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

		Interest Income from Farm Loans			Total Interest Income			Chargeoffs on Farm Loans			Chargeoffs on All Loans		
		3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.
1	**Bank of America NT&SA, San Francisco**	24,000	40,000	-40.00	2,434,000	2,611,000	-6.78	15,000	7,000	114.29	244,000	196,000	24.49
2	**Wells Fargo Bank NA, San Francisco**	13,333	18,217	-26.81	587,136	621,448	-5.52	4,569	2,091	118.51	49,379	48,418	1.98
3	**Security Pacific National Bank, Los Angeles**	12,768	15,392	-17.05	956,822	945,632	1.18	9,483	4,991	90.00	76,953	70,123	9.74
4	**Valley National Bank of Arizona, Phoenix**	7,393	8,173	-9.54	218,278	214,015	1.99	79	1,589	-95.03	14,782	6,849	115.83
5	**Rainier National Bank, Seattle**	6,948	6,423	8.17	163,024	159,360	2.30	222	-482	146.06	6,528	5,812	12.32
6	**Crocker National Bank, San Francisco**	4,674	9,365	-50.09	448,489	532,453	-15.77	1,790	11,535	-84.48	24,073	26,295	-8.45
7	**Idaho First National Bank, Boise**	5,826	6,712	-13.20	66,060	67,931	-2.75	3,379	97	3,383.51	7,596	6,124	24.04
8	**Seattle-First National Bank**	4,102	3,725	10.12	230,036	215,794	6.60	876	965	-9.22	10,219	23,215	-55.98
9	**United States National Bank, Portland**	4,235	4,067	4.13	162,749	153,215	6.22	N.A.	N.A.	....	9,905	4,569	116.79
10	**Norwest Bank South Dakota NA, Sioux Falls**	4,584	6,819	-32.78	35,148	37,464	-6.18	2,292	2,328	-1.55	3,793	3,527	7.54
11	**First Bank South Dakota NA, Sioux Falls**	3,789	7,497	-49.46	31,494	30,340	3.80	9,436	2,514	275.34	11,344	4,685	142.13
12	**First Interstate Bank of California, Los Angeles**	3,231	5,994	-46.10	461,020	480,785	-4.11	N.A.	N.A.	....	38,835	23,975	61.98
13	**Chemical Bank, New York**	3,604	3,940	-8.53	1,145,844	1,194,943	-4.11	N.A.	N.A.	....	59,895	29,727	101.48
14	**First National Bank, Amarillo, Tex.**	3,343	5,024	-33.46	18,430	22,932	-19.63	44	N.A.	....	2	86	-97.67
15	**Lloyds Bank California, Los Angeles**	1,098	2,198	-50.05	68,339	65,412	4.47	170	N.A.	....	2,990	5,003	-40.24
16	**Peoples National Bank of Washington, Seattle**	3,258	2,451	32.93	49,717	50,557	-1.66	961	177	442.94	7,556	1,016	643.70
17	**First National Bank & Trust Co., Oklahoma City**	2,720	5,524	-50.76	33,759	52,484	-35.68	1,042	-65	1,603.08	14,024	9,012	55.61
18	**Citizens Fidelity Bank & Trust Co., Louisville, Ky.**	3,158	2,080	51.83	77,616	73,606	5.45	N.A.	N.A.	....	2,138	1,119	91.06
19	**United Bank of Denver NA**	632	495	27.68	52,299	54,897	-4.73	N.A.	-2	....	4,516	1,708	164.40
20	**First Interstate Bank Arizona NA, Phoenix**	N.A.	N.A.	....	146,845	137,899	6.49	N.A.	N.A.	....	7,308	2,445	198.90
21	**Norwest Bank Nebraska NA, Omaha**	2,027	4,326	-53.14	30,511	36,521	-16.46	2,389	1,466	62.96	4,557	2,903	56.98
22	**InterFirst Bank Dallas NA**	1,102	450	144.89	209,540	228,647	-8.36	N.A.	N.A.	....	17,195	27,192	-36.76
23	**Texas American Bank Fort Worth NA**	1,767	1,914	-7.68	61,795	65,976	-6.34	2,200	-15	14,766.67	4,989	6,071	-17.82
24	**First Security Bank Idaho NA, Boise**	2,039	2,685	-24.06	42,110	43,695	-3.63	1,874	265	607.17	5,618	1,181	375.70
25	**Old National Bank of Washington, Spokane**	1,525	1,290	18.22	36,323	38,995	-6.85	882	366	140.98	2,380	1,491	59.62
26	**FirsTier Bank NA, Omaha, Neb.**	2,195	2,884	-23.89	24,400	23,169	5.31	1,590	-21	7,671.43	2,119	825	156.85
27	**Wachovia Bank & Trust Co., Winston-Salem, N.C.**	997	1,367	-27.07	200,374	191,723	4.51	355	N.A.	....	1,754	763	129.88
28	**First Interstate Bank Oregon, Portland**	2,430	2,556	-4.93	112,186	114,799	-2.28	-180	258	-169.77	3,804	1,948	95.28
29	**Citibank NA, New York**	2,000	4,000	-50.00	3,756,000	3,522,000	6.64	N.A.	N.A.	....	111,000	88,000	26.14
30	**Branch Banking & Trust Co., Wilson, N.C.**	859	1,127	-23.78	66,376	62,975	5.40	29	125	-76.80	1,922	806	138.46
31	**NCNB National Bank of North Carolina, Charlotte**	1,570	2,285	-31.29	284,586	241,364	17.91	153	60	155.00	9,564	5,919	61.58
32	**Valley Bank Idaho Falls, Idaho**	2,006	2,099	-4.43	6,386	6,538	-2.32	167	128	30.47	706	164	330.49
33	**Dominion Bank Shenandoah Valley NA, Bridgewater, Va.**	2,102	1,250	68.16	11,471	11,129	3.07	38	N.A.	....	254	158	60.76
34	**American Bank & Trust Co., Reading, Pa.**	1,357	4,455	-69.54	87,865	77,566	13.28	82	16	412.50	1,176	638	84.33
35	**NCNB National Bank of Florida, Tampa**	438	413	6.05	119,807	118,165	1.39	N.A.	-4	....	5,449	1,510	260.86
36	**First Security Bank of Utah NA, Ogden**	1,071	1,019	5.10	60,582	61,394	-1.32	N.A.	N.A.	....	9,821	1,415	594.06
37	**Colorado National Bank of Denver**	705	1,354	-47.93	29,604	32,375	-8.56	2,603	447	482.33	12,611	9,331	35.15
38	**First National Bank of Holdrege, Neb.**	1,419	1,724	-17.69	3,142	3,246	-3.20	57	38	50.00	196	58	237.93
39	**First Victoria National Bank, Tex.**	1,080	1,769	-38.95	8,803	9,469	-7.03	108	N.A.	....	71	46	54.35
40	**Hamilton Bank, Lancaster, Pa.**	533	972	-45.16	58,607	61,654	-4.94	-113	1,019	-111.09	709	1,345	-47.29
41	**Monticello State Bank, Iowa**	1,402	1,600	-12.38	4,080	3,961	3.00	41	N.A.	....	39	-2	2,050.00
42	**Deposit Guaranty National Bank, Jackson, Miss.**	563	528	6.63	65,720	62,756	4.72	-25	234	-110.68	1,901	2,333	-18.52
43	**Amarillo National Bank, Tex.**	1,496	1,097	36.37	12,309	13,006	-5.36	319	460	-30.65	2,558	639	300.31
44	**First Union National Bank, Charlotte, N.C.**	850	1,022	-16.83	292,610	270,669	8.11	23	23	0.00	2,039	-90	2,365.56
45	**Sun Bank of Ocala, Fla.**	1,216	981	23.96	7,279	7,028	3.57	652	109	498.17	773	149	418.79
46	**First National Bank of Great Falls, Mont.**	281	354	-20.62	5,977	5,761	3.75	N.A.	-5	....	29	3	866.67
47	**Bankwest NA, Pierre, S.D.**	1,563	1,646	-5.04	3,800	3,943	-3.63	-97	3	-3,433.33	-5	1	-600.00
48	**Sovran Bank NA, Richmond**	619	1,218	-49.18	227,045	202,833	11.94	35	N.A.	....	3,888	3,270	18.90
49	**Norstar Bank of Upstate NY, Albany**	957	1,291	-25.87	56,068	53,720	4.37	N.A.	N.A.	....	427	497	-14.08
50	**Guardian State Bank & Trust Co., Alliance, Neb.**	1,142	1,199	-4.75	2,173	2,366	-8.16	17	N.A.	....	15	-1	1,600.00
51	**Morgan Guaranty Trust Co. of New York**	506	983	-48.52	1,393,038	1,394,225	-0.09	N.A.	N.A.	....	48,885	12,646	286.56
52	**First Security National Bank & Trust Co., Lexington, Ky.**	46	3,097	-98.51	24,614	23,330	5.50	N.A.	32	....	471	27	1,644.44
53	**Bank of Stockton, Calif.**	950	1,478	-35.72	11,674	12,043	-3.06	1,225	2,060	-40.53	1,688	2,697	-37.41
54	**First Interstate Bank Washington NA, Spokane**	1,070	1,030	3.88	70,269	73,314	-4.15	N.A.	N.A.	....	2,207	846	160.87
55	**Adams Bank & Trust Co., Ogallala, Neb.**	1,698	508	234.25	3,060	3,376	-9.36	38	-1	3,900.00	61	46	32.61
56	**Continental Illinois National Bank & Trust Co, Chicago**	1,305	2,031	-35.75	613,862	698,798	-12.15	N.A.	-111	....	22,663	18,537	22.26
57	**Key Bank NA, Albany, N.Y.**	1,100	938	17.27	40,706	37,187	9.46	N.A.	19	....	3,964	560	607.86
58	**Citizens & Southern National Bank, Atlanta**	414	344	20.35	207,465	187,330	10.75	4	29	-86.21	3,908	876	346.12
59	**Grenada Bank, Miss.**	971	1,465	-33.72	23,467	22,909	2.44	390	N.A.	....	1,784	174	925.29
60	**RepublicBank Dallas NA**	485	667	-27.29	308,350	318,582	-3.21	59	936	-93.70	6,990	8,646	-19.15
61	**Bank of Hawaii, Honolulu**	516	647	-20.25	94,987	94,425	0.60	36	21	71.43	664	2,181	-69.56
62	**Lebanon Valley National Bank, Lebanon, Pa.**	907	726	24.93	7,449	6,973	6.83	N.A.	N.A.	....	56	9	522.22
63	**First Interstate Bank Idaho NA, Boise**	997	1,127	-11.54	19,447	20,530	-5.28	572	596	-4.03	1,562	1,034	51.06
64	**MBank Dallas NA**	245	163	50.31	154,712	153,002	1.12	28	1,000	-97.20	25,996	12,665	105.26
65	**Marine Midland Bank NA, Buffalo, N.Y.**	914	1,088	-15.99	541,321	520,069	4.09	-1	-2	50.00	58,486	17,010	243.83
66	**FirsTier Bank NA, Lincoln, Neb.**	1,094	2,069	-47.12	23,936	23,520	1.77	148	114	29.82	832	953	-12.70
67	**Bank of California NA, San Francisco**	982	971	1.13	77,209	77,038	0.22	N.A.	44	....	1,599	2,326	-31.26
68	**LaMesa National Bank, Tex.**	1,235	1,240	-0.40	2,365	2,617	-9.63	545	726	-24.93	818	1,039	-21.27
69	**First National Bank & Trust Co., Columbus, Neb.**	863	1,086	-20.53	4,642	4,807	-3.43	57	-5	1,240.00	214	-2	10,800
70	**First National Bank of Hereford, Tex.**	1,026	969	5.88	2,277	2,209	3.08	374	-73	612.33	416	-67	-720.90
71	**Southeast Bank NA, Miami**	769	586	31.23	236,348	232,909	1.48	N.A.	N.A.	....	12,918	8,508	51.83
72	**Newcentury Bank-Frankenmuth, Mich.**	564	1,294	-56.41	7,026	9,176	23.43	187	2	9,250.00	660	-5	13,300.00
73	**Key Bank of Northern New York, Watertown**	898	876	2.51	14,250	13,843	2.94	10	37	-72.97	40	16	150.00
74	**First National Bank of Tulia, Tex.**	1,088	1,158	-6.04	2,097	2,401	-12.66	293	259	13.13	311	321	-3.12
75	**United Carolina Bank, Whiteville, N.C.**	382	508	-24.80	36,906	35,642	3.55	110	97	13.40	420	160	162.50
76	**Citizens Bank & Trust Co., Belzoni, Miss.**	1,196	1,160	3.10	2,712	2,813	-3.59	518	251	106.37	1,697	663	155.96
77	**First National Bank of Atlanta**	349	526	-33.65	163,659	167,573	-2.34	N.A.	-8	....	18,862	5,603	236.64
78	**Idaho Bank & Trust Co., Pocatello**	925	833	11.04	11,517	11,038	4.34	75	N.A.	....	151	102	48.04
79	**First National Bank of York, Neb.**	894	961	-6.97	2,845	3,190	-10.82	233	701	-66.76	247	722	-65.79
80	**McAllen State Bank, Tex.**	426	52	719.23	18,316	17,998	1.77	112	N.A.	....	4,349	1,241	250.44
81	**Citizens First National Bank of Princeton, Ill.**	885	1,098	-19.40	4,206	4,392	-4.23	487	747	-34.81	522	819	-36.26
82	**Manufacturers Hanover Trust Co., New York**	741	1,085	-31.71	1,287,630	1,403,077	-8.23	N.A.	N.A.	....	52,208	53,494	-2.40
83	**Farmers National Bank, Webster City, Iowa**	476	766	-37.86	2,331	2,046	13.93	N.A.	-1	....	-6	-9	33.33
84	**First Alabama Bank, Montgomery**	999	871	14.70	70,891	73,562	-3.63	N.A.	N.A.	....	1,748	-96	1,920.83
85	**Comerica Bank - Detroit**	696	464	50.00	157,968	177,970	-11.24	N.A.	N.A.	....	11,777	7,167	64.32
86	**Commonwealth National Bank, Harrisburg, Pa.**	362	597	-39.36	30,974	31,373	-1.27	213	345	-38.26	1,540	1,028	49.81
87	**Farmers & Merchants State Bank, Archbold, Ohio**	696	825	-15.64	4,164	3,883	7.24	-32	-5	-540.00	-108	-19	-468.42
88	**First Bank & Trust Co. of Idaho, Malad City**	570	873	-34.71	1,183	1,847	-35.95	15	-3	600.00	48	-15	420.00
89	**Sunwest Bank of Clovis NA, N.M.**	1,619	780	107.56	3,580	3,389	5.64	N.A.	N.A.	....	27	-5	640.00
90	**United Bank of Arizona, Phoenix**	926	364	154.40	46,531	40,119	15.98	33	181	-81.77	1,145	1,473	-22.27
91	**Gering National Bank & Trust Co., Neb.**	938	926	1.30	2,017	2,702	-25.35	766	1,111	-31.05	788	1,392	-43.39
92	**Trustmark National Bank, Jackson, Miss.**	486	152	219.74	50,219	48,392	3.78	N.A.	N.A.	....	916	1,212	-24.42
93	**First National Bank of Shreveport, La.**	550	551	-0.18	25,620	27,339	-6.29	1,753	273	542.12	3,424	937	265.42
94	**Ida County State Bank, Ida Grove, Iowa**	778	943	-17.50	1,678	1,904	-11.87	18	94	-80.85	-5	86	-105.81
95	**First National Bank at Lubbock, Tex.**	814	1,270	-35.91	12,891	13,173	-2.14	16	11	45.45	692	671	3.13
96	**First Tennessee Bank NA Memphis**	228	433	-47.34	106,978	105,545	1.36	N.A.	N.A.	....	6,071	5,645	7.55
97	**First Interstate Bank Billings, Mont.**	665	1,027	-35.25	6,434	8,325	-22.71	470	N.A.	....	543	102	432.35
98	**Twin Falls Bank & Trust Co., Idaho**	745	834	-10.67	3,884	3,924	-1.02	65	N.A.	....	122	67	82.09
99	**Huntington National Bank, Columbus, Ohio**	633	707	-10.47	142,110	134,173	5.92	N.A.	N.A.	....	768	5,467	-85.95
100	**MBank Corpus Christi NA, Tex.**	410	412	-0.49	14,518	14,577	-0.40	N.A.	23	....	1,286	919	39.93
	TOTALS FOR TOP 100	191,039	250,530	-23.75	19,370,967	19,574,189	-1.04	71,359	47,210	51.15	1,109,820	808,140	37.33

The top 100 banks listed in order of domestic agricultural loans outstanding on 3/31/86. The banks were drawn from the universe of all insured commercial banks in the U.S. **Data Source:** The federal regulatory report of income from **ADP's Data Services Division, New York.** Please note that ADP adjusts 1985 data for mergers ocurring in 1986. **Interest income from farm loans** is gross interest and fee income on loans to finance agricultural production, booked in domestic offices. Data are for the first quarter of 1986 and 1985, respectively, and are from Schedule RI-Report of Income, item 1.a.(1).(c). **total interest income** is total gross interest income for the bank from all of its operations both domestic and foreign. It is taken from Schedule RI, item 1.g. **Charge-offs on Farm Loans** are net charge-offs (charge-offs minus recoveries) on loans to finance agricultural production both domestic and foreign. These data are for the first quarter of 1986 and 1985, respectively, and are from Schedule RI-B, item 3. **Charge-offs on all loans** are net charge-offs (charge-offs minus recoveries) on all loans both domestic and foreign. These data are for the first quarter of 1986 and 1985, respectively, and are from Schedule RI-B, item 9.

Top 100 Banks in Agricultural Loans

Bad Farm Loans, Total Bad Loans, and Bad Loan Ratio Based on Loans Outstanding March 31, 1986, Compared with March 31, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

		Bad Farm Loans			Total Bad Loans			Bad Farm Loan Ratio		
		3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	Change
1	Bank of America NT&SA, San Francisco	N.A.	N.A.	....	2,472,000	2,608,000	-5.21	N.A.	N.A.	....
2	Wells Fargo Bank NA, San Francisco	144,476	58,655	146.31	604,522	517,376	16.84	0.79	0.35	0.44
3	Security Pacific National Bank, Los Angeles	137,396	113,457	21.10	933,644	1,009,376	-7.50	0.57	0.48	0.09
4	Valley National Bank of Arizona, Phoenix	25,530	26,448	-3.47	194,685	150,893	29.02	0.39	0.46	-0.07
5	Rainier National Bank, Seattle	16,503	14,799	11.51	111,909	111,621	0.26	0.35	0.34	0.01
6	Crocker National Bank, San Francisco	85,113	92,849	-8.33	283,459	638,485	-55.60	0.73	0.79	-0.06
7	Idaho First National Bank, Boise	17,480	1,646	961.97	N.A.	N.A.	....	1.17	0.10	1.07
8	Seattle-First National Bank	19,913	11,402	74.64	459,473	528,438	-13.05	0.27	0.18	0.09
9	United States National Bank, Portland, Ore.	21,058	6,129	243.58	148,781	161,425	-7.83	0.45	0.14	0.31
10	Norwest Bank South Dakota NA, Sioux Falls	15,361	28,230	-45.59	N.A.	N.A.	....	1.79	3.05	-1.26
11	First Bank South Dakota NA, Sioux Falls	47,751	27,692	72.44	N.A.	N.A.	....	5.91	2.97	2.94
12	First Interstate Bank of California, Los Angeles	23,890	20,491	16.59	368,096	356,040	3.39	0.20	0.18	0.02
13	Chemical Bank, New York	2,740	4,389	-37.57	729,598	694,299	5.08	0.01	0.02	-0.01
14	First National Bank, Amarillo, Tex.	10,707	437	2,350.11	N.A.	N.A.	....	1.73	0.07	1.66
15	Lloyds Bank California, Los Angeles	11,732	8,084	45.13	62,626	88,916	-29.57	0.59	0.44	0.15
16	Peoples National Bank of Washington, Seattle	1,116	3,612	-69.10	24,674	19,471	26.72	0.07	0.25	-0.18
17	First National Bank & Trust Co., Oklahoma City	16,015	5	320,200	158,105	74,670	111.74	1.58	0.00	1.58
18	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	N.A.	22	....	45,652	32,798	39.19	N.A.	0.00	....
19	United Bank of Denver NA	403	144	179.86	50,654	42,837	18.25	0.03	0.01	0.02
20	First Interstate Bank Arizona NA, Phoenix	2,814	2,729	3.11	58,143	45,976	26.46	0.07	0.08	-0.01
21	Norwest Bank Nebraska NA, Omaha	26,311	3,884	577.42	N.A.	N.A.	....	3.14	0.42	2.72
22	InterFirst Bank Dallas NA	N.A.	N.A.	....	263,231	357,114	-26.29	N.A.	N.A.	....
23	Texas American Bank Fort Worth NA	14,030	13,720	2.26	95,811	64,339	48.92	0.68	0.72	-0.04
24	First Security Bank Idaho NA, Boise	6,672	3,786	76.23	N.A.	N.A.	....	0.53	0.32	0.21
25	Old National Bank of Washington, Spokane	2,193	5,086	-56.88	N.A.	N.A.	....	0.18	0.51	-0.33
26	FirsTier Bank NA, Omaha, Neb.	6,561	8,288	-20.84	N.A.	N.A.	....	0.97	1.23	-0.26
27	Wachovia Bank & Trust Co., Winston-Salem, N.C.	668	202	230.69	31,737	21,970	44.46	0.01	0.00	0.01
28	First Interstate Bank Oregon, Portland	6,184	7,606	-18.70	75,469	81,727	-7.66	0.19	0.24	-0.05
29	Citibank NA, New York	N.A.	N.A.	....	509,000	551,000	-7.62	N.A.	N.A.	....
30	Branch Banking & Trust Co., Wilson, N.C.	1,241	1,250	-0.72	N.A.	N.A.	....	0.07	0.08	-0.01
31	NCNB National Bank of North Carolina, Charlotte	758	1,030	-26.41	82,653	76,687	7.78	0.01	0.02	-0.01
32	Valley Bank Idaho Falls, Idaho	8,412	N.A.	....	N.A.	N.A.	....	4.72	N.A.	....
33	Dominion Bank Shenandoah Valley NA, Bridgewater, Va.	705	453	55.63	N.A.	N.A.	....	0.19	0.14	0.05
34	American Bank & Trust Co., Reading, Pa.	2,750	3,919	-29.83	N.A.	N.A.	....	0.12	0.20	-0.08
35	NCNB National Bank of Florida, Tampa	1,304	1,095	19.09	60,723	66,389	-8.53	0.04	0.04	0.00
36	First Security Bank of Utah NA, Ogden	2,409	2,402	0.29	63,503	N.A.	....	0.13	0.15	-0.02
37	Colorado National Bank of Denver	22,017	27,325	-19.43	N.A.	N.A.	....	3.06	3.04	0.02
38	First National Bank of Holdrege, Neb.	3,434	N.A.	....	N.A.	N.A.	....	4.53	N.A.	....
39	First Victoria National Bank, Tex.	7,756	3,489	122.30	N.A.	N.A.	....	3.71	1.49	2.22
40	Hamilton Bank, Lancaster, Pa.	609	796	-23.49	11,952	18,019	-33.67	0.03	0.05	-0.02
41	Monticello State Bank, Iowa	479	N.A.	....	N.A.	N.A.	....	0.71	N.A.	....
42	Deposit Guaranty National Bank, Jackson, Miss.	720	99	627.27	21,395	22,336	-4.21	0.04	0.01	0.03
43	Amarillo National Bank, Tex.	4,232	5,538	-23.58	N.A.	N.A.	....	0.98	1.35	-0.37
44	First Union National Bank, Charlotte, N.C.	1,004	2,546	-60.57	55,042	53,217	3.43	0.01	0.04	-0.03
45	Sun Bank of Ocala, Fla.	4,133	N.A.	....	N.A.	N.A.	....	2.13	N.A.	....
46	First National Bank of Great Falls, Mont.	2,653	N.A.	....	N.A.	N.A.	....	1.52	N.A.	....
47	Bankwest NA, Pierre, S.D.	6,229	N.A.	....	N.A.	N.A.	....	6.95	N.A.	....
48	Sovran Bank NA, Richmond	1,018	98	938.78	38,613	30,398	27.02	0.01	0.00	0.01
49	Norstar Bank of Upstate NY, Albany	714	89	702.25	N.A.	N.A.	....	0.05	0.01	0.04
50	Guardian State Bank & Trust Co., Alliance, Neb.	3,765	N.A.	....	N.A.	N.A.	....	6.02	N.A.	....
51	Morgan Guaranty Trust Co. of New York	N.A.	N.A.	....	213,949	284,437	-24.78	N.A.	N.A.	....
52	First Security National Bank & Trust Co., Lexington, Ky.	N.A.	4,281	....	N.A.	N.A.	....	N.A.	0.79	....
53	Bank of Stockton, Calif.	1,670	1,871	-10.74	N.A.	N.A.	....	0.53	0.60	-0.07
54	First Interstate Bank Washington NA, Spokane	2,704	2,146	26.00	59,311	42,654	39.05	0.14	0.11	0.03
55	Adams Bank & Trust Co., Ogallala, Neb.	2,024	N.A.	....	N.A.	N.A.	....	2.65	N.A.	....
56	Continental Illinois National Bank & Trust Co, Chicago	N.A.	N.A.	....	549,537	530,780	3.53	N.A.	N.A.	....
57	Key Bank NA, Albany, N.Y.	589	60	881.67	N.A.	N.A.	....	0.05	0.01	0.04
58	Citizens & Southern National Bank, Atlanta	339	227	49.34	48,499	42,295	14.67	0.01	0.00	0.01
59	Grenada Bank, Miss.	6,335	3,416	85.45	N.A.	N.A.	....	1.32	0.81	0.51
60	RepublicBank Dallas NA	N.A.	N.A.	....	326,697	198,081	64.93	N.A.	N.A.	....
61	Bank of Hawaii, Honolulu	1,280	1,557	-17.79	37,957	35,523	6.85	0.06	0.09	-0.03
62	Lebanon Valley National Bank, Lebanon, Pa.	91	N.A.	....	N.A.	N.A.	....	0.04	N.A.	....
63	First Interstate Bank Idaho NA, Boise	1,797	7,065	-74.56	N.A.	N.A.	....	0.33	1.29	-0.96
64	MBank Dallas NA	N.A.	N.A.	....	239,024	210,354	13.63	N.A.	N.A.	....
65	Marine Midland Bank NA, Buffalo, N.Y.	4,520	3,747	20.63	273,530	386,065	-29.15	0.04	0.04	0.00
66	FirsTier Bank NA, Lincoln, Neb.	1,792	148	1,110.81	N.A.	N.A.	....	0.38	0.03	0.35
67	Bank of California NA, San Francisco	1,533	10,597	-85.53	69,703	96,467	-27.74	0.08	0.60	-0.52
68	LaMesa National Bank, Tex.	169	N.A.	....	N.A.	N.A.	....	0.33	N.A.	....
69	First National Bank & Trust Co., Columbus, Neb.	363	N.A.	....	N.A.	N.A.	....	0.41	N.A.	....
70	First National Bank of Hereford, Tex.	1,754	N.A.	....	N.A.	N.A.	....	2.82	N.A.	....
71	Southeast Bank NA, Miami	522	281	85.77	110,143	99,835	10.33	0.01	0.00	0.01
72	Newcentury Bank-Frankenmuth, Mich.	14,595	4,585	218.32	N.A.	N.A.	....	8.20	1.94	6.26
73	Key Bank of Northern New York, Watertown	579	192	201.56	N.A.	N.A.	....	0.18	0.07	0.11
74	First National Bank of Tulia, Tex.	792	N.A.	....	N.A.	N.A.	....	1.53	N.A.	....
75	United Carolina Bank, Whiteville, N.C.	116	118	-1.69	N.A.	N.A.	....	0.01	0.01	0.00
76	Citizens Bank & Trust Co., Belzoni, Miss.	3,250	N.A.	....	N.A.	N.A.	....	4.42	N.A.	....
77	First National Bank of Atlanta	N.A.	N.A.	....	56,977	75,386	-24.42	N.A.	N.A.	....
78	Idaho Bank & Trust Co., Pocatello	3,467	240	1,344.58	N.A.	N.A.	....	1.14	0.08	1.06
79	First National Bank of York, Neb.	1,846	N.A.	....	N.A.	N.A.	....	2.91	N.A.	....
80	McAllen State Bank, Tex.	2,058	59	3,388.14	N.A.	N.A.	....	0.40	0.01	0.39
81	Citizens First National Bank of Princeton, Ill.	2,101	N.A.	....	N.A.	N.A.	....	2.14	N.A.	....
82	Manufacturers Hanover Trust Co., New York	N.A.	N.A.	....	930,128	728,035	27.76	N.A.	N.A.	....
83	Farmers National Bank, Webster City, Iowa	7,260	N.A.	....	N.A.	N.A.	....	14.09	N.A.	....
84	First Alabama Bank, Montgomery	362	633	-42.81	N.A.	N:A.	....	0.02	0.04	-0.02
85	Comerica Bank - Detroit	N.A.	N.A.	....	161,983	127,826	26.72	N.A.	N.A.	....
86	Commonwealth National Bank, Harrisburg, Pa.	765	2,271	-66.31	N.A.	N.A.	....	0.09	0.30	-0.21
87	Farmers & Merchants State Bank, Archbold, Ohio	134	N.A.	....	N.A.	N.A.	....	0.14	N.A.	....
88	First Bank & Trust Co. of Idaho, Malad City	17,452	N.A.	....	N.A.	N.A.	....	39.05	N.A.	....
89	Sunwest Bank of Clovis NA, N.M.	1,116	N.A.	....	N.A.	N.A.	....	1.33	N.A.	....
90	United Bank of Arizona, Phoenix	797	290	174.83	32,006	30,067	6.45	0.05	0.03	0.02
91	Gering National Bank & Trust Co., Neb.	8,825	N.A.	....	N.A.	N.A.	....	15.67	N.A.	....
92	Trustmark National Bank, Jackson, Miss.	N.A.	458	....	N.A.	N.A.	....	N.A.	0.04	....
93	First National Bank of Shreveport, La.	1,947	68	2,763.24	N.A.	N.A.	....	0.31	0.01	0.30
94	Ida County State Bank, Ida Grove, Iowa	3,651	N.A.	....	N.A.	N.A.	....	8.58	N.A.	....
95	First National Bank at Lubbock, Tex.	2,318	2,255	2.79	N.A.	N.A.	....	0.64	0.68	-0.04
96	First Tennessee Bank NA Memphis	N.A.	N.A.	....	54,559	54,341	0.40	N.A.	N.A.	....
97	First Interstate Bank Billings, Mont.	4,183	274	1,426.64	N.A.	N.A.	....	2.04	0.13	1.91
98	Twin Falls Bank & Trust Co., Idaho	2,158	N.A.	....	N.A.	N.A.	....	2.55	N.A.	....
99	Huntington National Bank, Columbus, Ohio	1,000	988	1.21	72,419	91,706	-21.03	0.02	0.03	-0.01
100	MBank Corpus Christi NA, Tex.	1,331	2,750	-51.60	N.A.	N.A.	....	0.30	0.66	-0.36
	TOTALS FOR TOP 100	848,544	564,498	50.32	11,251,572	11,457,669	-1.80	0.22	0.16	0.06

The top 100 banks listed in order of domestic agricultural loans outstanding on 3/31/86. The banks were drawn from the universe of all insured commercial banks in the U.S. **Data Source:** All data were taken from the federal regulatory report of condition for all insured commercial banks from **ADP's Data Services Division, New York.** Please note that ADP adjusts 1985 data for mergers ocurring in 1986. **Bad farm loans** are domestic farm loans to finance agricultural production that are past due 90 days or more and still accruing; plus nonaccruing loans; plus renegotiated, or "troubled" debt. (Schedule RC-N, item 1d, Columns B, C, and D). **Total bad loans** are all domestic loans that are past due 90 days or more and still accruing; plus nonaccruing loans; plus renegotiated, or "troubled" debt.(Schedule N, item 3- Total; minus item 2- in foreign offices). **Bad Farm Loan Ratio** is calculated by dividing bad farm loans by total domestic loans.

Opportunities for Rural Banks Decline as Farms Disappear

➔ Continued from Page 11

determining how much the farmer could borrow.

A collapse in farmland values, up to 60% in some parts of the Midwest, also has lowered the amount of farm lending. Farmland is often the collateral for agricultural loans. With falling real estate values, a farmer can't borrow as much against his property.

In addition, a fundamental shift in the demand for credit has lowered farm lending totals. Capital expenditures have declined, especially for big ticket items such as machinery. The cost of inputs has also declined; fertilizer is an example. With the steep fall in oil prices early this year, the cost of many petroleum-based fertilizers or those extracted from petroleum products also has dropped. So, too, has the price of diesel fuel and gasoline used to operate machinery.

Finally, commercial banks have reduced outstanding farm credits through the painful and costly process of charging off huge amounts of agricultural loans. According to the *American Banker* data, the top 100 lenders to agriculture in the first quarter wrote off agricultural loans totaling $71.3 million, a 51.15% increase from $47.2 million in the first quarter of last year. Of the top 100 agricultural lenders, 46 increased their volume of farm loan chargeoffs during the first quarter of 1986, compared with the same quarter a year earlier. Another 33 of the top 100 lenders reduced their farm loan chargeoffs, while tallies for the remaining 21 banks could not be determined.

Among banks with 25% or more of loans tied to agriculture, nearly 14% of their aggregate total of $698.7 million in agricultural loans in the first quarter were considered bad loans. A bad loan is one that is 90 days or more past due, not accruing interest, or is renegotiated.

Although the decline in farm lending among what are generally considered farm banks — those with a quarter of their loans tied to agriculture — was not as dramatic as the decline posted by the largest commercial bank lenders to farming, the decline among the smaller banks was in some ways more significant. These banks typically are located in the Midwest, the country's agricultural heartland where farming is not only a way of life but the dominant business. And the commercial bank in many of these small rural towns is the economic lifeline for the community.

But the economic pulse of many of the rural farm communities is beating slowly. Overall loan demand, both consumer and business, is down. Those banks with a quarter of their loan portfolio tied to agriculture not only reported a drop in farm loans in the first quarter, but also a steep decline in total loans. Total loans for banks in this category fell 4.12% in the first quarter to $953 million from $994 million during the same time last year.

With the banks unable or unwilling to commit funds to financing farming and other business, and with little prospect of diversifying into other types of lending, the future vitality of many of these rural farm communities is in jeopardy. For many of these communities a bleak future is likely.

The American Bankers Association earlier this year published a report predicting agricultural banking would be conducted in fewer trade centers as the number of medium-size farms continues to decline. The task for bankers is not only to identify those centers where they can do business, but also become more sophisticated and aggressive in order to survive, report said.

The report also predicted that, by 1995, the competition between commercial banks and the Farm Credit System will become even keener. The Farm Credit System already is the largest supplier of agricultural credit with $59.2 billion in outstanding loans at the end of 1985, compared to commercial banks, which rank second with $46.9 billion.

The strong loyalty rural banks traditionally have enjoyed with their farmer borrowers also will be tested in the years to come. Farmers, wanting and needing more than financing, will flock toward one-stop providers of a multitude of services, the American Bankers Association report concludes.

The near-term outlook for agricultural bankers isn't much better. While there are some signs of a slackening in the prolonged agricultural downturn, no one is prepared to forecast any marked improvements. Said Gary L. Benjamin, a research economist at the Federal Reserve Bank of Chicago, "Lenders haven't worked their way through all the problems yet." ■

Dear Reader, How Are We Doing?

American Banker wants very much to provide you with articles that are both interesting and useful in our surveys. Would you take a moment to give us some feedback on today's survey on **AGRICULTURAL LENDING**? Please return this questionnaire to William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212-943-5712).

(1.) How useful was the information in this survey?

(A) Very Useful ☐ (B) Useful ☐ (C) Not Useful ☐

(2.) What do you like **best** about the survey?

____

(3.) What do you like **least** about the survey?

____

(4.) What themes or topics would you like to see explored in future surveys?

____

____

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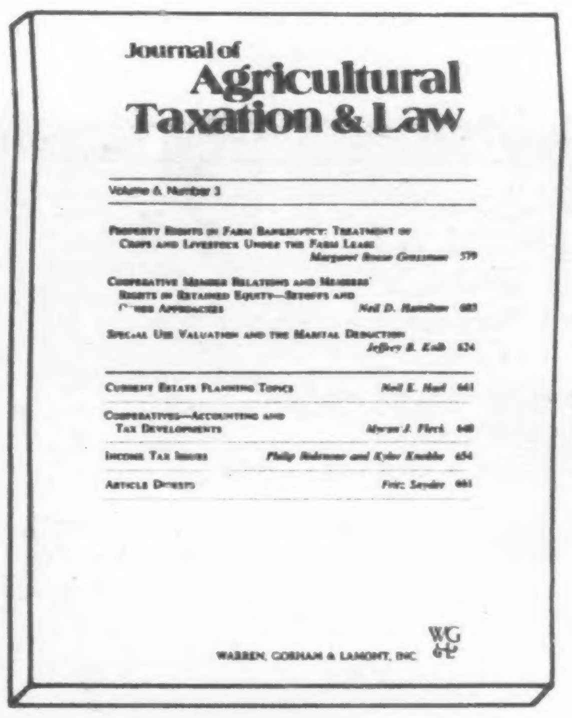

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Top 100 Agricultural Banks

Based on Domestic Agricultural Loans Outstanding March 31, 1986, Compared with March 31, 1985

For Banks with 25% or More of Their Loans in Agriculture

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

		Total Agricultural Loans			Loans to Finance Agricultural Production			Total Loans			Bad Farm Loans
		3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.	3/31/86
1	Citizens State Bank & Trust Co., Hiawatha, Kan.	25,427	27,563	-7.75	25,146	27,208	-7.58	31,794	36,628	-13.20	6,525
2	First National Bank of Scott City, Kan.	22,531	22,997	-2.03	21,631	22,997	-5.94	28,266	29,459	-4.05	1,402
3	Hoxie State Bank, Kan.	21,971	23,378	-6.02	21,971	23,378	-6.02	25,958	28,227	-8.04	4,928
4	Citizens National Bank & Trust Co., Anthony, Kan.	17,210	16,613	3.59	14,404	15,716	-8.35	21,351	20,275	5.31	49
5	Stock Growers State Bank, Ashland, Kan.	16,059	15,386	4.37	15,437	15,029	2.71	19,116	18,159	5.27	165
6	Farmers & Merchants National Bank, West Point, Neb.	15,818	17,668	-10.47	13,697	16,488	-16.93	19,984	21,867	-8.61	481
7	First National Bank of Dighton, Kan.	15,246	14,898	2.34	15,071	14,798	1.84	18,895	16,694	13.18	12
8	Grant County Bank, Medford, Okla.	14,209	14,708	-3.39	13,066	13,651	-4.29	16,156	16,629	-2.84	0
9	Plainview National Bank, Neb.	14,173	16,200	-12.51	12,778	15,184	-15.85	17,327	18,912	-8.38	1,414
10	State Bank of Cairo, Neb.	13,770	15,494	-11.13	11,885	14,471	-17.87	17,294	19,422	-10.96	1,146
11	First State Bank, Kiowa, Kan.	13,194	13,928	-5.27	11,974	13,204	-9.32	16,747	18,388	-8.92	722
12	Cheyenne County State Bank, St. Francis, Kan.	13,139	14,103	-6.84	13,120	13,782	-4.80	15,061	16,157	-6.78	1,351
13	Raritan State Bank, Ill.	13,076	12,612	3.68	12,344	11,909	3.65	16,613	16,456	0.95	46
14	First National Bank of Quinter, Kan.	12,714	11,009	15.49	11,918	10,942	8.92	15,320	13,683	11.96	16
15	Campbell County Bank, Herreid, S.D.	12,350	12,275	0.61	12,209	12,071	1.14	15,007	14,971	0.24	513
16	American National Bank, Creighton, Neb.	11,727	12,091	-3.01	11,574	11,922	-2.92	13,999	14,214	-1.51	39
17	Bruning State Bank, Neb.	11,495	12,056	-4.65	8,689	9,246	-6.02	13,846	14,820	-6.57	0
18	First National Bank of Hope, Kan.	10,962	10,820	1.31	9,658	9,794	-1.39	13,186	13,557	-2.74	1,708
19	First National Bank & Trust Co., Fullert, Neb.	10,856	11,850	-8.39	8,731	11,084	-21.23	13,132	13,524	-2.90	701
20	Northwestern State Bank, Hay Springs, Neb.	10,856	10,849	0.06	10,675	10,798	-1.14	13,038	12,984	0.42	687
21	Genoa National Bank, Neb.	10,760	10,478	2.69	8,315	9,210	-9.72	12,927	12,605	2.55	618
22	Farmers State Bank, Hawarden, Iowa	10,636	13,242	-19.68	8,194	11,473	-28.58	13,086	15,553	-15.86	455
23	First National Bank of Quitaque, Tex.	10,417	10,724	-2.86	10,417	10,724	-2.86	12,372	12,652	-2.21	402
24	Farmers State Bank, Dupree, S.D.	10,137	8,905	13.83	9,919	8,719	13.76	11,565	10,753	7.55	596
25	First State Bank, Healy, Kan.	9,938	9,245	7.50	9,580	9,038	6.00	12,665	11,979	5.73	136
26	First State Bank of King City, Mo.	9,598	10,121	-5.17	7,097	7,333	-3.22	11,097	12,490	-11.15	1,612
27	Citizens National Bank of Greenleaf, Kan.	9,233	8,339	10.72	9,027	8,088	11.61	11,370	10,528	8.00	93
28	First State Bank Abernathy, Tex.	9,115	7,377	23.56	9,115	7,377	23.56	10,087	8,268	22.00	182
29	First Fidelity Bank, Colome, S.D.	8,631	9,695	-10.97	8,631	9,695	-10.97	9,735	10,576	-7.95	1,015
30	Bank of Mullen, Neb.	8,613	6,797	26.72	7,883	6,569	20.00	10,739	8,366	28.36	274
31	Chokio State Bank, Minn.	8,590	10,827	-20.66	7,435	9,547	-22.12	10,181	12,734	-20.05	2,624
32	Seven Valleys State Bank, Callaway, Neb.	7,870	8,262	-4.74	7,326	8,175	-10.39	9,840	11,177	-11.96	200
33	Farmers National Bank in Pilger, Neb.	7,815	9,324	-16.18	7,803	9,172	-14.93	8,684	10,523	-17.48	213
34	Bank of Elgin, Neb.	7,581	8,326	-8.95	7,189	8,240	-12.75	9,164	10,316	-11.17	1,558
35	State Bank Benkelman, Neb.	7,535	8,016	-6.00	7,143	7,996	-10.67	9,191	9,986	-7.96	28
36	Tri County Bank, Stuart, Neb.	7,489	7,304	2.53	6,269	6,072	3.24	9,399	9,539	-1.47	581
37	First National Bank of Ainsworth, Neb.	7,306	7,686	-4.94	7,305	7,668	-4.73	8,835	9,230	-4.28	62
38	Farmers State Bank of Adams, Minn.	7,265	7,082	2.58	6,500	6,672	-2.58	8,749	8,826	-0.87	24
39	First National Bank of Hayes Center, Neb.	7,263	7,786	-6.72	5,060	6,405	-21.00	8,235	8,939	-7.88	12
40	Haxtun Community Bank, Colo.	7,167	5,744	24.77	6,381	5,366	18.92	8,664	8,089	7.11	0
41	First State Bank, Ransom, Kan.	7,028	7,056	-0.40	6,505	6,643	-2.08	8,130	8,363	-2.79	602
42	Farmers Savings Bank, Shelby, Iowa	6,983	9,373	-25.50	5,830	9,325	-37.48	8,669	11,284	-23.17	455
43	Wakefield National Bank, Neb.	6,942	8,106	-14.36	6,936	7,786	-10.92	8,219	10,195	-19.38	1,956
44	First State Bank, Roscoe, S.D.	6,851	6,139	11.60	6,761	6,139	10.13	7,450	6,710	11.03	321
45	Howells Bank, Neb.	6,832	6,578	3.86	5,643	6,116	-7.73	8,022	7,969	0.67	320
46	Chambers State Bank, Neb.	6,828	7,489	-8.83	6,715	7,371	-8.90	8,557	9,842	-13.06	0
47	First State Bank, Claremont, S.D.	6,804	6,167	10.33	6,725	6,052	11.12	7,456	7,026	6.12	5
48	Bank of Bertrand, Neb.	6,754	7,841	-13.86	6,529	7,598	-14.07	8,016	9,088	-11.80	0
49	Bank of Keystone, Neb.	6,678	5,687	17.43	6,678	5,687	17.43	8,235	6,872	19.83	203
50	Central Dakota Bank, Lehr, N.D.	6,677	6,359	5.00	5,526	5,422	1.92	8,403	8,108	3.64	253
51	Farmers State Bank, Maddock, N.D.	6,672	7,499	-11.03	4,910	6,082	-19.27	8,430	9,402	-10.34	1,545
52	Security State Bank, Doland, S.D.	6,568	5,503	19.35	5,827	5,446	7.00	7,684	6,596	16.49	9
53	First National Bank of Bayard, Neb.	6,547	8,296	-21.08	5,662	7,477	-24.27	7,966	10,031	-20.59	1,644
54	Farmers State Bank Maywood, Neb.	6,335	7,349	-13.80	5,934	6,581	-9.83	7,144	8,160	-12.45	1,163
55	Laddonia State Bank, Mo.	6,320	6,588	-4.07	3,635	3,454	5.24	7,905	8,349	-5.32	106
56	Center State Bank, Neb.	6,072	5,542	9.56	5,418	5,071	6.84	6,872	6,223	10.43	99
57	Home State Bank, Royal, Iowa	6,064	6,030	0.56	5,232	5,894	-11.23	7,523	7,408	1.55	329
58	Fowler State Bank, Kan.	6,029	5,611	7.45	5,755	5,486	4.90	7,422	6,838	8.54	0
59	First National Bank of Emerson, Neb.	6,011	6,494	-7.44	5,238	6,196	-15.46	7,381	8,202	-10.01	307
60	Farmers Trust & Savings Bank, Earling, Iowa	5,952	6,465	-7.94	5,652	6,243	-9.47	7,507	8,160	-8.00	0
61	First National Bank of Belden, Neb.	5,938	6,685	-11.17	5,406	5,986	-9.69	6,564	7,153	-8.23	554
62	First National Bank of Newman Grove, Neb.	5,841	7,274	-19.70	4,782	6,750	-29.16	7,322	8,482	-13.68	65
63	State Bank of Hildreth, Neb.	5,804	6,440	-9.88	5,217	5,904	-11.64	7,336	8,317	-11.80	306
64	First National Bank of Hooper, Neb.	5,777	6,812	-15.19	5,299	6,382	-16.97	7,065	8,688	-18.68	0
65	Arnold State Bank, Neb.	5,699	5,417	5.21	5,027	4,854	3.56	6,796	6,667	1.93	0
66	First State Bank of Goodrich, N.D.	5,516	4,987	10.61	5,131	4,717	8.78	6,477	6,322	2.45	391
67	Farmers State Bank, Turton, S.D.	5,464	4,970	9.94	4,952	4,671	6.02	6,947	6,515	6.63	27
68	Security State Bank, Bird City, Kan.	5,330	5,369	-0.73	4,972	5,168	-3.79	6,682	6,638	0.66	330
69	First State Bank of Sharon, N.D.	5,254	5,264	-0.19	4,545	4,871	-6.69	6,550	6,190	5.82	254
70	Citizens State Bank, Clearwater, Neb.	5,224	5,899	-11.44	4,855	5,480	-11.41	6,622	7,068	-6.31	860
71	Farmers Deposit Bank, Middleburg, Ky.	5,122	4,948	3.52	2,530	2,580	-1.94	6,055	5,896	2.70	0
72	Bank of Lindsay, Neb.	5,067	5,660	-10.48	5,007	5,630	-11.07	6,114	6,795	-10.02	0
73	First National Bank of Fonda, Iowa	4,957	3,956	25.30	4,170	3,755	11.05	6,139	5,747	6.82	57
74	Anchor Bank, Merriman, Neb.	4,893	3,848	27.16	4,711	3,833	22.91	6,119	5,548	10.29	494
75	Commercial Bank, Bassett, Neb.	4,859	7,183	-32.35	3,909	6,199	-36.94	6,166	8,958	-31.17	0
76	First State Bank, Boise City, Okla.	4,841	5,161	-6.20	4,820	5,134	-6.12	5,914	6,285	-5.90	0
77	First National Bank of Spearville, Kan.	4,823	4,323	11.57	4,783	4,258	12.33	5,864	5,558	5.51	237
78	First National Bank of Utica, Neb.	4,787	6,621	-27.70	4,655	6,452	-27.85	5,983	7,862	-23.90	464
79	Franklin Grove Bank, Ill.	4,697	4,496	4.47	4,697	4,496	4.47	5,859	5,690	2.97	0
80	Citizens State Bank, Thedford, Neb.	4,697	4,468	5.13	4,505	4,287	5.09	5,752	5,450	5.54	307
81	First Trust & Savings Bank, Moville, Iowa	4,682	6,768	-30.82	3,951	5,722	-30.95	5,635	7,850	-28.22	28
82	Farmers State Bank, Winona, Kan.	4,657	4,993	-6.73	4,280	4,794	-10.72	5,487	5,842	-6.08	0
83	First State Bank, Happy, Tex.	4,535	3,386	33.93	4,535	3,386	33.93	5,242	4,519	16.00	9
84	West Chester Savings Bank, Iowa	4,452	3,085	44.31	2,591	2,778	-6.73	5,569	3,710	50.11	0
85	First National Bank of Eden, S.D.	4,436	4,793	-7.45	4,224	4,507	-6.28	5,528	6,214	-11.04	512
86	Bank of Glen Ullin, N.D.	4,387	5,345	-17.92	3,995	4,903	-18.52	5,535	6,382	-13.27	145
87	Farnam Bank, Neb.	4,359	5,155	-15.44	4,359	5,069	-14.01	5,262	6,025	-12.66	297
88	Leola State Bank, S.D.	4,335	5,153	-15.87	4,129	5,093	-18.93	5,105	6,496	-21.41	539
89	Henderson State Bank, Neb.	4,262	5,557	-23.30	3,712	5,457	-31.98	4,719	6,338	-25.54	430
90	Deuel County State Bank, Chappell, Neb.	4,256	3,196	33.17	4,256	3,196	33.17	5,198	4,227	22.97	5
91	De Witt State Bank, Neb.	4,144	4,049	2.35	4,144	4,049	2.35	4,921	5,748	-14.39	0
92	Byron State Bank, Neb.	3,995	3,733	7.02	3,592	3,693	-2.73	4,844	5,166	-6.23	83
93	Peoples State Bank, Summit, S.D.	3,968	4,103	-3.29	3,433	4,023	-14.67	4,696	4,859	-3.35	182
94	Commercial State Bank, Long Island, Kan.	3,953	5,375	-26.46	3,922	5,337	-26.51	4,857	6,552	-25.87	181
95	Commercial State Bank, Republican City, Neb.	3,932	3,723	5.61	2,656	3,559	-25.37	4,558	4,491	1.49	0
96	State Bank of Oaco, Ill.	3,858	4,503	-14.32	3,639	4,342	-16.19	4,782	5,319	-10.10	0
97	First National Bank of Odonnello, Tex.	3,733	1,427	161.60	3,733	1,427	161.60	4,302	1,578	172.62	0
98	Hartwick State Bank, Iowa	3,590	4,027	-10.85	3,185	3,616	-11.92	4,366	4,991	-12.52	226
99	Grafton State Bank, Neb.	3,578	2,436	46.88	2,722	2,417	12.62	4,072	3,854	5.66	161
100	Fulton State Bank, S.D.	3,544	4,056	-12.62	3,446	3,947	-12.69	4,388	5,057	-13.23	251
	TOTALS FOR TOP 100 AGRICULTURAL BANKS	787,935	812,594	-3.03	718,155	766,002	-6.25	953,058	994,028	-4.12	49,302

For the purposes of this survey, agricultural banks are defined as banks with 25% or more of their loans in agricultural lending. Data Source: All data were taken from the federal regulatory report of condition for all insured commercial banks from ADP's Data Services Division, New York. Please note that ADP adjusts 1985 data for mergers ocurring in 1986. Total Agricultural Loans are the sum of loans secured by farmland (Schedule RC-C, item 1.b., Column B—Domestic Offices) plus loans to finance agricultural production and other loans to farmers (Schedule RC-C, Item 3, Column A—Consolidated Bank). Total Loans are total loans and leases net of unearned income that are booked in a bank's domestic offices only. (Schedule RC-C, item 12, Column B). Bad farm loans are domestic farm loans to finance agricultural production that are past due 90 days or more and still accruing; plus nonaccruing loans; plus renegotiated, or "troubled" debt.

Top 25 Agricultural Banks in Leading Farm States

Banks with 25% or More of Their Loans in Agriculture

Listed Geographically by Order of Size within States

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 3/86		Agricultural Loans 3/31/86
	COLORADO	
1	First National Bank of Wray	26,468
2	Farmers State Bank of Yuma	17,341
3	Eastern Colorado Bank, Cheyenne Wells	14,457
4	First National Bank of Hugo	13,506
5	Citizens National Bank of Akron	12,096
6	First National Bank of Stratton	9,275
7	First National Bank of La Jara	9,153
8	Bank of Burlington	7,703
9	Colorado State Bank,	7,541
10	Haxtun Community Bank	7,167
11	First National Bank of Limon	6,432
12	First National Bank of Julesburg	6,232
13	First National Bank of Otis	6,174
14	First Bank & Trust Co.,	6,093
15	First National Bank of Fowler	5,983
16	State Bank of Wiley	5,619
17	First National Bank of Flagler	5,317
18	Citizens National Bank, Limon	4,791
19	Kit Carson State Bank	4,711
20	American State Bank, Granada	3,463
21	Fowler State Bank	3,349
22	Baca State Bank, Springfield	3,149
23	Security National Bank, Holyoke	1,794
24	McClave State Bank	1,695
25	J N Beatty & Co, Bankers, Manzanola	1,322
	ILLINOIS	
1	First State Bank of Shannon	18,125
2	Raritan State Bank	13,076
3	Milledgeville State Bank	9,454
4	Camp Grove State Bank	9,212
5	Farmers State Bank of Chadwick	8,951
6	Cissna Park State Bank	7,953
7	State Bank of Hull	7,382
8	Iroquois Farmers State Bank	6,609
9	Roseville State Bank	5,314
10	State Bank of Augusta	5,237
11	Franklin Grove Bank	4,697
12	State Bank of Osco	3,858
13	North Adams State Bank of Ursa	3,801
14	Table Grove State Bank	3,784
15	Paloma Exchange Bank	3,762
16	State Bank of Lima	3,705
17	Buffalo Prairie State Bank	3,509
18	Farmers State Bank of Emden	3,204
19	Reynolds State Bank	2,988
20	Golden State Bank	2,122
21	Citizens State Bank, Cropsey	2,097
22	State Bank of Seaton	1,512
23	Hartsburg State Bank	1,294
24	First National Bank in Homer	1,196
25	Timewell State Bank	740
	IOWA	
1	Monticello State Bank	51,459
2	Commercial State Bank, Pocahontas	28,150
3	Farmers State Bank, Hawarden	10,636
4	Templeton Savings Bank	7,687
5	Farmers Savings Bank, Shelby	6,983
6	Security Savings Bank, Ireton	6,660
7	Home State Bank, Royal	6,064
8	Gibscn Savings Bank	5,982
9	Farmers Trust & Savings Bank, Earling	5,952
10	First National Bank of Fonda	4,957
11	First Trust & Savings Bank, Moville	4,682
12	West Chester Savings Bank	4,452
13	First National Bank of Tama Cty., Dysart	3,960
14	Hartwick State Bank	3,590
15	Aredale State Bank	3,489
16	Farmers Savings Bank, Danbury	3,480
17	Moorhead State Bank	3,302
18	Farmers Savings Bank, Ricketts	3,148
19	Farmers State Bank, Ridgeway	2,959
20	First National Bank of Primghar	2,875
21	Ute State Bank	2,620
22	First State Bank, Brunsville	2,536
23	Farmers Savings Bank, Pierson	2,151
24	First State Bank, Mt. Ayr	1,290
25	Farmers & Miners State Bank, Lucas	89
	KANSAS	
1	Citizens State Bank & Trust Co., Hiawatha	25,427
2	First National Bank of Scott City	22,531
3	Hoxie State Bank	21,971
4	Citizens National Bank & Trust Co., Anthony	17,210
5	Stock Growers State Bank, Ashland	16,059
6	First National Bank of Dighton	15,246
7	First State Bank, Kiowa	13,194
8	Cheyenne County State Bank, St. Francis	13,139
9	First National Bank of Quinter	12,714
10	First National Bank of Hope	10,962
11	First State Bank, Healy	9,938
12	Citizens National Bank of Greenleaf	9,233
13	First State Bank, Ransom	7,028
14	Fowler State Bank	6,029
15	Security State Bank, Bird City	5,330
16	First National Bank of Spearville	4,823
17	Farmers State Bank, Winona	4,657
18	Traders State Bank, Glen Elder	4,479
19	Commercial State Bank, Long Island	3,953
20	Peoples State Bank, McDonald	3,042
21	Farmers State Bank, Jetmore	2,672
22	Citizens State Bank, Miltonvale	1,639
23	Selden State Bank	1,605
24	Farmers State Bank, Aliceville	1,457
25	First National Bank of Summerfield	1,075
	MICHIGAN	
1	Thumb National Bank & Trust Co., Pigeon	27,848
2	Newcentury Bank-Thumb, Bad Axe	22,526
3	Farmers State Bank of Breckenridge	13,565
4	Sanilac County Bank, Deckerville	7,540
5	Exchange State Bank, Carsonville	6,716
6	Jipson Carter State Bank, Blissfield	5,804
7	Akron State Bank, Akron	5,331
8	Ruth State Bank	4,853
9	Blissfield State Bank	4,491
10	Tri-county Bank, Brown City	3,879
11	First of America Bank-Huron, Harbor Beach	3,878
12	Chemical Bank, Cass City	2,977
13	State Bank of Port Hope	2,358
14	Pioneer Bank, North Branch	2,155
15	Bayport State Bank	1,763
	MINNESOTA	
1	Wanda State Bank	15,147
2	Citizens State Bank, Clara City	9,756
3	Farmers State Bank, Clarissa	9,614
4	Chokio State Bank	8,590
5	Farmers State Bank, Trimont	7,761
6	Farmers State Bank of Adams	7,265
7	Adrian State Bank	7,229
8	First State Bank, Lake Lillian	6,447
9	State Bank of Bricelyn	6,429
10	First State Bank, Gilman	5,818
11	State Bank of Wendell	5,028
12	First National Bank of Wilmont	4,847
13	Citizens State Bank Walnut Grove	4,817
14	State Bank of Easton	4,776
15	State Bank of Kenneth	4,034
16	State Bank of Jeffers	3,961
17	Ostrander State Bank	3,633
18	Heron Lake State Bank	3,626
19	Exchange State Bank, Hills	3,620
20	Ellsworth State Bank	3,496
21	State Bank of Conger	3,123
22	Farmers State Bank, Delavan	2,995
23	First American State Bank, Sargeant	2,857
24	State Bank of Darfur	2,381
25	Farmers State Bank, Huntley	792
	MISSOURI	
1	Salisbury Mercantile Bank	11,796
2	Lamar Trust Co.	11,101
3	Carroll County Trust Co., Carrollton	10,989
4	First State Bank of King City	9,598
5	Farmers & Traders Bank of California	7,423
6	Laddonia State Bank	6,320
7	Farmers & Merchants Bank, Elmo	5,697
8	Citizens Bank, Pilot Grove	5,382
9	Martinsburg Bank	5,275
10	Citizens Bank, Norborne	5,043
11	Peoples Bank, Wyaconda	4,318
12	Citizens Bank, Shelbyville	4,309
13	Home Exchange Bank, Jamesport	4,216
14	First State Bank of Forest City	3,793
15	First Security Bank, Union Star	3,297
16	Bank of New Cambria	3,258
17	Farmers Bank Grant City/Sheridan, Grant City	3,194
18	Albany State Bank	2,335
19	Farmers Stock Bank, Blackwater	2,306
20	Bank of Downing	1,722
21	Zook & Roecker State Bank, Oregon	1,634
22	Bank of Coffey	1,204
23	Farmers Bank, Blairstown	972
24	Bank of Meadville	854
25	Clarence State Bank	648
	NEBRASKA	
1	American National Bank, Creighton	11,727
2	Bruning State Bank	11,495
3	Northwestern State Bank, Hay Springs	10,856
4	Genoa National Bank	10,760
5	Farmers National Bank in Pilger	7,815
6	First National Bank of Hayes Center	7,263
7	Wakefield National Bank	6,942
8	Howells Bank	6,832
9	Bank of Bertrand	6,754
10	Farmers State Bank, Maywood	6,335
11	Center State Bank	6,072
12	First National Bank of Belden	5,938
13	Arnold State Bank	5,699
14	Bank of Lindsay	5,067
15	Henderson State Bank	4,262
16	De Witt State Bank	4,144
17	Commercial State Bank, Republican City	3,932
18	Grafton State Bank	3,578
19	Petersburg State Bank	3,116
20	Citizens Bank, Bancroft	2,274
21	Hardy State Bank	2,053
22	Security State Bank, Allen	1,961
23	State Bank of Colon	1,802
24	Security State Bank, Ansley	776
25	State Bank of Liberty	760

Top 25 Agricultural Banks in Leading Farm States

Banks with 25% or More of Their Loans in Agriculture

Listed Geographically by Order of Size within States

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 3/86		Agricultural Loans 3/31/86
	NORTH DAKOTA	
1	Farmers State Bank, Carrington	10,795
2	First State Bank of Munich	9,593
3	Security Bank of Hebron	9,102
4	Peoples Bank & Trust Co., Parshall	8,035
5	Farmers & Merchants State, Tolna	7,456
6	Bank of Steele	7,057
7	First State Bank, Regent	6,842
8	Citizens State Bank of Finley	6,781
9	Central Dakota Bank, Lehr	6,677
10	Farmers State Bank, Maddock	6,672
11	Security State Bank, Robinson	5,601
12	First State Bank of Goodrich	5,516
13	First State Bank of Sharon	5,254
14	Security State Bank of Hunter	5,209
15	Security State Bank of New Salem	5,202
16	First State Bank of Gackle	5,171
17	First National Bank of McClusky	4,730
18	Bank of Glen Ullin	4,387
19	Bank of Minto	4,102
20	Citizens State Bank, Petersburg	3,281
21	Lincoln State Bank, Hankinson	3,007
22	McVille State Branch	2,526
23	State Bank of Straeter	2,426
24	Security National Bank of Edgeley	2,084
25	Kulm State Bank	975
	OKLAHOMA	
1	Anadarko Bank & Trust Co.	27,953
2	Security State Bank, Cheyenne	23,423
3	Central National Bank of Alva	21,257
4	Alva State Bank & Trust Co.	17,163
5	Grant County Bank, Medford	14,209
6	First National Bank of Texhoma	9,915
7	First National Bank in Okeene	9,574
8	Washita Valley Bank, Fort Cobb	8,656
9	First Bank of Okarche	7,496
10	Bank of the Wichitas, Snyder	7,221
11	First National Bank of Laverne	7,046
12	State Exchange Bank, Lamont	6,843
13	Bank of Thomas	6,709
14	First National Bank of Geary	5,871
15	First State Bank, Keyes	5,865
16	Citizens Bank, Wakita	5,228
17	First State Bank, Boise City	4,841
18	Southwest State Bank, Sentinel	4,830
19	First State Bank in Temple	4,132
20	Custer County State Bank, Arapaho	4,023
21	First State Bank, Goltry	3,202
22	First National Bank of Calumet	2,687
23	Hopeton State Bank	1,513
24	First National Bank of Nash	1,471
25	Bank of Garber	531
	SOUTH DAKOTA	
1	Campbell County Bank, Herreid	12,350
2	Farmers State Bank, Dupree	10,137
3	American State Bank, Wessington Springs	10,111
4	Security State Bank, Tyndall	9,726
5	First Fidelity Bank, Colome	8,631
6	Wilmot State Bank	7,827
7	Sanborn County Bank, Woonsocket	7,737
8	First State Bank, Roscoe	6,851
9	First State Bank, Claremont	6,804
10	Security State Bank, Doland	6,568
11	Farmers State Bank, Turton	5,464
12	Dakota State Bank, Blunt	4,492
13	First National Bank of Eden	4,436
14	State Bank of Waubay	4,424
15	Merchants State Bank, Freeman	4,397
16	Leola State Bank	4,335
17	Peoples State Bank, Summit	3,968
18	Fulton State Bank	3,544
19	Langford State Bank	3,391
20	First National Bank of Frederick	3,347
221	Farmers State Bank, Hosmer	2,795
22	Farmers State Bank, Kaylor	2,449
23	First State Bank, Sinai	2,203
24	Mansfield State Bank	2,186
25	Farmers State Bank, Carthage	1,908
	TEXAS	
1	LaMesa National Bank	37,957
2	First National Bank of Hereford	36,930
3	First National Bank of Tulia	34,434
4	First State Bank, Dimmitt	17,532
5	First State Bank, Spearman	17,249
6	Mason National Bank	17,219
7	First State Bank of Stratford	16,630
8	Gruver State Bank, Gruver	12,234
9	First National Bank of Quitaque	10,417
10	First National Bank of Rotan	9,452
11	First State Bank, Abernathy	9,115
12	New Ulm State Bank	9,026
13	First State Bank, Silverton	8,503
14	First National Bank of Byers	6,674
15	Farmers State Bank, Hart	6,070
16	First State Bank, Vega	6,019
17	State National Bank of Groom	5,050
18	First State Bank, Happy	4,535
19	First National Bank of Seymour	4,089
20	First National Bank of Hale Center	4,070
21	First State Bank, Paint Rock	3,788
22	First National Bank of Odonnell	3,733
23	Security State Bank, Farwell	2,066
24	First National Bank of Amherst	1,099
25	Security Bank - Garland NA	979
	WISCONSIN	
1	State National Bank of Platteville	17,983
2	Citizens National Bank of Darlington	15,951
3	Lancaster State Bank	15,123
4	Farmers & Merchants State Bank, Stanley	14,772
5	Security National Bank of Durand	14,398
6	Citizens State Bank, Loyal	12,585
7	Bank of Athens	11,669
8	Bank of Clear Lake	9,162
9	Bank of Birnamwood	8,781
10	First National Bank in Viroqua	7,316
11	Farmers & Merchants Bank, Greenwood	7,227
12	Pigeon Falls State Bank	6,675
13	Valders State Bank	6,510
14	Bank of Galesville	5,059
15	Bank of South Wayne	4,260
16	Gratiot State Bank	4,147
17	State Bank of Withee	3,958
18	State Bank of Wonewoc	3,928
19	Citizens State Bank, Montfort	3,927
20	Bank of Juda	3,738
21	Waumandee State Bank	3,627
22	Farmers & Merchants Bank, Rudolph	3,413
23	Cambria State Bank, Cambria	2,922
24	Woodhouse & Bartley Bank, Bloomington	2,865
25	Bloomington State Bank	1,826

Top 100 Banks in Agricultural Loan Losses

Bad Farm Loan Ratio, Total Bad Loans, Agricultural Loans, and Total Domestic Loans
March 31, 1986 Compared with March 31, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

		Bad Farm Loan Ratio	Bad Farm Loans	Agricultural Loans			Total Domestic Loans		
		3/31/86	3/31/86	3/31/86	3/31/85	% Chg.	3/31/86	3/31/85	% Chg.
1	State Bank of Waubay, S.D.	37.05	2,154	4,424	5,342	-17.18	5,814	6,919	-15.97
2	Farmers State Bank, Delavan, Minn.	29.12	1,163	2,995	3,611	-17.06	3,994	4,824	-17.21
3	Chokio State Bank, Minn.	25.77	2,624	8,590	10,827	-20.66	10,181	12,734	-20.05
4	Farmers State Bank, Clarissa, Minn.	25.16	3,417	9,614	10,502	-8.46	13,582	14,886	-8.76
5	Wakefield National Bank, Neb.	23.80	1,956	6,942	8,106	-14.36	8,219	10,195	-19.38
6	State National Bank of Platteville, Wis.	22.40	7,010	17,983	18,010	-0.15	31,301	34,704	-9.81
7	Citizens State Bank & Trust Co., Hiawatha, Kan.	20.52	6,525	25,427	27,563	-7.75	31,794	36,628	-13.20
8	Hoxie State Bank, Kan.	18.98	4,928	21,971	23,378	-6.02	25,958	28,227	-8.04
9	Albany State Bank, Mo.	18.34	630	2,335	2,787	-16.22	3,435	3,925	-12.48
10	Farmers State Bank, Maddock, N.D.	18.33	1,545	6,672	7,499	-11.03	8,430	9,402	-10.34
11	First State Bank, Lake Lillian, Minn.	18.05	1,572	6,447	7,322	-11.95	8,709	9,606	-9.34
12	Farmers State Bank, Maywood, Neb.	16.28	1,163	6,335	7,349	-13.80	7,144	8,160	-12.45
13	First National Bank of Tama Cty., Dysart, Iowa	16.28	842	3,960	5,757	-31.21	5,173	7,060	-26.73
14	First State Bank of Forest City, Mo.	15.66	863	3,793	4,499	-15.69	5,511	6,692	-17.65
15	First State Bank of King City, Mo.	14.53	1,612	9,598	10,121	-5.17	11,097	12,490	-11.15
16	First Security Bankunion, Star, Mo.	13.09	553	3,297	4,710	-30.00	4,224	6,213	-32.01
17	First National Bank of Hope, Kan.	12.95	1,708	10,962	10,820	1.31	13,186	13,557	-2.74
18	Anadarko Bank & Trust Co., Okla.	12.32	5,385	27,953	40,796	-31.48	43,707	60,511	-27.77
19	Bloomington State Bank, Wis.	12.28	398	1,826	3,273	-44.21	3,241	5,147	-37.03
20	Newcentury Bank-Thumb, Bad Axe, Mich.	11.96	6,878	22,526	24,012	-6.19	57,505	62,838	-8.49
21	Farmers State Bank, Hart, Tex.	11.59	1,066	6,070	5,917	2.59	9,199	8,830	4.18
22	State Bank of Withee, Wis.	11.11	793	3,958	5,603	-29.36	7,140	9,871	-27.67
23	State Bank of Kenneth, Minn.	10.83	564	4,034	4,584	-12.00	5,207	5,847	-10.95
24	Peoples State Bank, McDonald, Kan.	10.76	404	3,042	3,955	-23.08	3,753	5,110	-26.56
25	Leola State Bank, S.D.	10.56	539	4,335	5,153	-15.87	5,105	6,496	-21.41
26	First National Bank of Rotan, Tex.	10.51	1,301	9,452	8,682	8.87	12,382	12,247	1.10
27	Farmers State Bank, Hosmer, S.D.	10.45	370	2,795	2,735	2.19	3,542	3,504	1.08
28	First Fidelity Bank, Colome, S.D.	10.43	1,015	8,631	9,695	-10.97	9,735	10,576	-7.95
29	Citizens Bank Shelbyville, Mo.	9.97	622	4,309	4,987	-13.60	6,237	6,851	-8.96
30	Citizens State Bank, Montfort, Wis.	9.59	705	3,927	4,658	-15.69	7,350	8,522	-13.75
31	Colorado State Bank, Walsh, Colo.	9.31	932	7,541	6,674	12.99	10,015	9,164	9.29
32	Citizens State Bank of Finley, N.D.	9.31	898	6,781	6,557	3.42	9,641	10,037	-3.95
33	Citizens State Bank, Walnut Grove, Minn.	9.26	593	4,817	5,378	-10.43	6,402	7,520	-14.87
34	First National Bank of Eden, S.D.	9.26	512	4,436	4,793	-7.45	5,528	6,214	-11.04
35	Golden State Bank, Ill.	9.16	281	2,122	2,623	-19.10	3,069	3,703	-17.12
36	Henderson State Bank, Neb.	9.11	430	4,262	5,557	-23.30	4,719	6,338	-25.54
37	Cheyenne County State Bank, St. Francis, Kan.	8.97	1,351	13,139	14,103	-6.84	15,061	16,157	-6.78
38	Security State Bank, Robinson, N.D.	8.97	649	5,601	6,328	-11.49	7,234	8,181	-11.58
39	Camp Grove State Bank, Ill.	8.70	1,043	9,212	10,305	-10.61	11,986	13,702	-12.52
40	Farmers State Bank of Yuma, Colo.	8.52	2,633	17,341	18,244	-4.95	30,900	32,845	-5.92
41	First National Bank of Belde, Neb.	8.44	554	5,938	6,685	-11.17	6,564	7,153	-8.23
42	First National Bank of Geary, Okla.	8.29	733	5,871	5,758	1.96	8,838	7,790	13.45
43	State Bank of Lima, Ill.	8.09	471	3,705	3,883	-4.58	5,823	6,279	-7.26
44	Bank of Downing, Mo.	8.03	200	1,722	1,899	-9.32	2,490	2,839	-12.29
45	First State Bank, Ransom, Kan.	7.40	602	7,028	7,056	-0.40	8,130	8,363	-2.79
46	Ruth State Bank, Mich.	7.29	612	4,853	5,855	-17.11	8,399	9,367	-10.33
47	Farmers & Merchants Bank, Elmo, Mo.	7.14	544	5,697	7,388	-22.89	7,623	9,748	-21.80
48	First National Bank of Otis, Colo.	7.13	630	6,174	6,381	-3.24	8,831	9,763	-9.55
49	Security State Bank of Hunter, N.D.	7.06	520	5,209	4,563	14.16	7,370	6,683	10.28
50	Carroll County Trust Co., Carrollton, Mo.	6.89	1,095	10,989	11,553	-4.88	15,897	16,788	-5.31
51	Citizens State Bank, Petersburg, N.D.	6.60	265	3,281	3,450	-4.90	4,017	4,122	-2.55
52	Kit Carson State Bank, Colo.	6.34	428	4,711	4,224	11.53	6,753	6,416	5.25
53	Farmers State Bank, Carrington, N.D.	6.10	850	10,795	9,742	10.81	13,931	12,918	7.84
54	Custer County State Bank, Arapaho, Okla.	6.10	359	4,023	3,090	30.19	5,890	6,452	-8.71
55	First State Bank of Goodrich, N.D.	6.04	391	5,516	4,987	10.61	6,477	6,322	2.45
56	State Bank of Conger, Minn.	5.94	208	3,123	3,640	-14.20	3,499	4,137	-15.42
57	First National Bank in Okeene, Okla.	5.93	748	9,574	11,227	-14.72	12,615	15,088	-16.39
58	Lancaster State Bank, Wis.	5.84	1,693	15,123	19,001	-20.41	28,990	33,708	-14.00
59	Fulton State Bank, S.D.	5.72	251	3,544	4,056	-12.62	4,388	5,057	-13.23
60	Aredale State Bank, Iowa	5.68	245	3,489	3,068	13.72	4,316	3,824	12.87
61	First State Bank of Gackle, N.D.	5.55	380	5,171	6,106	-15.31	6,842	8,024	-14.73
62	First National Bank of Stratton, Colo.	5.53	709	9,275	9,335	-0.64	12,815	13,401	-4.37
63	Paloma Exchange Bank, Ill.	5.52	309	3,762	4,213	-10.70	5,595	6,821	-17.97
64	State Exchange Bank, Lamont, Okla.	5.50	555	6,843	6,428	6.46	10,084	10,133	-0.48
65	State Bank of Darfur, Minn.	5.49	178	2,381	3,438	-30.74	3,241	4,506	-28.07
66	Citizens Bank Norborne, Mo.	5.48	381	5,043	5,109	-1.29	6,955	7,325	-5.05
67	Farmers Stock Bank, Blackwater, Mo.	5.44	160	2,306	2,484	-7.17	2,940	3,286	-10.53
68	Chemical Bank, Cass City, Mich.	5.41	631	2,977	3,568	-16.56	11,664	11,653	0.09
69	Northwestern State Bank, Hay Springs, Neb.	5.27	687	10,856	10,849	0.06	13,038	12,984	0.42
70	Salisbury Mercantile Bank, Mo.	5.26	973	11,796	14,794	-20.26	18,500	21,401	-13.56
71	Farmers Savings Bank, Shelby, Iowa	5.25	455	6,983	9,373	-25.50	8,669	11,284	-23.17
72	Adrian State Bank, Minn.	5.23	521	7,229	8,915	-18.91	9,956	12,177	-18.24
73	Gibson Savings Bank, Iowa	5.23	408	5,982	7,273	-17.75	7,805	9,381	-16.80
74	Hartwick State Bank, Iowa	5.18	226	3,590	4,027	-10.85	4,366	4,991	-12.52
75	Farmers State Bank, Dupree, S.D.	5.15	596	10,137	8,905	13.83	11,565	10,753	7.55
76	Milledgeville State Bank, Ill.	5.08	660	9,454	11,251	-15.97	12,980	14,942	-13.13
77	First National Bank of Calumet, Okla.	5.06	206	2,687	3,653	-26.44	4,069	5,563	-26.86
78	Bank of Coffey, Mo.	4.96	89	1,204	1,425	-15.51	1,795	2,135	-15.93
79	Security State Bank, Bird City, Kan.	4.94	330	5,330	5,369	-0.73	6,682	6,638	0.66
80	State Bank of Wonewoc, Wis.	4.88	332	3,928	4,183	-6.10	6,810	7,177	-5.11
81	State Bank of Easton, Minn.	4.87	299	4,776	5,245	-8.94	6,145	6,410	-4.13
82	State Bank of Wendell, Minn.	4.85	341	5,028	4,576	9.88	7,034	6,785	3.67
83	Genoa National Bank, Neb.	4.78	618	10,760	10,478	2.69	12,927	12,605	2.55
84	Citizens National Bank of Akron, Colo.	4.71	809	12,096	14,050	-13.91	17,165	20,925	-17.97
85	Bank of Steele, N.D.	4.68	439	7,057	8,345	-15.43	9,388	10,904	-13.90
86	First State Bank, Silverton, Tex.	4.60	537	8,503	8,390	1.35	11,670	11,258	3.66
87	First National Bank in Viroqua, Wis.	4.51	624	7,316	8,011	-8.68	13,823	13,340	3.62
88	Washita Valley Bank, Fort Cobb, Okla.	4.47	563	8,656	7,279	18.92	12,591	12,789	-1.55
89	Farmers & Merchants Bank, Greenwood, Wis.	4.41	643	7,227	7,568	-4.51	14,568	14,750	-1.23
90	Home State Bank, Royal, Iowa	4.37	329	6,064	6,030	0.56	7,523	7,408	1.55
91	First State Bank, Roscoe, S.D.	4.31	321	6,851	6,139	11.60	7,450	6,710	11.03
92	First National Bank of Julesburg, Colo.	4.27	449	6,232	6,271	-0.62	10,512	10,414	0.94
93	Akron State Bank, Mich.	4.25	466	5,331	4,479	19.02	10,952	11,391	-3.85
94	State Bank of Jeffers, Minn.	4.21	230	3,961	4,393	-9.83	5,460	5,682	-3.91
95	First National Bank of Spearville, Kan.	4.04	237	4,823	4,323	11.57	5,864	5,558	5.51
96	Howells Bank, Neb.	3.99	320	6,832	6,578	3.86	8,022	7,969	0.67
97	Grafton State Bank, Neb.	3.95	161	3,578	2,436	46.88	4,072	3,854	5.66
98	Bank of Burlingtonal, Colo.	3.94	426	7,703	7,432	3.65	10,818	10,470	3.32
99	First State Bank of Sharon, N.D.	3.88	254	5,254	5,264	-0.19	6,550	6,190	5.82
100	Peoples State Bank, Summit, S.D.	3.88	182	3,968	4,103	-3.29	4,696	4,859	-3.35
	TOTALS FOR THE 100 BANKS IN FARM LOAN LOSSES	**9.80**	**98,060**	**698,770**	**762,409**	**-8.35**	**1,000,852**	**1,104,096**	**-9.35**

Banks were drawn from the universe of banks with 25% or more of their loans in agriculture in the 13 leading farm states. The states and the 315 banks in this universe are listed on pages 18 and 20. **Data Source:** All data were taken from the federal regulatory report of condition for all insured commercial banks and provided by **ADP's Data Services Division, New York.** ADP adjusts 1985 data for mergers ocurring in 1986. **Bad Loan Ratio** is calculated by dividing bad farm loans by total domestic loans.

Bad farm loans are domestic farm loans to finance agricultural production that are past due 90 days or more and still accruing; plus nonaccruing loans; plus renegotiated, or "troubled" debt. **Agricultural Loans** are the sum of loans secured by farmland plus loans to finance agricultural production and other loans to farmers. **Total Domestic Loans** are total loans and leases net of unearned income that are booked in a bank's domestic offices only.

Summary of Survey Findings

Top 100 Banks in Agricultural Lending

Based on Total Domestic Agricultural Loans Outstanding at all Insured U.S. Banks

Largest Gainers in Farm Loans

(Dollar Amounts in Thousands)

		Farm Loans 3/31/86	Farm Loans 3/31/85	Percent Increase	Ag. Lend. Rank
1	United Bank of Denver NA	122,318	29,460	315.20	19
2	First National Bank of Great Falls, Mont.	48,326	17,193	181.08	46
3	InterFirst Bank Dallas NA	88,685	35,130	152.45	22
4	Lloyds Bank California, Los Angeles	138,073	86,787	59.09	15
5	Comerica Bank - Detroit	32,100	20,710	55.00	85
6	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	123,810	82,443	50.18	18
7	United Bank of Arizona, Phoenix	31,052	20,897	48.60	90
8	MBank Dallas NA	39,441	28,062	40.55	64
9	Peoples National Bank of Washington, Seattle	132,697	96,708	37.21	16
10	Southeast Bank NA, Miami	36,908	27,005	36.67	71

Largest Losers in Farm Loans

(Dollar Amounts in Thousands)

		Farm Loans 3/31/86	Farm Loans 3/31/85	Percent Decrease	Ag. Lend. Rank
1	First Security Nat'l B&T Co., Lexington, Ky.	44,941	116,119	-61.30	52
2	Citibank NA, New York	76,000	158,000	-51.90	29
3	Crocker National Bank, San Francisco	235,638	377,613	-37.60	6
4	Norwest Bank Nebraska NA, Omaha	96,646	151,099	-36.04	21
5	FirsTier Bank NA, Lincoln, Neb.	38,728	60,267	-35.74	66
6	First Bank South Dakota NA, Sioux Falls	166,142	242,507	-31.49	11
7	Continental Illinois Nat'l B&T Co, Chicago	42,412	60,113	-29.45	56
8	Commonwealth National Bank, Harrisburg, Pa.	31,925	44,177	-27.73	86
9	Norwest Bank South Dakota NA, Sioux Falls	171,351	234,271	-26.86	10
10	First National Bank & Trust Co., Oklahoma City	126,597	172,777	-26.73	17

Largest Gainers in Farm Interest Income

(Dollar Amounts in Thousands)

		Farm Inc. 3/31/86	Farm Inc. 3/31/85	Percent Increase	Ag. Lend. Rank
1	McAllen State Bank, Tex.	426	52	719.23	80
2	Adams Bank & Trust Co., Ogallala, Neb.	1,698	508	234.25	55
3	Trustmark National Bank, Jackson, Miss.	486	152	219.74	92
4	United Bank of Arizona, Phoenix	926	364	154.40	90
5	InterFirst Bank Dallas NA	1,102	450	144.89	22
6	Sunwest Bank of Clovis NA, N.M.	1,619	780	107.56	89
7	Dominion Bk Shen. Valley NA, Bridgewater, Va.	2,102	1,250	68.16	33
8	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	3,158	2,080	51.83	18
9	MBank Dallas NA	245	163	50.31	64
10	Comerica Bank - Detroit	696	464	50.00	85

Largest Losers in Farm Interest Income

(Dollar Amounts in Thousands)

		Farm Inc. 3/31/86	Farm Inc. 3/31/85	Percent Decrease	Ag. Lend Rank
1	First Security Nat'l Bk&Tr Co., Lexington, Ky.	46	3,097	-98.51	52
2	American Bank & Trust Co., Reading, Pa.	1,357	4,455	-69.54	34
3	Newcentury Bank-Frankenmuth, Mich.	564	1,294	-56.41	72
4	Norwest Bank Nebraska NA, Omaha	2,027	4,326	-53.14	21
5	First National Bank & Trust Co., Oklahoma City	2,720	5,524	-50.76	17
6	Crocker National Bank, San Francisco	4,674	9,365	-50.09	6
7	Lloyds Bank California, Los Angeles	1,098	2,198	-50.05	15
8	CitiBank NA, New York	2,000	4,000	-50.00	29
9	First Bank South Dakota NA, Sioux Falls	3,789	7,497	-49.46	11
10	Sovran Bank NA, Richmond, Va.	619	1,218	-49.18	48

Largest Bad Farm Loan Ratios

(Dollar Amounts in Thousands)

		Bad Farm Loans 3/31/86	Total Loans Outstand. 3/31/86	Bad Farm Ratio	Ag. Lend. Rank
1	First Bank & Trust Co. of Idaho, Malad City	17,452	44,691	39.05	88
2	Gering National Bank & Trust Co., Neb.	8,825	56,331	15.67	91
3	Farmers National Bank, Webster City, Iowa	7,260	51,519	14.09	83
4	Ida County State Bank, Ida Grove, Iowa	3,651	42,567	8.58	94
5	Newcentury Bank-Frankenmuth, Mich.	14,595	178,078	8.20	72
6	Bankwest NA, Pierre, S.D.	6,229	89,604	6.95	47
7	Guardian State Bank & Trust Co., Alliance, Neb.	3,765	62,527	6.02	50
8	First Bank South Dakota NA, Sioux Falls	47,751	808,199	5.91	11
9	Valley Bank Idaho Falls, Idaho	8,412	178,352	4.72	32
10	First National Bank of Holdrege, Neb.	3,434	75,744	4.53	38

Most Bad Farm Loans Outstanding

(Dollar Amounts in Thousands)

		Bad Farm Loans 3/31/86	Bad Farm Loans 3/31/85	Percent Change	Ag. Lend. Rank
1	Wells Fargo Bank NA, San Francisco	144,476	58,655	146.31	2
2	Security Pacific National Bank, Los Angeles	137,396	113,457	21.10	3
3	Crocker National Bank, San Francisco	85,113	92,849	-8.33	6
4	First Bank South Dakota NA, Sioux Falls	47,751	27,692	72.44	11
5	Norwest Bank Nebraska NA, Omaha	26,311	3,884	577.42	21
6	Valley National Bank of Arizona, Phoenix	25,530	26,448	-3.47	4
7	First Interstate Bank of California, Los Angeles	23,890	20,491	16.59	12
8	Colorado National Bank of Denver	22,017	27,325	-19.43	37
9	United States National Bank, Portland	21,058	6,129	243.58	9
10	Seattle-First National Bank	19,913	11,402	74.64	8

Top 100 Agricultural Banks

For Insured U.S. Banks with 25% or More of Their Loans in Agriculture

10 Largest Gainers in Farm Loans

(Dollar Amounts in Thousands)

		Farm Loans 3/31/86	Total Loans 3/31/85	Percent Increase	Ag. Lend. Rank
1	First National Bank of Odonnello, Tex.	3,733	1,427	161.60	97
2	Grafton State Bank, Neb.	3,578	2,436	46.88	99
3	West Chester Savings Bank, Iowa	4,452	3,085	44.31	84
4	First State Bank, Happy, Tex.	4,535	3,386	33.93	83
5	Deuel County State Bank, Chappell, Neb.	4,256	3,196	33.17	90
6	Anchor Bank, Merriman, Neb.	4,893	3,848	27.16	74
7	Bank of Mullen, Neb.	8,613	6,797	26.72	30
8	First National Bank of Fonda, Iowa	4,957	3,956	25.30	73
9	Haxtun Community Bank, Colo.	7,167	5,744	24.77	40
10	First State Bank Abemathy, Tex.	9,115	7,377	23.56	28

Largest Losers in Farm Loans

(Dollar Amounts in Thousands)

		Farm Loans 3/31/86	Total Loans 3/31/85	Percent Decrease	Ag. Lend. Rank
1	Commercial Bank, Bassett, Neb.	4,859	7,183	-32.35	75
2	First Trust & Savings Bank, Moville, Iowa	4,682	6,768	-30.82	81
3	First National Bank of Utica, Neb.	4,787	6,621	-27.70	78
4	Commercial State Bank, Long Island, Kan.	3,953	5,375	-26.46	94
5	Farmers Savings Bank, Shelby, Iowa	6,983	9,373	-25.50	42
6	Henderson State Bank, Neb.	4,262	5,557	-23.30	89
7	First National Bank of Bayard, Neb.	6,547	8,296	-21.08	53
8	Chokio State Bank, Minn.	8,590	10,827	-20.66	31
9	First National Bank of Newman Grove, Neb.	5,841	7,274	-19.70	62
10	Farmers State Bank, Hawarden, Iowa	10,636	13,242	-19.68	22

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ATMS AT TOP 300 BANKS
— TABLES ON PAGES 30-31

American Banker

The Daily Financial Services Newsp

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STATISTICAL REFERENCE INDEX
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Most Consumers Say Charging For Machine Use Is Unreasonable

By MICHAEL WEINSTEIN

NEW YORK — A majority of consumers think that it is unreasonable for banks to charge them for automated teller machine transactions at a time when more and more banks are levying such fees, according to a survey commissioned by the *American Banker.*

But some bankers think that consumers are willing to pay for the convenience of using the machines. And ATM fees contribute to banks' noninterest income — an increasingly important source of revenue for the industry.

AN American Banker SURVEY

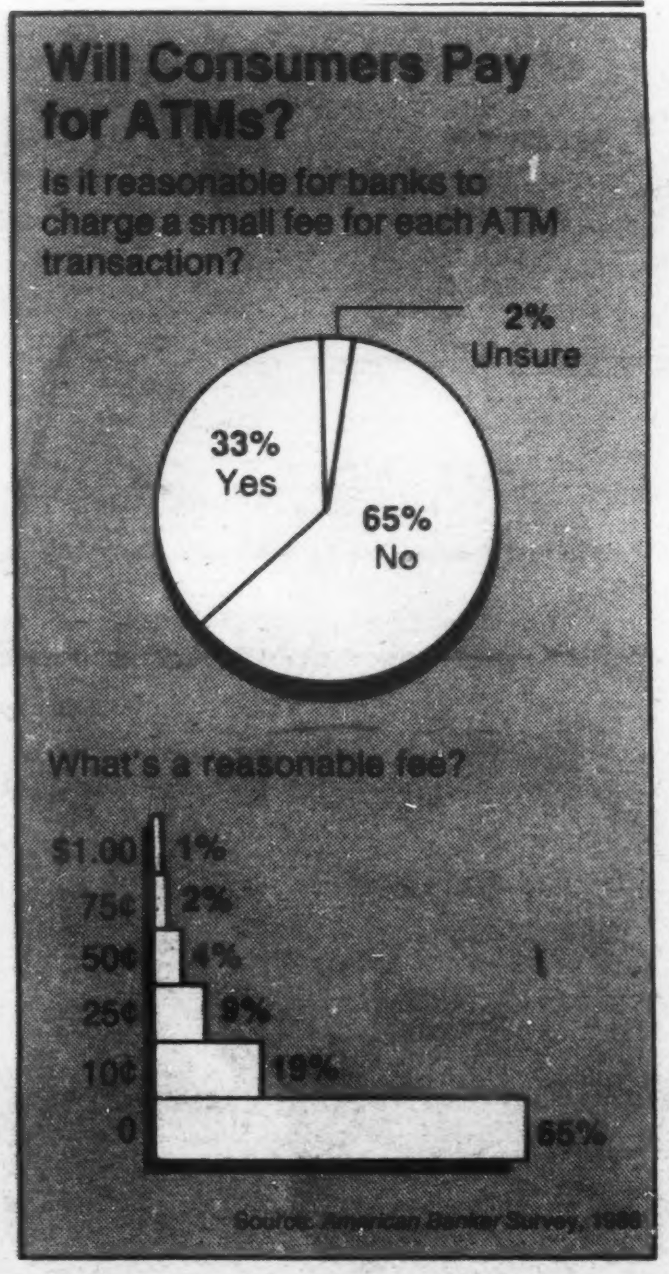
Other bankers, however, oppose ATM fees, saying that the charges will deter customers from using the machines and defeat the purpose of installing the equipment.

The newspaper's third annual survey, "How Consumer America Views the Changing Financial Services Industry," gauged attitudes on a range of issues in the financial services industry. The nationwide telephone survey polled 1,028 adults between May 30 and June 18. It was conducted by Reichman Research Inc., an opinion research firm in New York City and San Francisco.

This is the last in a series of articles on the survey results. Other findings were released in September and October.

"Consumers have proved to be relatively insensitive to pricing of ATM transaction services, within reason," says Douglas D. Anderson, senior vice president at the Philadelphia National Bank. "Financial institutions can indeed do it."

Machine Fees: Page 37 ➼



Will Consumers Pay for ATMs?

Is it reasonable for banks to charge a small fee for each ATM transaction?

What's a reasonable fee?

Source: *American Banker* Survey, 1986

Fed Is Exploring Standard Format For Fund Networks

By TOM FERRIS

NEW YORK — In a potentially significant move for the nation's payment mechanism, the Federal Reserve System is exploring whether it should implement a standard format for transactions over both its Fed Wire funds-transfer system and the automated clearing house network, an agency official said.

Operations/Technology

Such a move would cut down on "confusion" caused by the number of different formats now used on both

Wire Transfers: Page 12 ➼

Are Off-Site ATMs Worth the Effort?

Some Experts Question Value of More Machines in Supermarkets

NEW YORK — Banks have been placing growing numbers of automated teller machines in locations away from bank offices — supermarkets, convenience stores, and gas stations, for example — and more of these installations are planned.

ATMs

But some industry experts question the value of additional off-site or off-premises machines, as they are known.

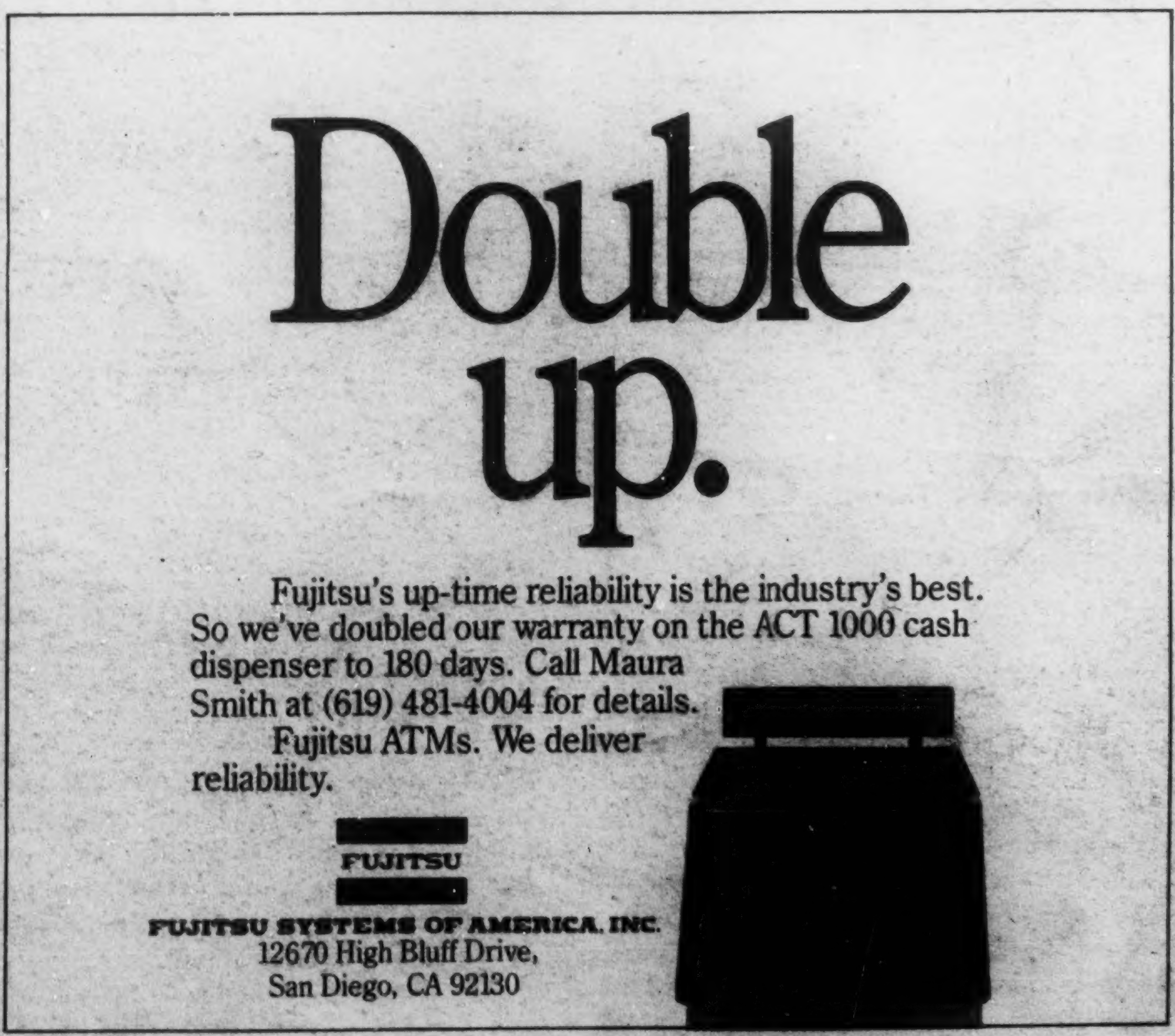
The *American Banker* today ranks the commercial banks with the most ATMs and the most off-premises teller machines on page 39. A table showing the number of teller machines and number of off-site machines for the 300 biggest commercial banks in the country appears on the same page.

Banks began using teller machines around 1970, and they initially installed them mainly in their own branches. But now more than half of new ATM sites under consideration by banks are off bank premises, said Richard N. Speer, president of Speer & Associates Inc., an Atlanta-based consulting firm specializing in electronic banking.

Top ATM Banks Ranked
Pages 30-31

Many banks already have enough

Off-Site: Page 39 ➼



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Automated Teller Machines at the Top 300 Banks

In Geographical Order, Ranked by Deposits on June 30, 1986

Compiled by American Banker Copyright 1986

Rank 6/86		Deposits 6/30/86 ($ millions)	Automated Teller Machines		
			Total	In Offices	Outside Offices
	ALABAMA				
70	AmSouth Bank NA, Birmingham	3,935	74	66	8
91	First Alabama Bank, Montgomery	3,133	68	NA	NA
126	Central Bank of the South, Birmingham	2,228	NA	NA	NA
156	SouthTrust Bank of Alabama NA, Birmingham	1,856	23	20	3
	ALASKA				
300	National Bank of Alaska, Anchorage	874	44	34	10
	ARIZONA				
22	Valley National Bank, Phoenix	8,538	158	148	10
44	First Interstate Bank of Arizona NA, Phoenix	5,333	130	127	3
78	Arizona Bank, Phoenix	3,564	114	94	20
153	United Bank of Arizona, Phoenix	1,876	32	32	0
	CALIFORNIA				
2	Bank of America NT&SA, San Francisco	88,639	1,341	1,164	177
7	Wells Fargo Bank NA, San Francisco	32,583	1,209	1,123	86
8	Security Pacific National Bank, Los Angeles	32,464	634	592	42
12	First Interstate Bank of California, Los Angeles	16,255	359	330	29
32	Union Bank, Los Angeles	6,371	2	2	0
58	California First Bank, San Francisco	4,760	147	142	5
99	Sumitomo Bank of California, San Francisco	2,814	NA	NA	NA
108	Bank of California NA, San Francisco	2,549	0	0	0
123	Lloyds Bank California, Los Angeles	2,370	64	63	1
138	City National Bank, Beverly Hills	2,051	29	29	0
172	Mitsui Manufacturers Bank, Los Angeles	1,684	0	0	0
202	Imperial Bank, Los Angeles	1,387	0	0	0
213	Golden State Sanwa Bank, San Francisco	1,307	25	25	0
219	Mitsubishi Bank of California, Los Angeles	1,237	22	21	1
241	Hibernia Bank, San Francisco	1,092	NA	NA	NA
243	Barclays Bank of California, San Francisco	1,084	63	48	15
247	Bank of the West, San Francisco	1,070	66	61	5
255	Central Bank, San Francisco	1,038	NA	NA	NA
261	San Diego Trust & Savings Bank	1,018	NA	NA	NA
279	Westamerica Bank NA, San Rafael	968	NA	NA	NA
	COLORADO				
146	United Bank of Denver NA	1,964	16	16	0
179	First Interstate Bank of Denver NA	1,591	11	5	6
288	Colorado National Bank, Denver	932	8	8	0
293	Central Bank of Denver	905	NA	NA	NA
	CONNECTICUT				
29	Connecticut Bank & Trust Co. NA, Hartford	6,485	203	119	84
38	Connecticut National Bank, Hartford	5,789	130	107	23
137	Union Trust Co., Stamford	2,060	66	48	18
175	Citytrust, Bridgeport	1,653	NA	NA	NA
180	Colonial Bank, Waterbury	1,591	NA	NA	NA
	DELAWARE				
143	Wilmington Trust Co.	2,004	87	84	3
185	Manufacturers Hanover Bank (Delaware), Wilmington	1,521	NA	NA	NA
215	Chase Manhattan Bank (USA) NA, Wilmington	1,267	NA	NA	NA
227	Bank of Delaware, Wilmington	1,213	29	27	2
244	Morgan Bank (Delaware), Wilmington	1,080	NA	NA	NA
	DISTRICT OF COLUMBIA				
65	Riggs National Bank, Washington, D.C.	4,131	NA	NA	NA
86	American Security Bank NA, Washington, D.C.	3,225	NA	NA	NA
220	National Bank of Washington, D.C.	1,234	35	33	2
235	First American Bank NA, Washington, D.C.	1,131	NA	NA	NA
	FLORIDA				
23	Southeast Bank NA, Miami	8,310	NA	NA	NA
47	Florida National Bank, Jacksonville	5,212	208	132	76
54	First Union National Bank of Florida, Jacksonville	4,972	NA	NA	NA
57	NCNB National Bank of Florida, Tampa	4,788	NA	NA	NA
75	Barnett Bank of South Florida NA, Miami	3,811	54	43	11
77	First Florida Bank NA, Tampa	3,692	129	84	45
113	Sun Bank NA, Orlando	2,483	91	73	18
191	Sun Bank/Miami NA, Miami	1,471	33	24	9
195	Sun Bank/South Florida NA, Fort Lauderdale	1,457	47	47	0
200	Barnett Bank of Palm Beach Cty., West Palm Beach	1,411	26	21	5
206	Barnett Bank of Central Florida NA, Winter Park	1,363	41	36	5
229	Pan American Bank NA, Miami	1,181	NA	NA	NA
234	Barnett Bank of Jacksonville NA	1,152	26	19	7
250	Sun Bank of Tampa Bay, Tampa	1,048	39	37	2
281	First American Bank & Trust, North Palm Beach	964	NA	NA	NA
295	Barnett Bank of Tampa NA	893	27	23	4
	GEORGIA				
28	Citizens & Southern National Bank, Atlanta	6,653	166	131	35
53	First National Bank, Atlanta	4,996	NA	NA	NA
79	Trust Company Bank, Atlanta	3,471	43	38	5
151	Bank South NA, Atlanta	1,884	45	39	6
236	National Bank of Georgia, Atlanta	1,114	NA	NA	NA
	HAWAII				
68	Bank of Hawaii, Honolulu	3,980	NA	NA	NA
100	First Hawaiian Bank, Honolulu	2,806	52	51	1
	IDAHO				
130	Idaho First National Bank, Boise	2,185	32	31	1
197	First Security Bank of Idaho NA, Boise	1,440	22	22	0
	ILLINOIS				
10	First National Bank, Chicago	24,830	45	37	8
11	Continental Illinois Nat'l. Bank & Tr. Co., Chicago	17,166	NA	NA	NA
37	Harris Trust & Savings Bank, Chicago	5,826	10	10	0
61	Northern Trust Co., Chicago	4,449	NA	NA	NA
107	American National Bank & Trust Co., Chicago	2,603	NA	NA	NA
223	Exchange National Bank, Chicago	1,232	5	5	0
254	LaSalle National Bank, Chicago	1,040	5	5	0
	INDIANA				
103	American Fletcher National B&T Co., Indianapolis	2,732	39	35	4
105	Indiana National Bank, Indianapolis	2,703	56	51	5
162	Merchants National Bank & Trust Co., Indianapolis	1,773	42	33	9
285	Summit Bank, Fort Wayne	944	15	6	9
	IOWA				
277	Norwest Bank Des Moines NA	972	15	10	5
	KANSAS				
249	Bank IV Wichita NA	1,052	13	5	8
	KENTUCKY				
110	First National Bank, Louisville	2,529	35	34	1
119	Citizens Fidelity Bank & Trust Co., Louisville	2,426	21	15	6
194	Liberty National Bank & Trust Co., Louisville	1,462	29	28	1
	LOUISIANA				
148	Hibernia National Bank, New Orleans	1,934	NA	NA	NA
170	Whitney National Bank, New Orleans	1,715	0	0	0
177	First National Bank of Commerce, New Orleans	1,638	39	26	13
237	Louisiana National Bank, Baton Rouge	1,111	27	25	2
257	First National Bank, Shreveport	1,036	NA	NA	NA
283	Commercial National Bank, Shreveport	962	NA	NA	NA
	MAINE				
260	Casco Northern Bank NA, Portland	1,018	43	41	2
	MARYLAND				
40	Maryland National Bank, Baltimore	5,617	NA	NA	NA
85	First National Bank of Maryland, Baltimore	3,245	106	77	29
101	Equitable Bank NA, Baltimore	2,802	157	153	4
115	Sovran Bank/Maryland, Bethesda	2,468	116	108	8
147	Union Trust Co., Baltimore	1,939	NA	NA	NA
165	Bank of Baltimore	1,740	30	29	1
228	Citizens Bank & Trust Co., Riverdale	1,207	47	24	23
276	Mercantile-Safe Deposit & Trust Co., Baltimore	972	13	12	1
	MASSACHUSETTS				
15	First National Bank, Boston	14,795	NA	NA	NA
42	Bank of New England NA, Boston	5,379	68	68	0
49	Boston Safe Deposit & Trust Co.	5,092	1	0	1
62	State Street Bank & Trust Co., Boston	4,341	7	7	0
87	Shawmut Bank of Boston NA, Boston	3,219	69	51	18
124	BayBank Middlesex, Burlington	2,279	242	133	109
239	Bank of New England-West NA, Springfield	1,098	13	11	2
258	BayBank Norfolk County Trust Co., Dedham	1,029	NA	NA	NA
268	Shawmut Worcester County Bank NA, Worcester	997	NA	NA	NA
269	Arlington Trust Co., Lawrence	996	18	15	3
	MICHIGAN				
20	National Bank of Detroit	9,057	109	96	13
39	Comerica Bank-Detroit	5,659	242	216	26
55	Manufacturers National Bank, Detroit	4,970	49	45	4
131	Old Kent Bank & Trust Co., Grand Rapids	2,154	41	40	1
161	Michigan National Bank, Detroit	1,780	78	49	29
188	Michigan National Bank, Lansing	1,489	60	37	23
278	Security Bank & Trust Co., Southgate	970	28	26	2
280	Citizens Commercial & Savings Bank, Flint	966	24	16	8
297	First of America Bank-Detroit NA	882	18	17	1
	MINNESOTA				
43	First National Bank, Minneapolis	5,371	NA	NA	NA
72	Norwest Bank Minneapolis NA	3,890	NA	NA	NA
92	First National Bank, St. Paul	3,088	NA	NA	NA
252	Marquette Bank Minneapolis NA	1,046	11	11	0
	MISSISSIPPI				
141	Deposit Guaranty National Bank, Jackson	2,043	27	24	3
155	Trustmark National Bank, Jackson	1,866	21	18	3
	MISSOURI				
93	Mercantile Trust Co. NA, St. Louis	3,068	53	53	0
98	Boatmen's National Bank, St. Louis	2,819	42	39	3
122	Centerre Bank NA, St. Louis	2,390	19	19	0
199	Commerce Bank of St. Louis County NA, Clayton	1,424	49	49	0
217	United Missouri Bank of Kansas City NA	1,242	5	5	0
224	Boatmen's First National Bank, Kansas City	1,230	5	5	0
240	Commerce Bank of Kansas City NA	1,097	NA	NA	NA
296	Mark Twain Bank NA, Ladue	883	NA	NA	NA
	NEBRASKA				
233	Norwest Bank Nebraska NA, Omaha	1,154	NA	NA	NA
294	FirsTier Bank NA, Omaha	898	NA	NA	NA
	NEVADA				
120	First Interstate Bank of Nevada NA, Reno	2,401	87	51	36
246	Valley Bank of Nevada, Las Vegas	1,071	85	38	47
	NEW JERSEY				
33	First Fidelity Bank NA, Newark	6,290	0	0	0
109	Midlantic National Bank, Newark	2,539	103	102	1
118	United Jersey Bank, Hackensack	2,430	NA	NA	NA
132	Midlantic National Bank/North, West Paterson	2,126	20	20	0
150	National Community Bank, Rutherford	1,911	NA	NA	NA
152	New Jersey National Bank, Pennington	1,880	34	31	3
158	Heritage Bank NA, Jamesburg	1,834	NA	NA	NA
173	First Jersey National Bank, Jersey City	1,676	31	27	4
174	Citizens First National Bank, Ridgewood	1,662	NA	NA	NA
187	First Fidelity Bank NA, Burlington Twp.	1,501	38	36	2
203	National State Bank, Elizabeth	1,383	40	39	1
207	Horizon Bank NA, Morristown	1,337	NA	NA	NA
214	First Fidelity Bank NA/North Jersey, Totowa	1,306	NA	NA	NA
216	First National Bank, Toms River	1,250	37	22	15
218	Valley National Bank, Passaic	1,239	NA	NA	NA
248	Princeton Bank, Princeton	1,062	NA	NA	NA
256	Trust Company of New Jersey, Jersey City	1,037	NA	NA	NA
273	Midlantic National Bank/South, Haddonfield	979	NA	NA	NA
287	Summit Trust Co.	938	12	9	3
291	Central Jersey Bank & Trust Co., Freehold	923	6	6	0
299	United Counties Trust Co., Cranford	877	NA	NA	NA
	NEW MEXICO				
210	Sunwest Bank of Albuquerque NA	1,315	NA	NA	NA
	NEW YORK				
1	Citibank NA, New York	96,265	625	NA	NA
3	Chase Manhattan Bank NA, New York	58,911	240	235	5
4	Manufacturers Hanover Trust Co., New York	45,379	227	199	28
5	Morgan Guaranty Trust Co., New York	42,150	0	0	0
6	Chemical Bank, New York	35,187	144	136	8
9	Bankers Trust Co., New York	28,666	NA	NA	NA

Automated Teller Machines at the Top 300 Banks

In Geographical Order, Ranked by Deposits on June 30, 1986

Compiled by American Banker Copyright 1986

Rank 6/86		Deposits 6/30/86 ($ millions)	Automated Teller Machines		
			Total	In Offices	Outside Offices
	NEW YORK (Continued)				
13	Marine Midland Bank NA, Buffalo	15,483	253	195	58
16	Bank of New York	13,780	65	57	8
17	Irving Trust Co., New York	10,811	NA	NA	NA
18	Republic National Bank, New York	10,724	6	6	0
24	National Westminster Bank USA, New York	8,146	97	92	5
56	Bank of Tokyo Trust Co., New York	4,797	7	7	0
60	European American Bank, New York	4,629	26	26	0
81	Israel Discount Bank, New York	3,433	0	0	0
82	Chase Lincoln First Bank NA, Rochester	3,400	156	126	30
84	Citibank (New York State) NA, Rochester	3,288	NA	NA	NA
94	Fuji Bank & Trust Co., New York	2,950	NA	NA	NA
96	Norstar Bank of Upstate NY, Albany	2,865	23	23	0
111	Bank Leumi Trust Co., New York	2,508	12	12	0
112	Industrial Bank of Japan Trust Co., New York	2,491	0	0	0
133	United States Trust Co., New York	2,093	NA	NA	NA
135	Manufacturers & Traders Trust Co., Buffalo	2,071	44	35	9
160	Barclays Bank of New York NA	1,789	NA	NA	NA
171	Key Bank NA, Albany	1,690	16	16	0
176	J. Henry Schroder Bank & Trust Co., New York	1,648	0	0	0
189	Long Island Trust Co. NA, Garden City	1,480	1	1	0
196	Norstar Bank, Rochester	1,455	NA	NA	NA
225	Norstar Bank of Long Island, Hempstead	1,221	9	9	0
231	Norstar Bank NA, Buffalo	1,172	20	20	0
238	Key Bank of Central New York, Syracuse	1,098	8	8	0
251	Amalgamated Bank, New York	1,048	0	0	0
284	Daiwa Bank Trust Co., New York	947	0	0	0
	NORTH CAROLINA				
21	NCNB National Bank of North Carolina, Charlotte	8,806	104	94	10
25	Wachovia Bank & Trust Co. NA, Winston-Salem	7,989	NA	NA	NA
31	First Union National Bank, Charlotte	6,454	128	121	7
116	First-Citizens Bank & Trust Co., Raleigh	2,461	75	73	2
117	Branch Banking & Trust Co., Wilson	2,445	61	55	6
201	United Carolina Bank, Whiteville	1,399	NA	NA	NA
205	Southern National Bank, Lumberton	1,372	NA	NA	NA
253	Central Carolina Bank & Trust Co. NA, Durham	1,042	NA	NA	NA
	OHIO				
48	Huntington National Bank, Columbus	5,101	134	132	2
50	AmeriTrust Co. NA, Cleveland	5,091	140	131	9
67	Society National Bank, Cleveland	3,981	131	115	16
80	BancOhio National Bank, Columbus	3,444	NA	NA	NA
83	National City Bank, Cleveland	3,293	121	110	11
127	Bank One Columbus NA	2,222	62	43	19
134	Toledo Trust Co.	2,093	46	41	5
163	Central Trust Co. NA, Cincinnati	1,771	79	33	46
166	Fifth Third Bank, Cincinnati	1,738	69	49	20
182	First National Bank, Cincinnati	1,571	36	27	9
184	First National Bank, Akron	1,535	39	38	1
190	Society Bank NA, Dayton	1,477	59	42	17
204	Bank One Dayton NA	1,383	52	38	14
242	Bank One of Eastern Ohio NA, Youngstown	1,089	30	25	5
245	Bank One Cleveland NA	1,077	34	34	0
266	Society Bank of Eastern Ohio NA, Canton	1,006	35	32	3
275	Provident Bank, Cincinnati	973	63	25	38
	OKLAHOMA				
178	Liberty National Bank & Trust Co., Oklahoma City	1,627	57	7	50
211	Bank of Oklahoma Tulsa NA	1,312	41	11	30
262	First National Bank & Trust Co., Tulsa	1,015	5	3	2
265	First National Bank & Trust Co., Oklahoma City	1,006	NA	NA	NA
	OREGON				
46	United States National Bank, Portland	5,239	272	111	161
63	First Interstate Bank of Oregon NA, Portland	4,254	120	110	10
	PENNSYLVANIA				
14	Mellon Bank NA, Pittsburgh	15,199	665	304	361
30	Pittsburgh National Bank	6,459	86	74	12
35	Philadelphia National Bank	6,178	69	61	8
45	Fidelity Bank NA, Malvern	5,303	NA	NA	NA
52	Meridian Bank, Reading	5,032	131	92	39
69	Provident National Bank, Philadelphia	3,959	94	79	15
74	First Pennsylvania Bank NA, Philadelphia	3,876	72	67	5
88	Mellon Bank (East) NA, Philadelphia	3,208	228	88	140
114	Continental Bank, Norristown	2,479	27	25	2
129	Hamilton Bank, Lancaster	2,189	40	34	6
154	Equibank, Pittsburgh	1,875	38	37	1
164	Union National Bank, Pittsburgh	1,753	60	54	6
	PENNSYLVANIA (Continued)				
169	Industrial Valley Bank & Trust Co., Philadelphia	1,716	NA	NA	NA
181	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,576	35	19	16
192	Dauphin Deposit Bank & Trust Co., Harrisburg	1,467	18	17	1
221	First Eastern Bank NA, Wilkes-Barre	1,234	23	22	1
226	Merchants Bank NA, Allentown	1,216	32	27	5
230	Commonwealth National Bank, Harrisburg	1,172	32	NA	NA
272	First Seneca Bank, Butler	982	29	25	4
289	Gallatin National Bank, Uniontown	931	33	29	4
290	United Penn Bank, Wilkes-Barre	930	18	14	4
298	Pennbank, Warren	879	NA	NA	NA
	PUERTO RICO				
76	Banco Popular de Puerto Rico, San Juan	3,752	107	62	45
136	Banco de Ponce	2,067	41	33	8
259	Banco de Santander-Puerto Rico, Hato Rey	1,019	NA	NA	NA
274	Banco Central Corp., Hato Rey	975	13	13	0
	RHODE ISLAND				
64	Fleet National Bank, Providence	4,205	42	41	1
140	Rhode Island Hospital Trust Nat'l. Bank, Providence	2,044	34	32	2
	SOUTH CAROLINA				
90	South Carolina National Bank, Columbia	3,138	126	115	11
106	Citizens & Southern National Bank, Charleston	2,641	105	77	28
167	NCNB South Carolina, Columbia	1,728	54	46	8
270	First Union Bank of South Carolina, Greenville	995	39	32	7
	SOUTH DAKOTA				
142	Citibank (South Dakota) NA, Sioux Falls	2,014	0	0	0
212	Norwest Bank South Dakota NA, Sioux Falls	1,310	16	8	8
292	First Bank of South Dakota NA, Sioux Falls	917	14	13	1
	TENNESSEE				
73	First Tennessee Bank NA, Memphis	3,887	102	83	19
145	Third National Bank, Nashville	1,988	NA	NA	NA
157	First American National Bank, Nashville	1,840	23	18	5
159	Commerce Union Bank, Nashville	1,819	29	16	13
198	Union Planters National Bank, Memphis	1,426	67	36	31
282	National Bank of Commerce, Memphis	963	NA	NA	NA
	TEXAS				
19	RepublicBank Dallas NA	10,026	14	8	6
34	Texas Commerce Bank NA, Houston	6,276	5	4	1
51	MBank Dallas NA	5,039	NA	NA	NA
59	InterFirst Bank Dallas NA	4,638	13	11	2
66	First City National Bank, Houston	4,026	NA	NA	NA
89	MBank Houston NA	3,205	NA	NA	NA
97	Allied Bank of Texas, Houston	2,831	4	4	0
139	Texas American Bank/Fort Worth NA	2,050	18	4	14
168	RepublicBank Houston NA	1,726	8	8	0
186	Frost National Bank, San Antonio	1,509	4	4	0
222	InterFirst Bank Austin NA	1,233	19	4	15
263	InterFirst Bank Fort Worth NA	1,014	3	3	0
264	NBC Bank-San Antonio NA	1,011	4	4	0
267	Texas Commerce Bank-Austin NA	1,005	NA	NA	NA
286	Laredo National Bank	940	4	2	2
	UTAH				
128	First Security Bank of Utah NA, Ogden	2,221	41	32	9
149	Zions First National Bank, Salt Lake City	1,914	39	32	7
	VIRGINIA				
26	Sovran Bank NA, Richmond	7,764	185	165	20
41	United Virginia Bank, Richmond	5,401	133	129	4
71	Bank of Virginia, Richmond	3,912	89	77	12
95	Central Fidelity Bank, Richmond	2,893	43	43	0
121	Dominion Bank NA, Roanoke	2,400	33	25	8
125	First American Bank of Virginia, McLean	2,254	70	70	0
193	First Virginia Bank, Falls Church	1,465	39	38	1
271	Jefferson National Bank, Charlottesville	989	18	15	3
	WASHINGTON				
27	Seattle-First National Bank	7,206	NA	NA	NA
36	Rainier National Bank, Seattle	5,987	142	129	13
102	First Interstate Bank of Washington NA, Seattle	2,749	NA	NA	NA
144	Peoples National Bank, Seattle	1,990	29	29	0
208	Puget Sound National Bank, Tacoma	1,325	NA	NA	NA
209	Old National Bank, Spokane	1,319	NA	NA	NA
	WISCONSIN				
104	First Wisconsin National Bank, Milwaukee	2,709	33	22	11
183	M & I Marshall & Ilsley Bank, Milwaukee	1,537	26	16	10
232	Marine Bank NA, Milwaukee	1,170	25	10	15

Shared Networks Boost Popularity of Off-Site Teller Machines

Continued from Page 1

ATMs in their branches and are looking for ways to make banking more convenient for their customers. The development of shared teller machine networks has also boosted the popularity of off-site machines.

A shared teller machine network allows customers of one institution to use the ATMs of another institution.

Off-site machines become more practical when a majority of consumers in a given area can use them rather than only customers of a single institution.

There are now about 14,700 off-premises teller machines in the United States, up from some 14,000 last year, according to *Bank Network News*, an industry newsletter in Chicago. The newsletter estimates that there are now a total of 64,000 ATMs in the country.

California First Bank in San Francisco recently teamed up with Gtel, a subsidiary of GTE Corp., to bring up about 200 ATMs in Safeway supermarkets.

"The machines are heavily populated in Los Angeles and San Francisco, and it really extends our presence significantly," said Charles Pedersen, deputy manager and senior vice president at Calfirst's operations division in San Diego. The bank has 135 branches statewide, including 48 in Los Angeles and 37 in San Francisco.

"The big selling point of supermarkets, besides the obvious convenience, is the security," Mr. Pedersen said.

Off-Site: Page 41

Top ATM Banks *

Bank	Total ATMs	Off-premise ATMs
Bank of America, San Francisco	1,341	177
Wells Fargo Bank, San Francisco	1,209	86
Mellon Bank, Pittsburgh	665	361
Security Pacific National Bank, Los Angeles	634	42
Citibank, New York	625	N.A.
First Interstate Bank of California, Los Angeles	359	29
Mellon Bank (East), Philadelphia	296	140
United States National Bank, Portland, Ore.	272	161
Marine Midland Bank, Buffalo, N.Y.	253	58
Chase Manhattan Bank, New York	240	5
BayBank Middlesex, Burlington, Mass.	242	109
Comerica Bank, Detroit	242	26
Manufacturers Hanover Trust Co., New York	227	28
Florida National Bank, Jacksonville	208	76

* As of June 30, 1986, based on an American Banker survey of the biggest 300 commercial banks ranked by deposit size.

Top Banks Ranked by Number of Off-Premise ATMs *

Bank	Off-premise ATMs
Mellon Bank NA, Pittsburgh	361
Bank of America, San Francisco	177
United States National Bank, Portland, Ore.	161
Mellon Bank (East) NA, Philadelphia	140
BayBank Middlesex, Burlington, Mass.	109
Wells Fargo Bank, San Francisco	86
Connecticut Bank & Trust Co., Hartford	84
Florida National Bank, Jacksonville	76
Marine Midland Bank, Buffalo, N.Y.	58
Liberty National Bank & Trust Co., Oklahoma City	50

* As of June 30, 1986, based on an American Banker survey of the biggest 300 commercial banks ranked by deposit size.

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(1.) How would you **change** the survey's articles and tables?

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(2.) How useful did you find the consumer reaction to automated teller machine usage fees?

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(3.) What do you like **best** about the survey?

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(4.) What do you like **least** about the survey?

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(5.) **How** do you use this information in your work?

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(6.) What **new** survey information would you like to see?

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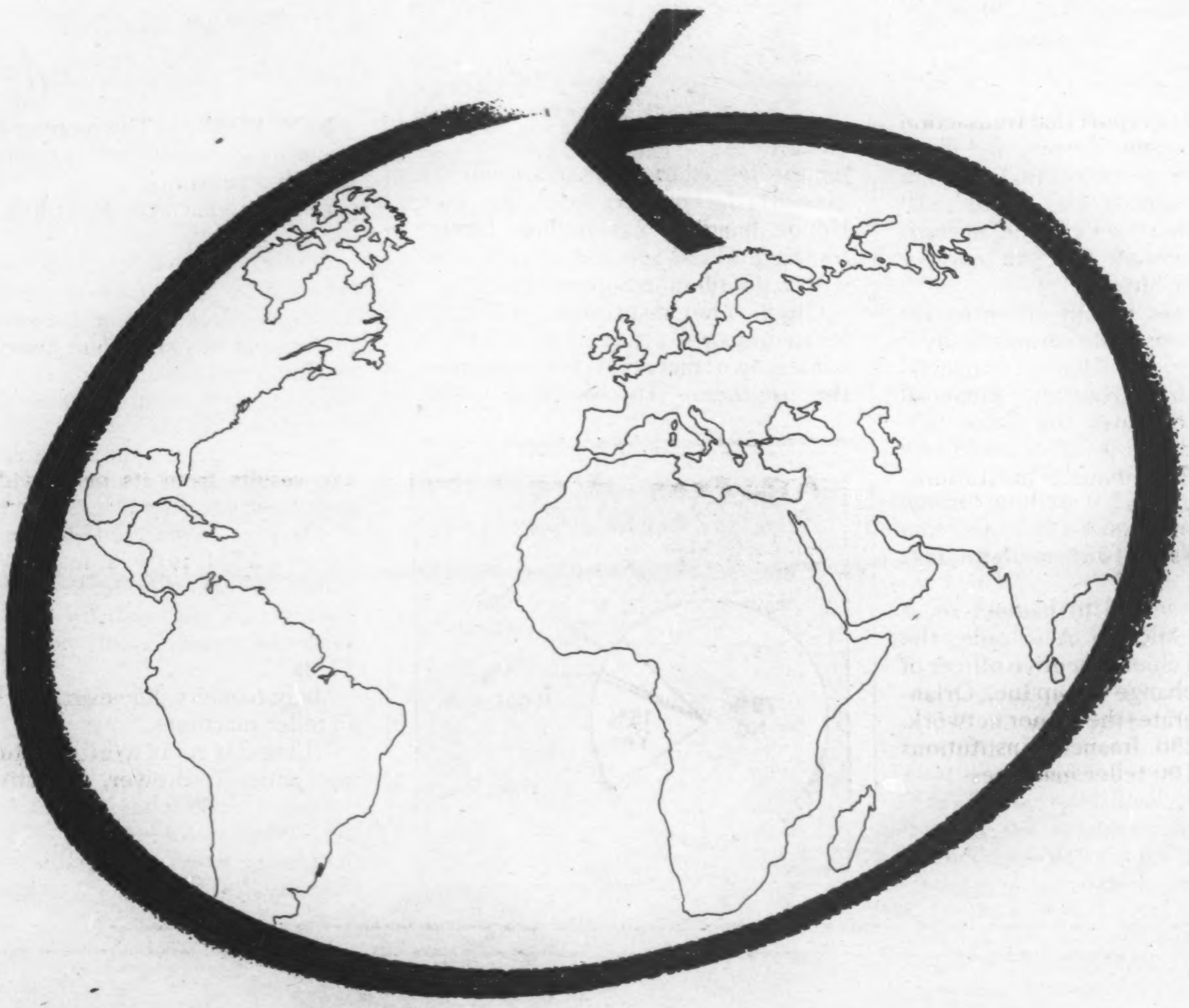

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Off-Site . . .

Continued from Page 39

Supermarkets, along with convenience stores and gas stations, have been the most popular locations for off-site machines.

Citicorp recently acquired a struggling network of teller machines in supermarkets around New York City, and the holding company plans to expand the system significantly.

Several banks with large numbers of off-premises ATMs said the machines are a good way to provide more convenient service to customers.

"We always viewed this as a method of enhancing our distribution system for the convenience of our customers," said Raymond G. Theriault, manager of delivery systems at Mellon Bank (East) in Philadelphia. Almost half of Mellon's 300 or so ATMs are located off site, many at 7-Eleven convenience stores in southeastern Pennsylvania.

But many bankers are hard-pressed to justify the machines financially.

"It's very difficult, I think, to cost-justify an ATM, period," said Chris Farrell, vice president at Security Pacific National Bank in Los Angeles. "We look at an ATM as a means of delivering service."

This year, Security Pacific is installing only two or three off-site teller machines and is finishing installing its "first wave" of off-premises ATMs, Mr. Farrell said.

"I don't see where the payoff is," said Charles G. Raphael, vice president and head of electronic banking at National Bank of Detroit, and formerly of the bank's controller's office.

The ability to make money off these ATMs depends on the existence of a shared network and heavy usage by other banks' customers.

Every time a bank's cardholder uses another bank's ATM, the card-issuing bank must pay the ATM-owning bank a fee, usually 50 cents to 75 cents. These are called foreign or interchange transactions.

If a bank handles more interchange transactions on its own machines than its customers perform at other institutions' machines, the bank can generate a revenue stream from its teller machines.

"There are very few [banks] that have positive interchange, and there are even fewer that are making any money at it," Mr. Speer said.

But off-site machines have paid off at Connecticut Bank & Trust Co. in Hartford, which has installed about 40% of its 200 machines away from bank branches, said Mark J. Formica, executive vice president.

"The revenue stream is not strategically critical to the profitability of the bank," Mr. Formica said. "It does throw off mid-six figures in terms of the type of revenue we would be generating."

And the lure of interchange fees has prompted the First National Bank of Commerce in New Orleans to consider moving some of its ATMs from branches to off-site locations, said Del R. Tonguette, vice president at First National.

The bank will be operational early next year on Cirrus System Inc., the nationwide ATM network. And the bank hopes to generate a revenue stream from tourists and traveling business people using the bank's machines.

"Cirrus does believe that some of the ATMs we have down here are going to be some of the highest volume locations in the nation," Mr. Tonguette said.

Mr. Speer estimated that an off-premises machine is justified only if it can generate at least 8,000 monthly transactions.

But at Connecticut Bank & Trust, an off-site cash dispenser — which is cheaper to operate than a full-function ATM that takes deposits — can break even at 5,000 monthly transactions and make money at 6,000 or 7,000 transactions, Mr. Formica said.

And at Calfirst, the teller machine program in Safeway stores will break even if the cash dispensers, which do not take deposits, handle 3,000 monthly transactions, Mr. Pedersen said. "Deposit-taking adds a big expense to remote ATMs."

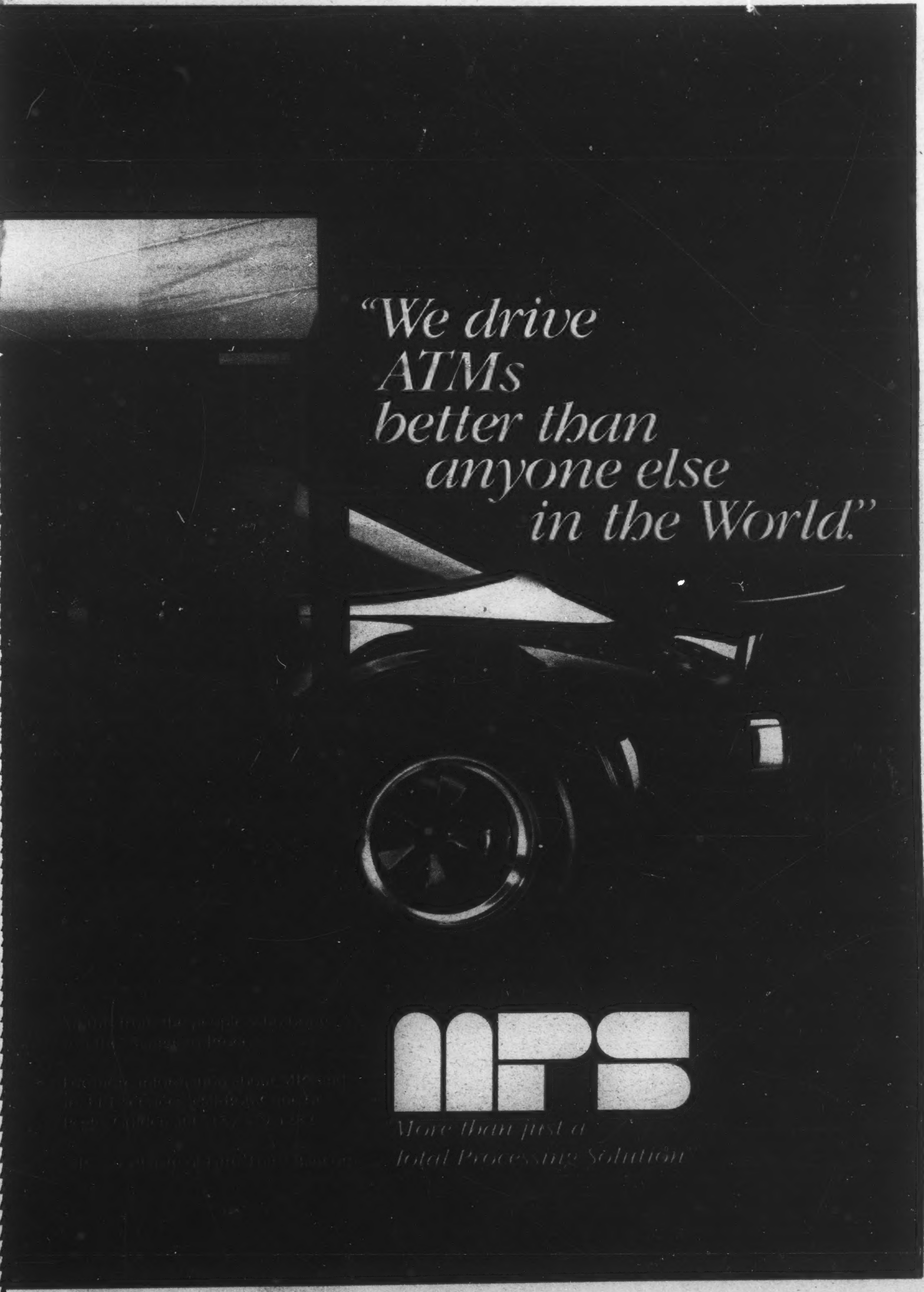
Off-premises machines in heavily trafficked locations are also a good advertising medium, some bankers said. These machines "are absolutely fantastic billboards," said Tim Ballinger, vice president at Central Trust Co. in Cincinnati, which installed its first off-site ATM in a Kroger supermarket in 1973.

Many of the good off-premises sites are already taken, Mr. Speer said. And some bankers are worried that in the long run, point-of-sale systems will threaten off-premises ATMs.

Point-of-sale systems let customers buy goods in stores with debit cards — the same cards they use in ATMs — and some merchants offer cardholders the option of getting cash back with a purchase. The amount of cash given to the customer is debited to his or her account at the time of the purchase.

Lucky Stores Inc., Dublin, Calif., is offering customers up to $200 cash back at its supermarkets as part of its participation in Interlink, the state's point-of-sale network. "Is it better to do that than use an ATM?" Mr. Pedersen asked.

— Michael Weinstein



CBS Leaves Trintex, Videotex Joint Venture With IBM and Sears

CHICAGO — IBM Corporation and Sears, Roebuck and Co. said they would become equal partners in Trintex following a decision by CBS to withdraw from the enterprise.

Trintex was formed by the three companies in February 1984 to develop and market a nationwide transaction and information network accessible through personal computers.

The action by CBS, agreed to by IBM and Sears, was said based on reassessment of CBS' priorities. It does not affect Trintex's operations or plans.

The television network's experiment in videotex began more than five years ago when it launched a venture with AT&T. Shortly after a nine-month pilot that delivered news, banking services and other informational databases to a small group of upscale New Jersey residents ended, CBS went into the partnership with IBM and Sears.

The Trintex service, one of several long-delayed videotex ventures planned by a number of major corporations, is expected to be commercially available within two years, IBM, Sears and CBS said in a news realease. Subscribers will be able to perform two-way transactions such as shopping and banking, exchange messages and access information and education services. ■

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CalFed Widens Insurance Pro

Thrift's Move Comes in Wake of Industry Shakeout

By NINA EASTON

West Coast Bureau

LOS ANGELES — CalFed Inc., the nation's fifth largest nondiversified thrift holding company, has formed a syndicate on the Chicago Insurance Exchange to sell property and casualty insurance coverage in partnership with a Lloyd's of London underwriter.

The move, which will be revealed to shareholders in CalFed's third-quarter report this week, is a rare one in the thrift industry. Property and casualty insurance is a risky business, and CalFed's action comes in the wake of a massive shakeout in that industry.

"I believe the risks are controllable by the underwriting, and the returns are very good," George P. Rutland, CalFed's president and chief executive officer, said in an interview. CalFed owns California Federal Savings, the nation's fourth largest S&L.

For CalFed, which has more than $20 billion in assets, the move signals a long-awaited further reach into the insurance business. Since 1984, the thrift concern has been in the life insurance business through Beneficial Standard Life Insurance Co., which operates in 42 states.

CalFed's Chicago deal is "unusual," said Allan Bortel, a thrift analyst with Shearson Lehman Brothers Inc. in San Francisco. "But it is not inconsistent with their long-term strategy."

CalFed's entry into the insurance business, moreover, is not expected to stop at Chicago. Mr. Rutland confirmed that, since forming the Chicago syndicate, CalFed has been eyeing the London insurance market.

"Yes, we are exploring ways in which we can do more business of a similar nature, and London is a possibility," Mr. Rutland said.

CalFed: Page 23 ➛

See a Letup In '80s Slide

By ANDREA BENNETT

Midwest Bureau

Agricultural Lending

NASHVILLE — After watching their financial condition decline for most of the 1980s, farm lenders think they see the first letup in that slide. Although no one expects the problems to disappear, in the coming year for the first time they are not expected to get much worse.

"The expectation is that farm loan problems continue to be serious, but are not getting much worse," William McD. Herr, a professor of agribusiness economics at Southern Illinois University, Carbondale, Ill., said at the American Bankers Association's annual agricultural bankers conference here.

According to preliminary results of a survey of about 600 farm bankers con-

Letup: Page 23 ➛

One of Biggest Bank Software Vendors Even Bigger in Service

'We are heavily involved in planning, installation, and conversions.'

Jon T. Blankmeyer
President
Software Alliance

By DAVID O. TYSON

BERKELEY, Calif. — Unlike its competitors in the market for core application systems for big banks, Software Alliance Inc. has no Wall Street analysts writing reviews about it.

The company differs from competitors in other respects, too. It gets more revenue from services than from software sales, markets only a few products of its own, and spends other people's money on development.

Analysts leave it alone because Software Alliance is a subsidiary of the privately owned Teknekron Industries Inc. and neither firm's stock trades publicly. Both are based in this university town overlooking San Francisco Bay.

Only three years old as a stand-alone entity, the company may be unknown to investors and ignored by analysts. But bankers know it: Software Alliance has systems installed at 90 bank sites and ranks second behind Hogan Systems Inc. in primary application software in banks with at least $1 billion in assets.

Jon T. Blankmeyer, the president, says Software Alliance products are operating in six of the 10 largest banks in the country.

"We are by far the leader in terms of installed full deposit systems," he said in an

Software: Page 22 ➛

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BACKPAGE

First Union Dangles Carrots in Front of All Employees, Not Just Executives, to Get the Most Out of Its Team

By PETER MANTIUS

ATLANTA — When Edward E. Crutchfield Jr. was a junior officer at First Union Corp., Charlotte, N.C., the bond trading department didn't want to let him go because he was making too much money for the company.

His annual salary was $7,200 and he wasn't eligible for incentive pay. He wanted out.

Years later, after Mr. Crutchfield had risen to president of First Union National Bank, a bond trader who earned $100,000 a year made $12 million for the bank. Mr. Crutchfield called the man into his office and paid him a $600,000 bonus.

Today, First Union Corp. probably relies on incentive pay more than any other major U.S. bank holding company, said Mr. Crutchfield, now chairman and chief executive officer of the company. While most banks offer incentives to executives, Mr. Crutchfield said First Union wants to put everyone in the company on incentives.

"We're not a job-for-life company," he said. "If you go for two years without a bonus, you're probably about to be fired."

Emphasis on incentives apparently is paying off.

For the first nine months of 1986, First Union was No. 1 among big Southeast banking companies in return on equity (19.45%), return on assets (1.25%), loan chargeoffs to net loans (.19%), and allowance for loan losses to loans (1.73%).

That performance came in the midst of an 18-month merger binge that has more than tripled the Charlotte company's assets and given it big shares of the markets in Florida, Georgia, and South Carolina.

In early 1985, First Union was North Carolina's third largest banking company with assets of about $7 billion. If all pending acquisitions were complete, the company now would have assets of $25 billion.

We're not a job-for-life company. If you go for two years without a bonus, you're probably about to be fired.

— Edward E. Crutchfield Jr.
Chairman, Chief Executive Officer
First Union Corp.

Its main acquisitions have been the Northwestern Financial Corp., Greensboro, N.C., $3 billion in assets; Atlantic Bancorp., Jacksonville, Fla., $4.6 billion in assets; First Bankers Corporation of Florida, Pompano Beach, $1.3 billion in assets; Southern Bancorp., Greenville, S.C.; $1.1 billion in assets; and First Railroad & Banking Company of Georgia, Augusta, $3.8 billion in assets.

Immediately after closing the First Railroad deal earlier this month, First Union renamed the company First Union Corporation of Georgia and shifted its headquarters from Augusta to Atlanta.

To oversee the far-flung parent company, Mr. Crutchfield relies on a six-man management committee with four representatives from North Carolina and one each from Florida and Georgia.

Mr. Crutchfield said he expected the pace of merger activity in the Southeast to slow down now because the stock prices of the potential acquirers are about 20% below their 1986 highs.

But he said unrestricted interstate banking is probably only three to five years away. When it comes, he said, there may be mergers between regions "on a scale that could rival the big oil mergers."

Although big southeastern banks have been rumored to be considering buying struggling Texas banks, Mr. Crutchfield said First Union couldn't legally complete such a deal.

Texas law permits acquisitions by banks from anywhere in the country. However, under laws in North Carolina, South Carolina, Georgia, and Florida, banks that have taken advantage of that region's reciprocal laws are prohibited from expanding outside the region, according to some legal experts. Before any southeastern bank could buy a Texas bank, laws would have to be amended in each state in which a potential southeastern acquirer operates.

In an interview after a speech to the Southern Business Administration Association in Atlanta, Mr. Crutchfield said he wasn't actively trying to get the southeastern laws amended, but he said he wouldn't be surprised to see the changes made early next year.

Mr. Crutchfield said that while southeastern interstate banking laws were designed to protect the region's banks from potential acquirers in New York, California, and Texas, "we may have built the walls so high we can't get out."

He said First Union is considering moves into the insurance and consumer finance industries and said it had considered, then rejected, the idea of bidding for Charles Schwab & Co., BankAmerica Corp.'s discount brokerage subsidiary.

Meanwhile, the company is trying to get its group of products out to its newly acquired subsidiaries. The Georgia company will beef up its leasing and discount brokerage business and a television advertisement used in Florida will soon begin airing in Georgia. ■

Stock Thrifts Turn to Compensation Plans to Keep Managers

By JEFFREY MARSHALL

Publicly held thrifts are turning to increasingly sophisticated compensation strategies — including incentive plans — to reward and retain key managers, says a California-based management consulting group that has published a new survey of compensation at stock-issuing thrifts.

Stock options are among the incentive methods that public companies of all kinds have turned to in recent years, but mutually owned associations have no recourse to such strategies.

"It's fair to say that stock companies have options open to them that mutual companies do not," said Jon Rosenbaum, an associate at MCS Associates and the author of the survey.

MCS, based in Newport Beach, Calif., has a number of major thrift clients. It released its findings on Nov. 10 in San Francisco at the annual convention of the U.S. League of Savings Institutions.

In the survey, which MCS says is the first of its kind, composite compensation strategies and figures were compiled for 160 publicly held thrifts. Mr. Rosenbaum said that there may be as many as 220 such thrifts, but that some companies are traded only regionally or "simply don't show up in the literature."

Data for the survey covers the years 1984 and 1985 and was obtained from proxy statements.

The U.S. League publishes a comprehensive study of industry compensation practices but does not separate out publicly traded thrifts. Mr. Rosenbaum said MCS hopes to update this new survey each year.

Chief executives were the biggest beneficiaries of their companies' largesse, the study found. Their cash compensation rose an average of 14% in 1985 over the previous year. Lesser executives fared less well, with the second highest paid executives at the largest thrifts surveyed — those with $2.5 billion or more in assets — actually getting 1% less, on average, than in 1985.

Cash Compensation of Highest Paid Thrift Executives

	Under $200M		$200M to $499M		$500M to $999M		$1B to 2.499B		$2.5B & over	
		Change		*Change*		*Change*		*Change*		*Change*
Thrifts Grouped by Total Assets	1985	*1984-5*	1985	*1984-5*	1985	*1984-5*	1985	*1984-5*	1985	*1984-5*
Highest Paid Executive	$142,106	NA	$287,901	NA	$289,193	NA	$905,190	NA	$3.96M	NA
Highest Paid Executive, Median	82,482	9%	130,288	31%	157,341	9%	232,588	13%	372,484	12%
2d Highest Paid, Median	NA		88,704	15%	103,592	15%	160,941	18%	252,831	-1%
3d Highest Paid, Median	NA		76,031	-7%	87,398	14%	111,600	13%	180,161	27%
Avg. Total Assets (in thousands)	168,227	13%	334,411	12%	733,053	13%	1,581,579	15%	7,550,951	8%
Number of thrifts	6		28		44		42		40	

Source: MCS Associates.

Total 1985 cash compensation for the highest paid executive in each size category ranged from $142,106 in the group with less than $200 million in assets to $3.96 million in the group with more than $2.5 billion. Eight percent of the institutions paid their top executive $500,000 or more last year, and 35% paid the top person $250,000 or more.

While 95% of thrifts are using incentive compensation, an increasing number are using a combination of annual and long-term plans. That growth was most evident at the largest thrifts, where 72.5% are using some kind of combination; in contrast, only 46.4% of thrifts with between $200 million and $499 million in assets used such a combination.

The largest thrifts also were most likely to tie incentive payments to specific performance and strategic goals, while the smallest group was most likely to make awards that were not linked to any concrete criteria, MCS found.

This latter type of plan, identified in the survey as a discretionary plan, proved surprisingly popular at thrifts with between $1 billion and $2.5 billion, however. Nineteen percent of these thrifts used that form, more than any other type of plan.

Mr. Rosenbaum said he had no ready explanation for this anomaly, adding that "it's a bit unusual in terms of the trends."

While three-fourths of the thrifts in the survey paid cash for annual awards, only 10% — 19% more than in 1984 — were using a combination of cash and elective deferral of cash payments.

In other findings:

- Stock options plans are the most popular form of long-term incentive plan, with 88.8% of all companies using some form of stock options in 1985. At the largest thrifts, the figure was 97.5%.
- Use of stock appreciation rights in conjunction with stock options is becoming increasingly popular. Use of such plans rose to 45.6% of all thrifts in the survey last year, up 17.6% from 1984.
- Reflecting the merger mania sweeping the nation, an increasing number of thrift executives are being given employment contracts with takeover clauses. The percentage of thrifts offering such arrangements to several top executives rose from 26.4% in 1984 to 43.1% last year. For chief executives, the increase was 11.1%, up to 48.8%.
- More and more executives are opting for cash payments instead of deferred stock options. That phenomenon, a result of the 1986 tax-reform law, runs counter to the trend in recent years to defer income, Mr. Rosenbaum said. ■

Strategic Dates

July 1, 1987

MARYLAND LEGISLATION: Effective today, bank holding companies from Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Pennsylvania, South Carolina, and Tennessee will be permitted to acquire Maryland banks on a reciprocal basis.

11/24/86 CO175-1

American Banker
The Daily Financial Services

TOP 300 MORTGAGE FIRMS — STORY PAGE 16, TABLES 7-10

VOL. CLI NO. 230 Friday, November 21, 1986 151st Year

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TODAY

THE TOP 300 MORTGAGE FIRMS are significantly increasing their share of the mortgage servicing market. This concentration of servicing signals a fundamental change in the industry, according to an *American Banker* survey... 16

SECURITY PACIFIC CORP., in a change of heart, is asking the Federal Reserve Board for permission to acquire all, instead of only up to 9.9%, of the common shares outstanding of Westamerica Bancorp., San Rafael, Calif. Separately, Security Pacific agreed to buy Users Inc., which provides share draft processing and other services to 500 credit unions across the country. Users is based in Valley Forge, Pa... 2

J.P. MORGAN & CO. has applied to the Federal Reserve Board to offer investment advice and securities execution services from one subsidiary, J.P. Morgan Equities Inc... 2

CONTINENTAL ILLINOIS CORP. announced the creation of a new merchant banking subsidiary in London to serve as the base of its operations in the international securities markets. Continental Illinois Ltd. is being formed just over two years after its parent was forced to sell its original merchant banking operation... 2

Credit Cards

MASTERCARD OFFICIALS are questioning the propriety of Visa's recent agreement to manage the Interlink point-of-sale network in California. MasterCard leaders have so far been mild in their criticism, but they are clearly irritated that Visa solidified its relationship with Interlink while Visa and MasterCard were cooperating on a point-of-sale strategy... 3

Required Reading

POSSIBLE CAUSES of the decline in bank profits are discussed in the second installment from a chapter in "Recent Trends in Commercial Bank Profitability: A Staff Study," published in September by the Federal Reserve Bank of New York... 4

TWO REGULATORS, the Federal Deposit Insurance Corp. and the Federal Reserve Board, are locked in a dispute over who has jurisdiction over subsidiaries of state-chartered banks, according to one of the regulators... 14

In the News... 3

Quote

The banks have been filling American consumers' mailboxes with false claims and phony offers, and lining their own pockets through deliberate consumer confusion.

Elwood Holstein, director of Bankcard Holders of America, commenting on credit card advertising. [Page 1]

Unquote

Bank Card Ads Draw Fire from Lobby Group

Citicorp, Sears Criticized For 'Deceptive' Practices

By MARK SULLIVAN
States News Service

WASHINGTON — A consumer association on Thursday charged that U.S. banks are attracting new credit card customers through "misleading and deceptive advertising."

"The banks have been filling American consumers' mailboxes with false claims and phony offers and lining their own pockets through deliberate consumer confusion," said Elwood Holstein, director of the Bankcard Holders of America.

MasterCard Questions Visa Deal
Page 3

The group recently completed a review of credit card ads from newspapers, magazines, direct-mail solicitations, and "take-one" displays. Mr. Holstein singled out the ads of six major issuers of bank credit cards as examples of what he called misleading, though legal, marketing practices. The issuers cited are Bank One, Columbus NA in Ohio; Sovran Bank, Richmond, Va.; Bank of America, San Francisco; Citibank, New York; Sears Financial Network; and First Deposit National Bank, Tilton, N.H. All six financial institutions were guilty, according to Mr. Holstein, of any or all of the following practices:

- Not providing information on the important financial terms of the credit card in the advertisements.
- Using misleading payment gimmicks to camouflage the true cost of credit to the consumer.
- Offering nonfinancial membership

Bank Card: Page 14 ➻

Approval of Sumitomo's Stake In Goldman Intrigues Industry

By ROBERT TRIGAUX
Washington Bureau

News Analysis

WASHINGTON — The Federal Reserve Board's approval of a Japanese bank's planned stake in a U.S. investment bank has the financial industry buzzing about policy implications for separation of banking and commerce under the Glass-Steagall Act.

But, as a practical matter, U.S. bank holding companies see little reason to pursue similar investments in securities firms and are actively chasing other opportunities in the investment banking arena, according to observers. Disinterest among U.S. banks stems mainly from restrictions to insure that the Japanese bank does not assert control over the securities firm.

Nevertheless, the proposed investment of Sumitomo Bank Ltd. in Goldman, Sachs & Co., New York, represents the first major stake by a giant foreign banking organization in a major U.S. securities firm. "I think it is very significant," said John Hawke, a former Federal Reserve general counsel and a partner with Arnold & Porter. "It reflects the tensions that must exist in the invest-

Sumitomo: Page 14 ➻

FDIC Will Turn to Public Accountants In Effort to Examine Banks More Often

By JAY ROSENSTEIN
and ROBERT GARSSON
Washington Bureau

William Seidman

WASHINGTON — Faced with a need to increase the frequency of bank examinations, Federal Deposit Insurance Corp. Chairman L. William Seidman on Thursday unveiled plans to supplement the agency's examiner force with help from public accountants.

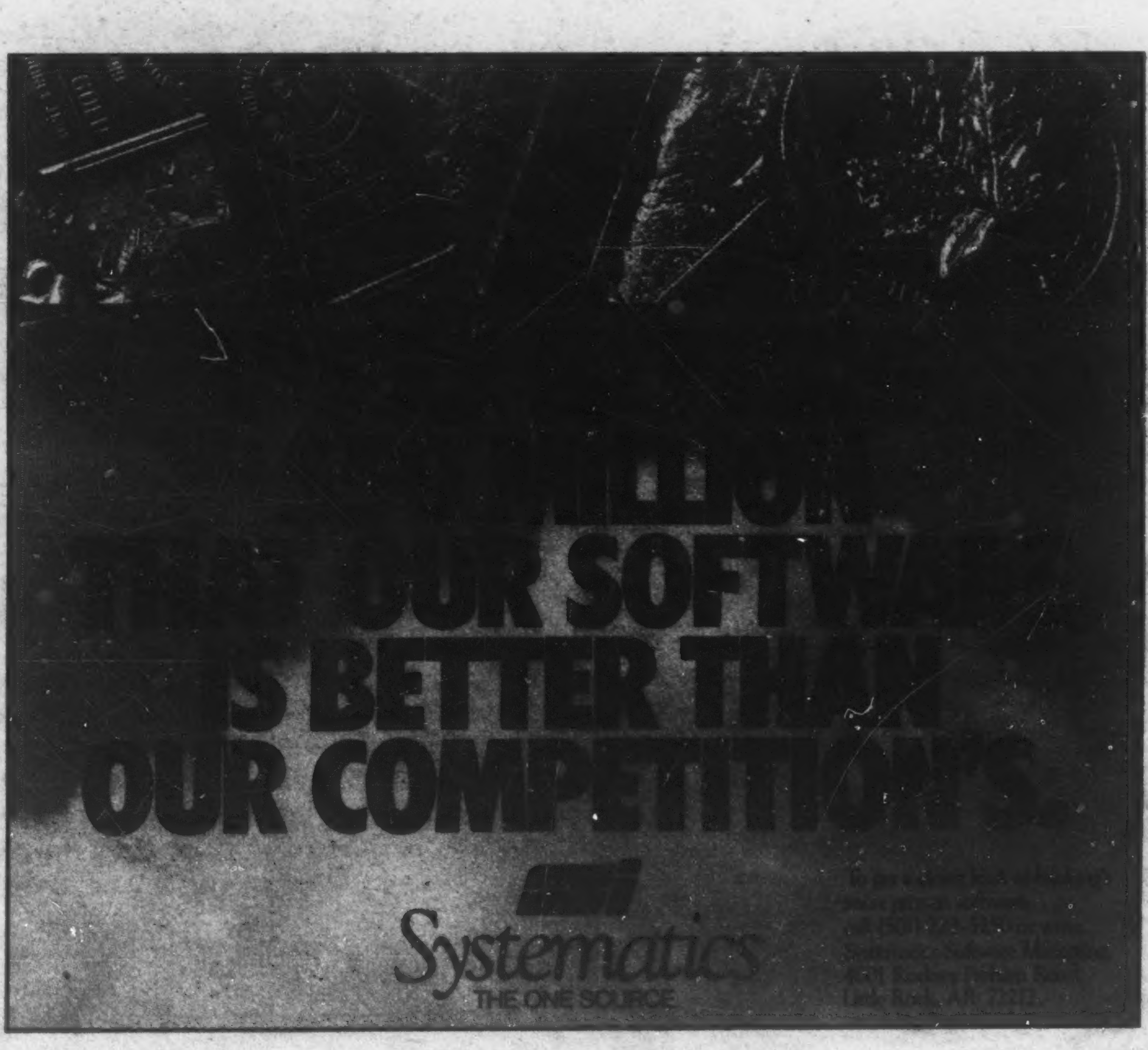
Mr. Seidman disclosed plans to start a pilot program next summer in which auditors would work alongside FDIC examiners on some bank examinations.

The FDIC chairman unveiled the program in a speech to the national banking conference of the American Institute of Certified Public Accountants.

Comptroller of the Currency Robert Clarke told the accountants' group that his agency also is considering expanding the use of accounting firms in carrying out supervisory duties, and might require that national banks get outside audits. Many new national banks, and national banks that are part of publicly traded holding companies, already are required to have outside audits, but other national banks escape that additional layer of scrutiny.

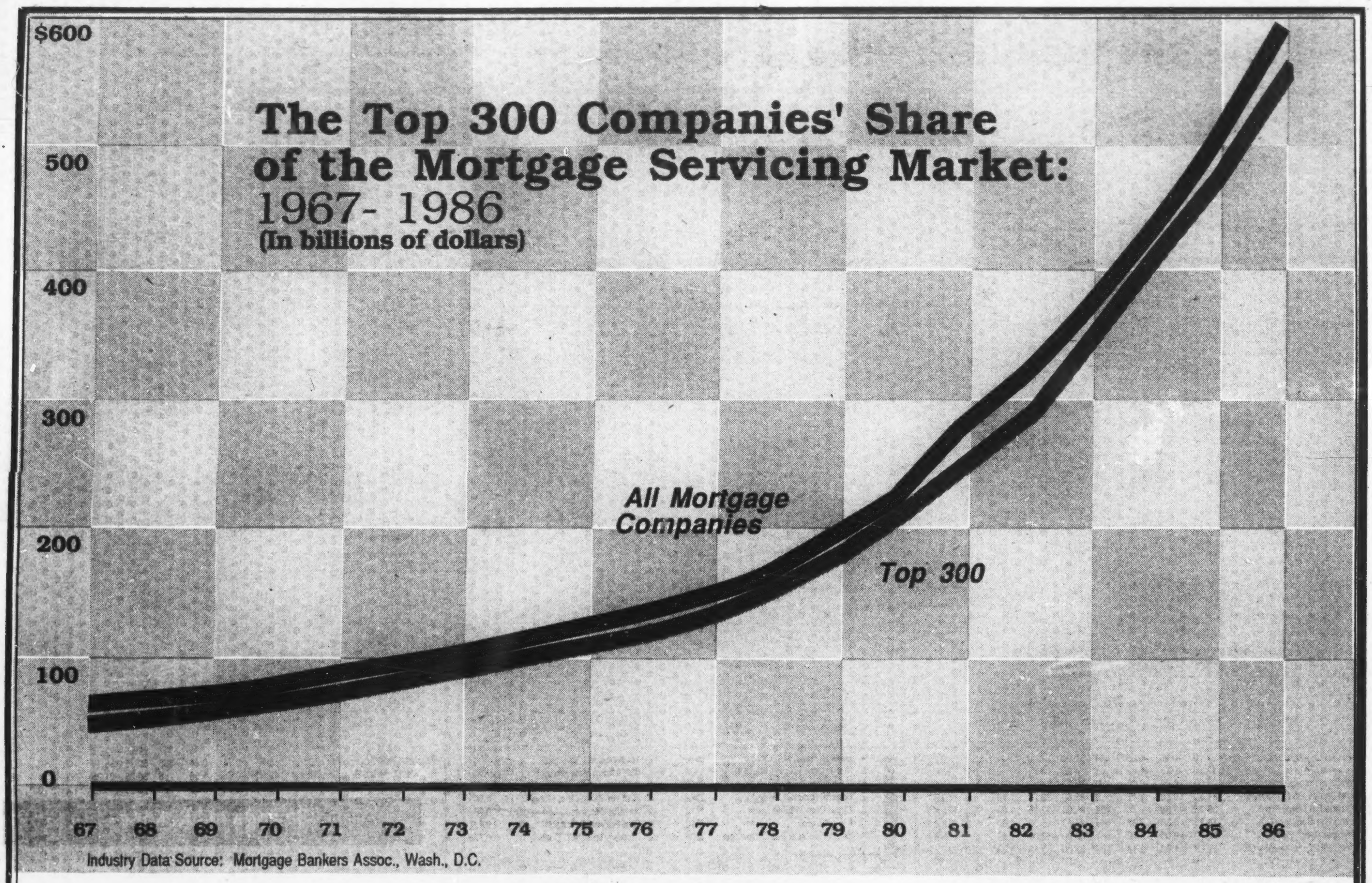
Mr. Seidman, an accountant by training, said financial troubles at banks, along with fraud and other abuses by bank officials, have made it necessary to increase the frequency of on-site

FDIC: Page 14 ➻



In touch with Tennessee's future

THIRD NATIONAL CORPORATION
NASHVILLE, TENNESSEE

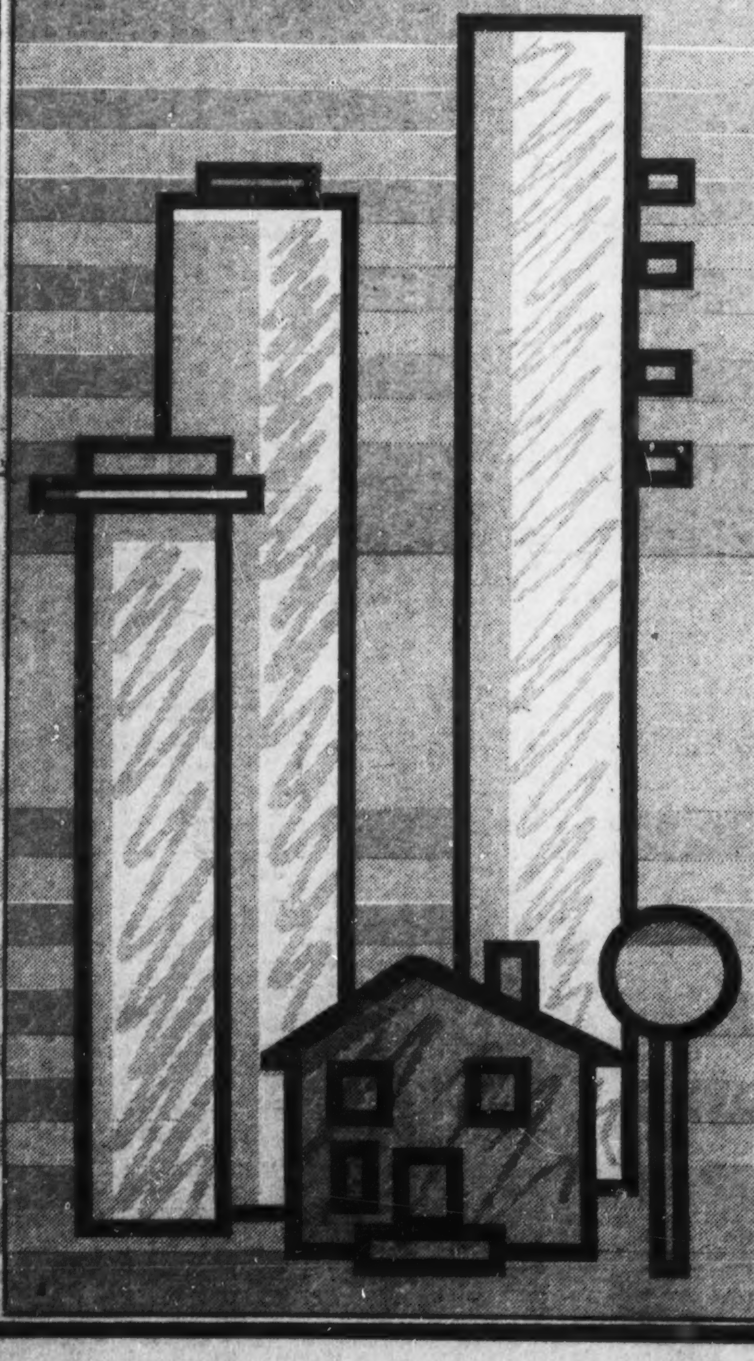


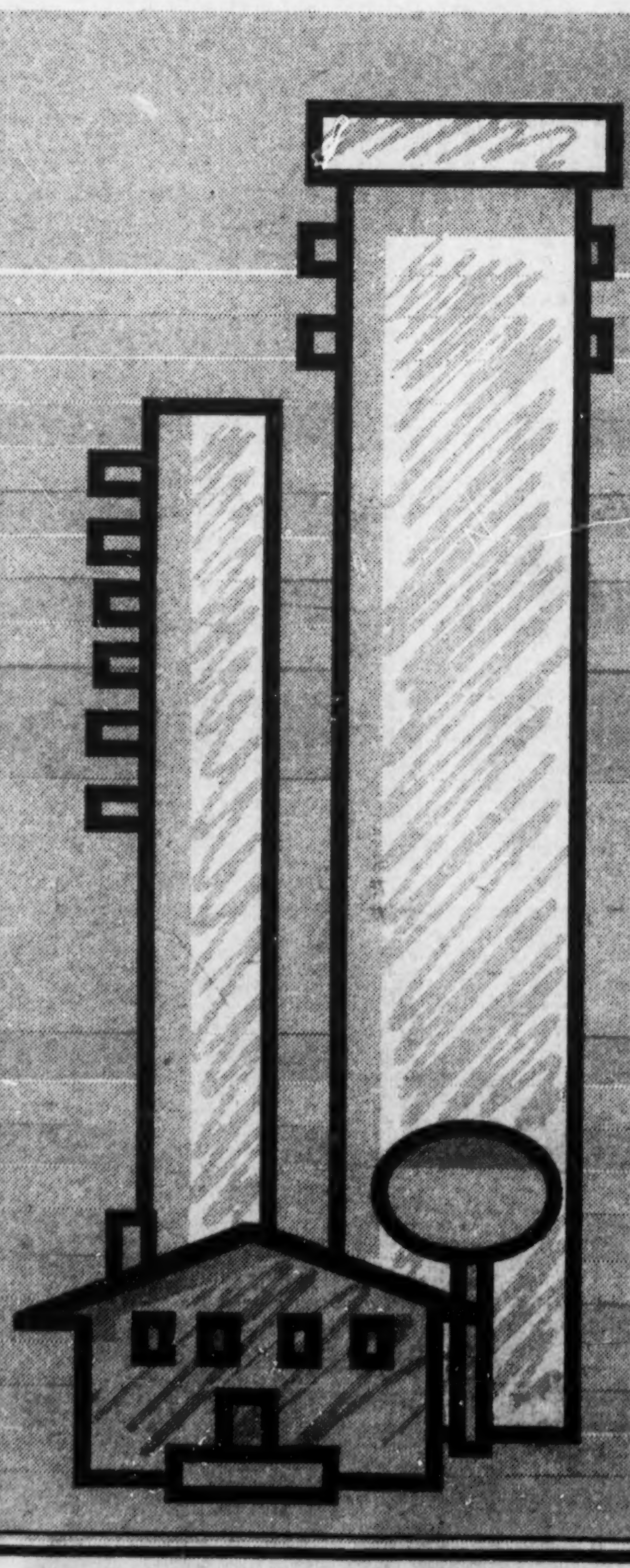
The Top 300 Companies' Share of the Mortgage Servicing Market: 1967- 1986
(In billions of dollars)

Industry Data Source: Mortgage Bankers Assoc., Wash., D.C.

American Banker

Annual Survey of the Top 300 Mortgage Companies





10 Largest Gainers in Servicing Among Top 300 Mortgage Companies

	(Dollar Amounts in Millions)	Servicing 6/30/86	Servicing 6/30/85	Percent Increase	Serv. Rank
1	Boatmen's Mortgage Corp., St. Louis	$204.0	10.5	1,841	289
2	Independence One Mortgage Corp., Southfield, Mich.	1,922.5	614.2	213	78
3	MPact Mortgage Bankers, Dallas	597.9	215.2	178	189
4	Sears Mortgage Corp., Lincolnshire, Ill.	6,820.1	2,708.5	152	13
5	RepublicBank Mortgage Corp., Dallas	503.4	208.0	142	207
6	Travelers Mortgage Services, Inc., Cherry Hill, N.J.	1,721.8	728.5	136	88
7	Ensign Mortgage Co., Atlanta	426.6	183.0	133	236
8	Glenfed Mortgage Corp., Burbank, Calif.	590.6	253.5	133	192
9	BA Mortgage & International Realty Corp., San Francisco	1,648.0	732.2	125	93
10	Numerica Financial Services, Inc., Clearwater, Fla.	840.7	388.8	116	154

10 Largest Losers of Servicing Among Top 300 Mortgage Companies

	(Dollar Amounts in Millions)	Servicing 6/30/86	Servicing 6/30/85	Percent Decrease	Serv. Rank
1	Latimer & Buck, Inc., Philadelphia	1,111.8	2,157.2	48	127
2	Security Pacific Mortgage Corp., Denver	2,466.7	4,069.2	39	57
3	Intercounty Mortgagee Corp., Hempstead, N.Y.	966.0	1,546.8	38	142
4	Midland Mortgage Co., Oklahoma City	2,252.5	3,549.3	37	61
5	Unified Mortgage Company, Cupertino, Calif.	357.0	533.0	33	250
6	FBS Mortgage Corp., St. Paul, Minn.	1,811.7	2,649.1	32	84
7	International Mortgage Co., Los Angeles	314.9	451.9	30	260
8	Jim Perry & Co., Coconut Grove, Fla.	216.8	300.0	28	286
9	Mercantile Mortgage Corp., Baltimore	475.0	650.0	27	217
10	Pine State Securities Corp., Tucker, Ga.	610.0	780.0	22	185

Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1986

Compiled by American Banker Copyright 1986

		Volume of Mortgages Serviced		Rank 6/30/85	Gain in Rank	No. of Mortgages Serviced 6/30/86	No. of Investors 6/30/86	
		6/30/86	6/30/85				Excluding GNMA Pools	GNMA Pools
1	**GMAC Mortgage Co., Philadelphia**	$21,761,283,000	$19,339,293,000	2	+1	355,225	1,160	2,147
2	**Lomas & Nettleton Financial Corp., Dallas**	21,299,782,000	20,245,241,228	1		684,736	1,050	2,929
3	**Citicorp Homeowners Services, Inc., St. Louis, Mo.**	15,023,550,577	8,721,409,648	6	+3	235,183	267	1,638
4	**Fireman's Fund Mortgage Corp., Farmington Hills, Mich. (a)**	14,792,230,000	14,241,445,000	3		365,857	467	3,588
5	**Metmor Financial, Inc., Los Angeles**	11,655,158,000	9,728,718,260	4		246,686	620	2,350
6	**Commonwealth Mortgage Corp. of America, Houston (b)**	11,413,223,848	7,211,891,444	10	+4	227,943	644	3,290
7	**Weyerhaeuser Mortgage Co., Los Angeles**	10,754,822,000	9,114,850,844	5		193,366	481	2,399
8	**First Interstate Mortgage Co., Pasadena, Calif.**	9,117,196,530	7,549,516,106	8		103,797	604	642
9	**Cameron-Brown Co., Charlotte, N.C.**	8,889,720,040	7,368,613,500	9		179,210	410	1,320
10	**Fleet Mortgage Corp., Milwaukee, Wis.**	8,711,710,904	7,867,317,000	7		263,118	712	2,384
11	**Goldome Realty Credit Corp., Buffalo, N.Y.**	8,013,857,400	6,645,675,640	11		152,820	346	866
12	**Sovran Mortgage Corp., Richmond**	6,890,000,000	6,203,112,992	14	+2	162,545	267	1,457
13	**Sears Mortgage Corp., Lincolnshire, Ill.(c)**	6,820,070,885	2,708,495,000	52	+ 39	130,202	250	436
14	**Chemical Mortgage Corp., Columbus, Ohio**	6,779,000,000	5,948,897,982	17	+3	93,426	335	808
15	**Anchor Mortgage Services, Inc., Wayne, N.J.**	6,708,000,000	6,600,000,000	12		146,421	199	627
16	**Alliance Mortgage Co., Jacksonville, Fla.**	6,648,540,600	5,838,894,942	18	+2	129,354	200	1,892
17	**Kissell Co., Springfield, Ohio (d)**	6,612,935,000	6,549,787,000	13		214,591	454	1,023
18	**Bright Mortgage Co., Dallas**	6,200,000,000	4,447,700,000	26	+8	149,000	200	1
19	**Imco Realty Services Inc., Santa Rosa, Calif.**	6,135,721,000	6,057,396,342	16		126,509	418	376
20	**BancPlus Mortgage Corp., San Antonio, Tex.**	6,080,744,692	6,105,091,125	15		140,403	228	1,977
21	**Talman Home Mortgage Corp., Chicago**	5,599,172,851	5,143,491,377	20		148,574	204	473
22	**Empire of America Realty Credit Corp., Buffalo, N.Y.**	5,517,000,000	2,700,000,000	53r	+31	127,099	204	231
23	**Stockton, Whatley, Davin & Co., Jacksonville, Fla.**	5,324,368,000	5,036,651,000	22		139,700	300	674
24	**Shearson Lehman Mortgage Corp., Irvine, Calif.**	5,234,424,857	4,695,939,690	24		95,916	452	1,087
25	**Colwell Financial Corp., Los Angeles**	5,123,071,917	5,075,545,416	21		171,276	375	2,282
26	**Waterfield Mortgage Co., Inc., Fort Wayne, Ind.**	5,100,134,450	4,100,000,000	28	+2	134,450	162	740
27	**Bowest Corp., La Jolla, Calif.**	4,997,306,521	5,172,349,899	19		95,553	410	568
28	**New York Guardian Mortgagee Corp., Hempstead, N.Y.**	4,852,849,651	4,607,409,720	25		106,280	21	14,915
29	**Fleet Real Estate Funding Corp., Columbia, S.C.**	4,769,757,225	3,845,574,000	31	+2	129,801	241	1,032
30	**Rainier Financial Services Co., Seattle**	4,470,664,055	4,388,264,773	27		87,923	154	1,040
31	**Knutson Mortgage Corp., Bloomington, Minn.**	4,412,602,032	2,968,632,204	43	+ 12	76,697	170	765
32	**Pacific First Mortgage Corp., Walnut Creek, Calif.**	4,308,397,398	4,950,272,000	23		102,396	168	641
33	**Reilly Mortgage Group, Inc., Washington, D.C.**	4,155,767,573	3,804,090,595	32		1,272	63	5
34	**J.I. Kislak Mortgage Service Corp., Miami**	4,148,000,000	3,717,320,521	33		136,000	219	397
35	**Mellon Financial Services Corp. #8, Cleveland**	3,991,286,000	2,853,542,000	45	+ 10	78,488	278	1,003
36	**Lincoln Service Corp., Owensboro, Ky.**	3,943,508,580	3,288,879,348	38	+2	63,733	130	729
37	**Mortgage & Trust, Inc., Houston**	3,921,170,162	3,389,790,272	37		90,740	346	1,240
38	**Troy & Nichols, Inc., Monroe, La.**	3,910,726,700	2,900,235,957	44	+6	118,046	356	961
39	**B.F. Saul Co., Chevy Chase, Md.**	3,886,787,589	3,418,593,076	36		27,679	78	178
40	**Southeast Mortgage Co., Miami**	3,846,100,000	3,872,664,682	30		58,561	349	545
41	**Seafirst Mortgage Corp., Seattle**	3,833,000,000	3,682,704,000	34		69,500	349	147
42	**Paine Webber Mortgage Finance, Inc., Columbia, Md. (e)**	3,269,730,392	2,717,427,877	50	+8	31,410	79	551
43	**Coldwell Banker Real Estate Fin. Ser., Newport Beach, Calif.**	3,186,815,972	2,812,277,952	47	+4	5,865	17	0
44	**Merrill Lynch Mortgage Corp., Stamford, Conn. (f)**	3,179,400,000	2,979,889,830	42		83,603	123	487
45	**Meritor Mortgage Corp.-West, Orange, Calif.**	3,132,992,000	3,184,905,940	39		55,503	190	430
46	**Chase Home Mortgage Corp., Montvale, N.J.**	3,129,782,000	2,465,391,000	57	+ 11	68,336	54	251
47	**Lumbermen's Investment Corp., Austin, Tex.**	3,085,912,701	2,717,346,004	51	+4	86,629	203	733
48	**Crocker Mortgage Co., Inc., San Diego, Calif.**	3,021,525,851	3,128,000,000	41		51,306	43	2
49	**ICM Mortgage Corp., Englewood, Colo.**	2,857,212,000	2,651,000,000	53	+4	42,141	20	1,074
50	**Meritor Mortgage Corp.-East, Philadelphia**	2,850,935,006	2,460,292,313	58	+8	84,519	356	319
51	**Countrywide Funding Corp., Inc., Pasadena, Calif.**	2,669,270,848	1,254,000,000	106	+ 55	44,396	75	436
52	**Equitable Mortgage Resource Inc., Clearwater, Fla.**	2,620,977,057	2,636,753,799	55	+3	72,247	124	705
53	**Foster Mortgage Corp., Fort Worth, Tex.**	2,609,163,000	2,789,700,000	48		37,075	248	150
54	**Mortgage Investment Co. of El Paso, Tex.**	2,600,000,000	2,746,583,611	49		66,000	170	300
55	**Barnett Mortgage Company, Jacksonville, Fla.**	2,496,558,950	1,803,827,086	73	+ 18	54,703	154	324
56	**Dorman & Wilson, Inc., White Plains, N.Y.**	2,482,885,000	1,649,387,000	81	+ 25	1,521	16	0
57	**Security Pacific Mortgage Corp., Denver**	2,466,711,188	4,069,154,000	29		48,245	365	762
58	**North American Mortgage Co., Houston**	2,377,953,304	2,361,720,336	59	+1	30,279	350	175
59	**Gilldorn Mortgage Midwest Corp., Schaumburg, Ill.**	2,336,022,891	2,306,017,892	60	+1	67,877	232	369
60	**ARCS Mortgage, Inc., Canoga Park, Calif.**	2,261,485,160	1,890,239,732	71	+ 11	41,895	83	408
61	**Midland Mortgage Co., Oklahoma City**	2,252,531,959	3,549,314,756	35		92,903	167	399
62	**Old Stone Mortgage Corp., Seattle**	2,249,646,000	2,193,057,071	61		61,785	295	491
63	**United Virginia Mortgage Corp., Richmond**	2,224,702,000	1,990,123,000	64	+1	57,981	298	426
64	**Citicorp Real Estate Inc., New York**	2,200,000,000	2,522,000,000	56		1,100	93	56
65	**AmSouth Mortgage Co., Inc., Birmingham, Ala.**	2,193,093,887	1,950,092,009	65		63,584	269	851
66	**First Wachovia Mortgage Co., Winston-Salem, N.C.**	2,170,622,307	2,117,430,606	63		49,050	138	385
67	**Margaretten & Company, Inc., Perth Amboy, N.J.**	2,143,000,000	1,713,000,000	78	+ 11	39,490	67	404
68	**Mortgage Corporation of the South, Birmingham, Ala.**	2,141,525,512	1,909,880,943	68		75,091	294	544
69	**Charles F. Curry & Co., Kansas City, Mo.**	2,120,000,000	1,900,000,000	69		55,000	41	997
70	**U.S. Bancorp Mortgage Co., Portland, Ore.**	2,080,737,720	1,607,293,204	84	+ 14	44,268	195	439
71	**National Mortgage Co., Memphis, Tenn.**	2,056,841,861	1,713,639,000	77	+6	76,306	92	427
72	**Ryan Financial Services, Inc., Pittsburgh**	2,042,718,361	1,941,798,850	66		37,128	84	627
73	**American General Mortgage Corp., Houston**	2,029,017,587	1,743,314,088	76	+3	16,283	53	5
74	**Mellon Financial Services Corp. #7, Metairie, La.**	1,996,346,020	1,444,723,666	94	+ 20	40,262	59	623
75	**Collateral Investment Co., Birmingham, Ala.**	1,992,804,749	1,873,262,355	72		64,672	106	511
76	**Murray Mortgage Co., Dallas**	1,949,503,359	1,662,007,441	80	+4	42,246	225	355
77	**CalFed Mortgage Co., Los Angeles**	1,925,706,325	1,790,391,000	74		27,360	51	262
78	**Independence One Mortgage Corp., Southfield, Mich.**	1,922,482,493	614,186,954	171	+ 93	52,964	210	188
79	**Standard Mortgage Corp., New Orleans, La.**	1,920,000,000	1,704,844,000	79		24,670	111	121
80	**NBD Mortgage Co., Troy, Mich.**	1,919,100,629	1,574,809,267	88	+8	64,258	130	251
81	**Shawmut Mortgage Corp., Dayton, Ohio (g)**	1,914,283,198	1,415,361,608	95	+ 14	49,528	85	413
82	**Genstar Mortgage Corp., Glendale, Calif.**	1,876,063,000	1,934,184,000	67		60,026	149	192
83	**American Mortgage Co., Houston**	1,840,461,064	1,764,390,260	75		34,239	181	382
84	**FBS Mortgage Corp., St. Paul, Minn.**	1,811,709,000	2,649,115,000	54		39,207	226	465
85	**Ryan Mortgage Co., Arlington, Tex.**	1,790,718,000	1,608,190,532	83		26,385	136	187
86	**Western Mortgage Loan Corp., Ogden, Utah**	1,764,389,821	1,461,859,702	92	+6	29,029	39	695
87	**Cenlar Capital Corp., Pennington, N.J.**	1,729,468,379	987,983,466	126	+ 39	39,301	250	420
88	**Travelers Mortgage Services, Inc., Cherry Hill, N.J.**	1,721,820,685	728,494,189	149	+ 61	23,321	37	0
89	**Guild Mortgage Co., San Diego, Calif.**	1,709,866,649	1,896,697,120	70		28,559	89	443
90	**Nowlin Mortgage Co., Fort Worth, Tex.**	1,706,041,000	1,586,023,000	86		25,437	287	224
91	**Real Estate Financing, Inc., Montgomery**	1,686,817,041	1,611,131,000	82		42,051	173	426
92	**Citizens & Southern Commercial Corp., Tucker, Ga.**	1,655,784,000	1,301,446,826	102	+ 10	35,522	171	284
93	**BA Mortgage & International Realty Corp., San Francisco**	1,647,998,000	732,172,000	148	+ 55	2,509	71	1
94	**Meritor Mortgage Corp.-Central, St. Paul, Minn.**	1,646,537,182	1,458,000,000	93		40,036	200	448
95	**American Fletcher Mortgage Co., Inc., Indianapolis**	1,619,041,956	1,238,559,432	107	+ 12	35,777	145	128
96	**RIHT Mortgage Corp., Charlotte, N.C.**	1,601,682,122	1,495,199,000	91		31,236	69	473
97	**CFS Mortgage Corp., Omaha, Neb.**	1,581,840,050	1,315,505,363	99	+2	37,575	29	150
98	**Federated Financial Corp., Atlanta**	1,560,895,779	1,370,563,510	97		27,545	50	796
99	**Colonial Mortgage Co., Montgomery, Ala.**	1,556,888,857	1,162,602,663	110	+ 11	46,700	148	574
100	**Firstier Mortgage Co., Omaha, Neb.**	1,531,909,400	1,045,434,041	121	+ 21	26,127	61	346
	TOTALS FOR TOP 100†	**423,773,571,309**	**367,007,292,877**			**9,000,137**	**22,749**	**84,688**

This listing is based on permanent real estate mortgages serviced for investors. Mortgages owned by an institution, as well as foward commitments, home improvement loans, and all temporary financing such as construction loans and development loans are excluded. **(a)**— Formerly Manufacturers Hanover Mortgage Corp. Fireman's Fund Corp., Novato, Calif. acquired the company from Manufacturers Hanover Corp., New York, and changed its name effective June 30, 1986. **(b)**— Formerly Commonwealth Mortgage Corp. Changed title in the first half of 1986 and now includes Commonwealth Western Mortgage Corp., Portland, Ore. (formerly General Electric Mortgage Corp.) in its figures. **(c)**— Formerly Allstate Enterprises Mortgage Corp. Changed title on May 1, 1986. **(d)**— Acquired by CityFed Financial Corp., Bedminister, N.J. from PNC Financial Corp., Pittsburgh, on June 1. **(e)**—Purchased Rotan Mosle Mortgage Co., Houston, in April 1985. Rotan Mosle was servicing $258 million for investors on 6/30/85, to rank 261st among the top 300 firms on that date. **(f)**— In process of being acquired by Glendale Federal Savings & Loan Association, Calif. from Merrill Lynch & Co., Inc., New York. **(g)**—Formerly North Central Financial Corp. Changed name on June 1, 1986. **(r)**— Based on data received after publication last year. This is the rank the company would have had if data were available. **(†)**— Servicing volume for 6/30/85 is for the top 100 firms on 6/30/86. **N.A.**— Not Available.

Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1986

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		Volume of Mortgages Serviced		Rank 6/30/85	Gain in Rank	No. of Mortgages Serviced 6/30/86	No. of Investors 6/30/86	
		6/30/86	6/30/85				Excluding GNMA Pools	GNMA Pools
101	Fidelity Bond & Mortgage Co., Philadelphia (a)	1,512,903,377	1,081,332,893	118	+17	43,282	112	33
102	York Associates, Inc., Washington, D.C.	1,452,000,000	807,267,600	141	+ 39	1,134	5	177
103	L.J. Melody & Co., Houston	1,430,544,973	1,329,304,909	98		165	8	0
104	DRG Funding Corp., Washington, D.C.	1,426,411,165	N.A.	...		407	8	301
105	Wallace Moir Co., Beverly Hills, Calif.	1,422,827,497	1,054,119,383	120	+ 15	1,397	10	0
106	California Mortgage Service, Santa Ana	1,402,093,048	1,400,354,030	96		39,156	71	426
107	Draper & Kramer, Inc., Chicago	1,348,617,493	1,224,489,016	108	+1	10,449	41	206
108	WestAmerica Mortgage Co., Denver	1,309,586,438	1,313,200,169	100		23,216	125	371
109	Security Savings Mortgage Corp., North Canton, Ohio	1,306,525,573	1,295,525,663	103		42,140	102	55
110	Weaver Bros., Inc., Chevy Chase, Md.	1,274,819,000	1,530,848,000	90		24,473	45	326
111	Dominion Bankshares Mortgage Corp., Fairfax, Va.	1,248,726,540	1,120,017,994	113	+2	29,562	63	221
112	Trust Company Mortgage, Atlanta	1,228,214,000	1,087,104,142	117	+5	26,299	126	198
113	Criterion Financial Corp., Dallas	1,214,232,786	636,845,000	164	+ 51	17,389	83	364
114	Sunbelt National Mortgage Corp., Dallas	1,210,434,103	1,060,243,484	119	+5	18,474	115	140
115	IntraWest Mortgage Co., Denver	1,208,609,545	1,275,488,000	104		18,317	185	217
116	United Mortgage Corp., Minneapolis	1,208,270,012	590,492,403	176	+ 60	21,454	32	203
117	ICA Mortgage Corp., Sacramento, Calif. (b)	1,185,150,591	1,312,844,413	101		24,652	31	510
118	Continental, Inc., Seattle	1,184,872,984	1,025,427,658	123	+5	21,154	63	372
119	Rothschild Financial Corp., St. Paul, Minn.	1,182,000,000	929,197,000	129	+ 10	26,900	200	165
120	Indiana Mortgage Corp., Indianapolis	1,167,544,714	900,000,000	134	+ 14	22,699	110	103
121	Valley National Mortgage Co., Phoenix, Ariz.	1,155,174,754	1,224,087,881	109		29,701	70	389
122	Midlantic Home Mortgage Corp., Melville, N.Y.	1,154,477,387	867,671,395	136	+ 14	22,007	59	324
123	Directors Mortgage Loan Corp., Riverside, Calif.	1,139,522,982	627,079,105	166	+ 43	15,789	30	358
124	First Atlanta Mortgage Corp.	1,132,263,275	1,142,566,788	111		33,075	92	353
125	Walker & Dunlop, Inc., Washington, D.C.	1,118,543,438	916,535,000	131	+6	277	25	3
126	PaineWebber Housing & Healthcare Funding, Inc., New York	1,117,065,233	910,386,748	133	+7	38	1	28
127	Latimer & Buck, Inc., Philadelphia	1,111,790,176	2,157,178,386	62		700	34	0
128	Peoples Mortgage Co., Seattle	1,103,925,000	1,263,896,178	105		29,240	72	263
129	Banc One Mortgage Corp., Columbus, Ohio	1,100,000,000	1,123,956,677	112		32,000	66	107
130	CenTrust Mortgage Corp., Deerfield Beach, Fla.	1,089,501,000	967,165,000	128		18,010	160	74
131	Sunbank Mortgage Co., Orlando, Fla.	1,085,280,000	911,316,000	132	+1	28,085	103	10
132	Liberty Mortgage Co., Oklahoma City	1,067,945,656	1,100,661,758	115		17,350	94	147
133	Gulf Coast Investment Corp., Houston	1,066,455,000	823,962,328	140	+7	31,474	117	436
134	Gershman Investment Corp., St. Louis, Mo.	1,065,556,395	756,207,456	145	+ 11	23,767	107	208
135	Molton, Allen & Williams, Inc., Birmingham, Ala.	1,048,826,753	1,030,766,613	122		25,136	153	201
136	South Coast Mortgage Co., San Antonio, Tex.	1,040,000,000	1,090,593,138	116		22,203	286	171
137	W. Ross Campbell Co., Los Angeles	1,030,886,006	703,418,655	152	+ 15	91	4	0
138	Freedom Mortgage Company, Tampa, Fla.	1,017,522,677	1,083,629,000	118		24,759	54	83
139	Pan American Mortgage Corp., Miami	996,492,633	605,116,094	174	+ 35	29,306	0	0
140	Hinton Mortgage & Investment Co., Dallas	995,549,988	988,151,667	125		19,876	104	555
141	H.S. Pickrell Co., Phoenix, Ariz.	969,532,259	917,272,356	130		13,595	57	315
142	Intercounty Mortgagee Corp., Hempstead, N.Y.	966,000,000	1,546,800,000	89		11,651	42	147
143	BancBoston Mortgage Corp., Wellesley Hills, Mass.	962,964,430	746,993,352	146	+3	17,314	24	14
144	Western American Financial Corp., Phoenix, Ariz.	935,765,362	887,556,955	135		22,638	50	127
145	Mason-McDuffie Financial Corp., Orinda, Calif.	932,798,340	700,722,875	154	+ 9	410	16	1
146	Embanque Capital Corp., Carle Place, N.Y.	917,024,872	600,000,000	175	+ 29	17,995	48	573
147	Connecticut National Mortgage Co., West Hartford	894,633,328	701,972,914	153	+6	21,607	78	0
148	Bancwest Mortgage Corp., Phoenix, Ariz.	890,349,056	834,607,997	139		18,312	65	62
149	New York Urban Servicing Co., Inc.	879,346,395	742,378,525	147		259	5	1
150	Globe Mortgage Co., Hackensack, N.J.	877,820,650	761,000,000	143		12,302	95	121
151	Deposit Guaranty Mortgage Co, Jackson, Miss.	866,300,000	672,690,439	159	+8	26,255	53	243
152	U.S. Home Mortgage Corp., Clearwater, Fla.	852,900,000	1,003,000,000	124		17,397	39	216
153	Universal Mortgage Corp., Milwaukee, Wis.	841,997,388	866,236,931	137		23,487	79	439
154	Numerica Financial Services, Inc., Clearwater, Fla.	840,664,272	388,766,556	225	+ 71	18,450	32	301
155	Georgia Co., Columbus	838,190,750	846,622,212	138		29,240	37	341
156	Robert C. Wilson Co., Houston	828,000,000	728,289,705	150		605	10	1
157	Sibley Corp., Rochester, N.Y.	812,423,597	649,323,960	163	+6	17,840	54	332
158	Washington Mortgage Corp., Seattle	790,267,434	694,636,067	156		4,195	64	6
159	W. Lyman Case & Co., Columbus, Ohio	785,523,390	660,769,000	160	+1	288	15	0
160	Boston Mortgage Co., Inc.	777,204,059	N.A.	...		172	7	0
161	First California Mortgage Co., San Rafael, Calif.	772,000,000	559,000,000	180	+ 19	8,810	80	101
162	Barclays American/Mortgage Corp., Charlotte, N.C. (c)	766,031,000	....	...		19,785	48	318
163	Honolulu Mortgage Co., Inc.	758,137,574	689,845,236	158		10,512	65	204
164	Southwest Mortgage Co., Albuquerque, N.M.	756,432,920	623,356,967	168	+4	15,449	90	249
165	Standard Mortgage Corp. of Georgia, Atlanta	750,000,000	659,860,000	161		5,900	47	1
166	Investors Residential Mortgage Corp., Austin, Tex.	747,000,000	722,629,800	151		15,400	193	127
167	E.B. Mortgage Corp., Towson, Md.	737,242,343	501,911,464	191	+ 24	15,057	39	56
168	Firstbank Mortgage Co., Springfield, Ill.	729,642,710	351,789,406	236	+ 68	17,664	27	302
169	Bailey Mortgage Co., Jackson, Miss.	716,405,418	617,798,989	169		28,056	100	259
170	Fidelity Investment Co., Wichita, Kan.	710,684,000	335,000,000	240	+ 70	21,585	47	74
171	SCN Mortgage Corp., Columbia, S.C.	703,666,260	691,413,456	157		17,548	155	177
172	Commodore Financial Services Corp., Dallas	701,770,798	700,000,000	155		38,183	59	345
173	GN Mortgage Co., Canoga Park, Calif.	684,639,000	330,945,448	241	+ 68	7,357	28	0
174	Dale Funding Corp., Hempstead, N.Y.	684,000,000	587,460,000	177	+3	13,880	24	223
175	Dickinson, Logan, Todd & Barber, Inc., Raleigh, N.C.	674,063,072	481,649,237	194	+ 19	415	7	1
176	BancOhio Mortgage Co., Columbus	669,743,819	547,756,021	181	+5	20,310	11	0
177	Cowger & Miller Mortgage Co. Inc., Louisville, Ky.	668,033,118	517,400,000	187	+ 10	16,632	61	88
178	Corinthian Mortgage Corp., Shawnee Mission, Kan. (d)	660,000,000	....	...		13,000	10	150
179	Drew Mortgage Co., Houston	647,630,597	605,173,959	173		14,394	116	145
180	Home Mortgage Co. of El Paso, Tex.	644,000,000	476,000,000	196	+ 16	16,534	45	244
181	Citizens & Southern Mortgage Corp. of Florida, Tampa (e)	629,753,032	500,302,889	192	+ 11	16,585	108	3
182	Colorado National Mortgage Co., Denver	621,457,610	633,832,693	165		10,589	259	15
183	Investor's Mortgage Service Co., Burbank, Calif.	616,033,429	654,957,813	161		17,742	94	2
184	Residential Financial Corp., Wayne, N.J.	615,470,894	427,320,459	211	+ 27	10,642	50	14
185	Pine State Securities Corp., Tucker, Ga.	610,000,000	780,000,000	142		11,217	99	131
186	Sheahan Financial Co., Clayton, Mo.	610,000,000	539,000,000	184		18,114	84	73
187	First Investment Co., Columbus, Ohio	604,302,908	545,005,235	182		22,436	67	285
188	Holland Mortgage & Investment Corp., Houston	600,884,255	616,056,834	170		10,944	182	0
189	MPact Mortgage Bankers, Dallas	597,891,879	215,200,981	272	+ 83	7,826	60	55
190	Leader Mortgage Co., Cleveland	597,850,000	626,000,000	167		39,304	80	124
191	Wye Mortgage Corp., Baltimore	590,814,979	611,551,711	172		2,399	21	4
192	Glenfed Mortgage Corp., Burbank, Calif.	590,574,629	253,493,866	262	+ 70	8,403	2	57
193	First of America Mortgage Co., Kalamazoo, Mich.	575,060,184	405,000,000	221	+ 28	20,135	65	0
194	Hammond Co., Newport Beach, Calif.	568,978,000	521,000,000	186		6,349	42	49
195	U.S. Mortgage Corp., Westmont, N.J.	550,000,000	309,036,455	245	+ 50	9,800	0	0
196	Premier Mortgage Co., Baton Rouge, La. (f)	546,870,659	....	...		9,998	67	16
197	PB Mortgage Corp., Haddonfield, N.J. (g)	540,543,910	586,896,537	178		10,779	104	3
198	Missouri Valley Investment Co., Prairie Village, Kan.	539,000,000	455,296,288	201	+3	12,500	87	66
199	Cauble & Co., Atlanta	527,000,000	420,000,000	216	+ 17	205	6	0
200	SouthTrust Mortgage Corp., Birmingham, Ala.	511,908,449	318,828,696	242	+ 42	10,817	45	145
	TOTALS FOR 2ND 100★	**90,846,385,220**	**75,635,857,908**			**1,662,870**	**6,810**	**15,444**
	TOTALS FOR TOP 200†	**514,619,956,529**	**442,643,150,785**			**10,663,007**	**29,559**	**100,132**

This listing is based on permanent real estate mortgages serviced for investors. Mortgages owned by an institution, as well as foward commitments, home improvement loans, and all temporary financing such as construction loans and development loans are excluded. **(a)**— On Oct. 1, the company was acquired by Raritan Valley Savings and Loan Association, East Brunswick, N.J. from Fidelcor, Inc., Philadelphia. **(b)**— Formerly known as Westland Mortgage Service Co. **(c)**— A subsidiary of Barclays American Corp., Charlotte. Barclays American acquired Northwestern Mortgage Corp., Charlotte, on Nov. 1, 1985. Northwestern Mortgage had a $650 million servicing portfolio. **(d)**— A subsidiary of Fidelity Federal Savings Bank, Corinth, Miss. Fidelity acquired the servicing portfolio of Commercial Credit Mortgage Co., Baltimore, in Oct. 1985. Commercial Credit Mortgage had a $758 million servicing portfolio on 6/30/85, to rank 144th among the top 300 firms on that date. **(e)**— Formerly known as Landmark Mortgage Corp. **(f)**— A newly formed subsidiary of Louisiana Bancshares Inc., Baton Rouge. **(g)**— Formerly known as Arvida Mortgage Co. **(★)**— Servicing volume for 6/30/85 is for the 2nd 100 firms on 6/30/86. **(†)**— Servicing volume for 6/30/85 is for the top 200 firms on 6/30/86. **N.A.**— Not Available.

Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1986

Compiled by American Banker Copyright 1986

		Volume of Mortgages Serviced		Rank	Gain in	No. of Mortgages	No. of Investors 6/30/86	
		6/30/86	6/30/85	6/30/85	Rank	Serviced 6/30/86	Excluding GNMA Pools	GNMA Pools
201	Beverly Hills Securities Co., Encino, Calif.	511,649,000	412,730,343	220	+ 19	6,252	29	204
202	First Commercial Mortgage Co., Little Rock, Ark.	511,463,700	512,410,400	189		14,136	90	143
203	Arlington Mortgage Co., Inc., Falls Church, Va.	510,428,110	433,413,428	209	+6	16,696	52	56
204	Mercantile Mortgage Corp., Houston	510,000,000	275,000,000	256	+ 52	8,468	27	156
205	McCaughan Mortgage Co., Inc., Coral Gables, Fla.	507,199,980	513,367,144	188		23,447	70	110
206	Moore Mortgage Co., Denver	505,527,978	454,968,794	202		7,197	107	135
207	RepublicBank Mortgage Corp., Dallas	503,413,706	208,000,000	276	+ 69	9,821	110	108
208	Shelter America Corp., Aurora, Colo.	500,353,322	427,773,000	210	+2	30,361	138	397
209	R&G Mortgage Corp., Hato Rey, P.R.	500,215,658	426,747,940	212	+3	12,697	24	217
210	American Mortgage & Investment Co., Oklahoma City	500,028,101	541,900,000	183		18,561	103	143
211	Valley Mortgage Corp., Salt Lake City	495,099,637	467,114,746	199		10,880	82	8
212	Detroit Mortgage & Realty Co., Detroit	493,298,607	510,143,576	190		8,797	13	130
213	Hawkeye Bancorp. Mortgage Co., Des Moines, Iowa	488,386,000	363,200,000	233	+ 20	12,162	20	200
214	Merchants Mortgage Corp., Indianapolis	487,000,000	425,830,225	213		7,505	55	55
215	Zions Mortgage Co., Salt Lake City	482,000,000	481,434,205	195		17,000	80	139
216	Alaska Pacific Mortgage Co., Anchorage	475,951,454	441,885,312	208		4,633	24	0
217	Mercantile Mortgage Corp., Baltimore	475,000,000	650,000,000	162		6,050	49	90
218	C&S Real Estate Services, Inc., Charleston, S.C.	469,200,000	451,663,000	204		14,036	75	140
219	Mid-States Mortgage Corp., Southfield, Mich.	466,705,010	N.A.	...		12,502	72	144
220	Inland Mortgage Co. Inc., Indianapolis	465,691,283	346,023,674	237	+ 17	9,128	62	186
221	Guardian Mortgage Co., Inc., Dallas	461,847,564	377,000,000	228	+7	8,737	65	118
222	Seattle Mortgage Co.	459,509,172	418,956,287	217		8,851	32	176
223	Baird & Warner, Inc., Chicago	458,906,672	496,484,242	193		502	58	3
224	Housing Mortgage Corp., Pittsburgh	458,112,000	414,860,000	218		14,056	103	36
225	Van Schaack & Co., Denver	456,449,322	568,063,927	179		5,640	67	22
226	Eberhardt Co., Minneapolis	455,350,000	N.A.	...		5,060	60	89
227	Gulf States Mortgage Co., Inc., Atlanta	454,656,577	251,000,000	263	+ 36	8,196	30	136
228	James B. Nutter & Co., Kansas City, Mo.	452,300,000	404,000,000	222		12,500	50	102
229	Mission Hills Mortgage Corp., Tustin, Calif.	452,266,926	451,162,496	205		5,813	14	188
230	Brumbaugh & Fulton Co., Tulsa, Okla.	448,519,000	424,937,863	215		13,822	0	0
231	Third National Mortgage Co., Nashville	446,531,000	414,526,460	219		8,930	78	66
232	Agrivest, Inc., Glastonbury, Conn.	440,000,000	460,000,000	200		1,100	1	1
233	M&I Grootemaat Mortgage Corp., Milwaukee, Wis.	436,513,504	340,687,481	238	+5	13,018	56	152
234	Fullerton Financial Corp., Minneapolis	434,856,700	400,538,505	223		12,168	56	207
235	Stanwell Mortgage, Concord, Calif.	430,000,000	275,000,000	255	+ 20	7,000	57	90
236	Ensign Mortgage Co., Atlanta	426,596,474	183,000,000	289	+ 53	9,324	53	10
237	Midland Mortgage Corp., Orlando, Fla.	410,000,000	425,000,000	214		16,372	96	120
238	Capital Mortgage Corp., Farmington Hills, Mich.	404,981,331	375,000,000	229		14,496	50	56
239	National Pacific Mortgage Corp., Cerritos, Calif.	404,650,618	301,930,613	246	+7	4,912	8	40
240	Regional Investment Co., Leawood, Kan.	403,118,794	387,893,602	226		14,405	73	213
241	Oklahoma Mortgage Co., Inc., Oklahoma City	403,093,299	381,418,055	227		13,227	65	208
242	USLife Real Estate Services Corp., Dallas	403,000,000	451,000,000	206		2,600	26	0
243	Tucker Brothers, Inc., Jacksonville, Fla.	401,893,595	472,570,618	197		14,571	69	210
244	Cohen Financial Corp., Chicago	400,000,000	N.A.	...		400	15	0
245	First NH Mortgage Corp., Manchester	394,215,790	272,904,000	259	+ 14	2,469	25	8
246	First Mortgage Corp., Diamond Bar, Calif.	383,661,365	359,958,352	234		6,830	11	122
247	Laurance Eustis Mortgage Corp., New Orleans, La.	381,900,000	400,000,000	224		5,977	29	30
248	Magna Mortgage Co., Decatur, Ill.	369,805,585	364,000,000	232		13,992	53	194
249	Lowell, Smith & Evers, Inc., Garden City, N.Y.	368,631,792	367,391,000	230		14,891	28	117
250	Unified Mortgage Company, Cupertino, Calif.	357,000,000	533,032,261	185		3,510	17	0
251	American Continental Mortgage Co., Phoenix, Ariz.	355,000,000	356,997,072	235		4,642	13	0
252	Carl I. Brown & Co., Kansas City, Mo.	350,166,558	250,005,000	264	+ 12	5,611	17	167
253	Bank South Mortgage Corp., Atlanta	349,444,229	315,000,000	243		6,545	49	149
254	Bancshares Mortgage Co., Spokane, Wash.	336,926,817	282,727,866	253		4,499	40	1
255	St. Joseph Mortgage Co., Inc., South Bend, Ind.	330,000,000	296,000,000	249		6,180	69	90
256	Mercury Mortgage Co., Inc., Tulsa, Okla.	326,317,000	298,000,000	248		10,094	22	184
257	Capitol Mortgage & Trust Co., Austin, Tex.	320,393,778	255,101,000	262r	+5	6,653	48	120
258	Hartger & Willard Mortgage Assoc., Inc., Grand Rapids, Mich.	318,515,600	291,900,000	250		435	21	11
259	Kirk Mortgage Co., Philadelphia	315,000,000	284,741,395	252		13,779	38	45
260	International Mortgage Co., Los Angeles	314,865,502	451,865,000	203		3,761	20	110
261	BankEast Mortgage Corp., Manchester, N.H.	302,514,131	151,000,000	302	+ 41	6,696	1	1
262	American National Mortgage Co., Inc., Fort Worth, Tex.	301,276,613	290,187,191	251		6,742	63	97
263	Alamo Investment Co., San Antonio, Tex.	293,037,142	235,549,104	267	+4	4,956	29	176
264	Orbanco Real Estate Services Co., Portland, Ore.	292,000,000	366,000,000	231		4,800	42	3
265	Stockton, White & Co., Raleigh, N.C.	289,535,872	312,196,889	244		8,300	50	48
266	Megapolitan Mortgage Co., Denver	286,326,204	278,857,224	254		3,070	0	0
267	Occidental Mortgage Corp., West Covina, Calif.	285,637,147	204,602,000	277	+10	4,318	7	14
268	Justice Mortgage Co., Inc., Dallas	284,959,852	240,000,000	266		6,023	26	29
269	First Fidelity Mortgage Corp., Atlanta	276,000,000	217,639,000	271	+2	47	5	0
270	Calumet Securities Corp., Schererville, Ind.	268,136,658	274,517,615	257		9,792	45	1
271	Pool Mortgage Co., Oklahoma City	262,197,161	224,987,309	268		6,008	84	56
272	Texas Western Mortgage, Inc., Houston	261,803,701	N.A.	...		3,927	65	47
273	Camp & Co., Birmingham, Ala.	252,809,882	183,000,000	288	+ 15	167	13	0
274	Atlantic Mortgage & Investment Corp., Jacksonville, Fla.	250,052,610	170,989,000	292	+ 18	5,892	19	94
275	John Burnham & Co., San Diego, Calif.	240,956,000	188,897,269	285	+10	544	12	0
276	Singleton Mortgage Corp., Memphis, Tenn.	240,800,000	208,500,000	275		6,649	26	2
277	First Financial Corp., Waco, Tex.	239,363,148	250,000,000	265		16,245	24	695
278	Boulevard Mortgage Co., Philadelphia	233,770,532	200,147,394	280	+2	8,016	35	61
279	Central Mortgage Bancshares, Inc., Springfield, Mo.	233,599,255	199,431,154	283	+4	8,717	40	72
280	Beneficial Standard Mortgage Co., Los Angeles	230,247,440	202,373,411	278		831	5	0
281	Holliday Mortgage Corp., Tulsa, Okla.	227,393,157	....	...		137	16	0
282	Weststar Mortgage Corp., Santa Rosa, Calif.	226,981,000	117,863,000	322	+ 40	4,106	31	0
283	Bank of Virginia Mortgage Corp., Richmond	224,427,472	266,359,059	260		4,645	51	23
284	GECC Financial Corp., Honolulu	222,005,335	208,654,925	274		2,160	38	0
285	Pioneer Mortgage Corp., Shreveport, La.	219,163,897	200,000,000	281		7,646	44	82
286	Jim Perry & Co., Coconut Grove, Fla.	216,793,124	300,000,000	247		137	20	0
287	Fullerton Mortgage & Escrow Co., Calif.	212,000,000	212,517,586	273		4,649	26	58
288	Barry S. Slatt Mortgage Co., San Francisco	211,417,378	168,350,992	293	+5	354	7	0
289	Boatmen's Mortgage Corp., St. Louis	204,000,000	10,508,987	341	+ 52	5,322	6	1
290	AmBank Mortgage Co., Baton Rouge, La.	203,228,802	201,417,775	279		5,483	34	20
291	A.E. Landvoigt, Fairfax, Va.	200,036,915	183,540,122	287		2,927	14	90
292	Turner Corp. of Oklahoma, Inc., Tulsa	197,101,603	191,389,861	284		5,450	57	53
293	Proctor & Associates of Michigan, Inc., Troy	193,332,289	137,553,631	308	+ 15	294	14	0
294	Alta Mortgage Co., Concord, Calif.	191,753,045	182,681,455	290		3,172	36	36
295	United Bankers Mortgage Corp., Oklahoma City	186,016,000	101,296,544	328	+ 33	3,593	40	12
296	Hancock Mortgage Corp., Gulfport, Miss.	185,936,507	181,703,508	291		3,996	45	31
297	Mercury Mortgage Service Corp., Hayward, Calif.	185,556,828	118,000,000	321	+ 24	2,291	13	40
298	Mayflower Mortgage Corp., Plymouth, Mich.	183,730,616	118,573,000	319	+ 21	3,525	12	0
299	Glenn Justice Mortgage Co., Inc., Dallas	180,835,475	200,000,000	282		4,541	55	0
300	Carey Winston Co., Bethesda, Md.	176,019,395	157,885,912	295		3,180	35	27
	TOTALS FOR 3RD 100★	**35,206,360,296**	**30,055,429,799**			**755,245**	**4,199**	**8,221**
	TOTALS FOR TOP 300†	**549,826,316,825**	**472,698,580,584**			**11,418,252**	**33,708**	**108,353**

This listing is based on permanent real estate mortgages serviced for investors. Mortgages owned by an institution, as well as foward commitments, home improvement loans, and all temporary financing such as construction loans and development loans are excluded. **(a)**— Two years ago Holliday Mortgage was acquired by American Mortgage & Investment Co., Oklahoma City. In May 1986, it became an independent company once again. **(b)**— Formerly Thomas D. Wood & Co. Changed title in March 1986. **(c)**— Formerly a subsidiary of United Oklahoma Bank, Oklahoma City. United Bankers was sold to Landmark Land Co., Carmel, Calif., in October 1986. **(d)**— Formerly known as Missouri Mortgage & Investment Co. **(r)**— Based on data received after publication last year. This is the rank the company would have had if data were available. **(★)**— Servicing volume for 6/30/85 is for the 3rd 100 firms on 6/30/86. **(†)**— Servicing volume for 6/30/85 is for the top 300 firms on 6/30/86.

Top Firms in Mortgage Industry Taking Bigger Share Of the Servicing Business, Despite More Players

By L. MICHAEL CACACE

NEW YORK — The top firms in the mortgage industry are significantly increasing their share of the mortgage servicing market. This concentration of servicing at the top firms signals a fundamental change in the industry.

In today's annual survey of the top 300 mortgage companies in mortgages serviced for investors, the *American Banker* finds that the top 300 firms are servicing more than 93% of the industry's portfolio. Just five years ago, the figure was 89%. Nineteen years ago — when the *American Banker* first began keeping track of servicing — the top firms were servicing 79% of the industry portfolio.

While servicing has become more concentrated, the total number of mortgage companies is on the rise. According to the Mortgage Bankers Association, Washington, D.C., on June 30, 1986, there were 1,357 mortgage companies that were members of that association. Just five years earlier, there were 786 mortgage company members in the association.

According to Lawrence J. Trautman, a senior vice president and director of mortgage industry practice at Donaldson, Lufkin & Jenrette Inc., New York: "We are seeing the development of a two-tier industry — those firms engaged principally in the loan origination business, and those strategically seeking to become major factors in loan servicing by achieving certain economies of scale available to the largest of servicers."

The mortgage company business is actually two businesses — loan origination and servicing. A mortgage company originates first mortgages with its own or borrowed funds and then sells these loans to investors. The servicing business is generally more lucrative. For a fee, the mortgage company will continue to service the mortgages it sold to investors.

Servicing includes the collection of payments in accordance with the terms of the loan and the operational procedures covering accounting, bookkeeping, insurance, tax records, loan payment follow-up, delinquency loan follow-up, and loan analysis.

Over the past two years, the originations portion of the business has boomed, sparked by lower interest rates. "Mom and pop" mortgage companies have developed, specializing in originations. These small companies are selling their portfolios to the larger companies for servicing.

According to Mr. Trautman, the recent spate of refinancings of higher interest mortgages for lower interest mortgages over the last year has caused "a transfer of wealth from major portfolio services to the 'cottage industry' originators."

"Many aggressive purchasers of loan servicing during the past several years have found that their portfolios are 'running off' at levels never imagined in their wildest dreams, with the handsomely priced asset they've paid for simply disappearing as the borrower refinances with an originator possessing a superior point-of-sale capability," Mr. Trautman says.

The top 300 mortgage companies were servicing $549.8 billion for investors on June 30, 1986, up 16.3% from the year before. According to data from the Mortgage Bankers Association, its 1,357 mortgage company members were servicing $590.3 billion in mortgages for investors at midyear.

GMAC Mortgage Co., Philadelphia, maintained its ranking as the top mortgage company in the field with $21.8 billion in mortgages serviced for investors on June 30, up 4.7% from its industry leading volume of $20.4 billion on Dec. 31, 1985, and up 12.6% from $19.3 billion on June 30, 1985, when it ranked second.

Concentration in the Mortgage Industry

Selected Dates Over the Period 1967 to 1986

(Top 300 firms in servicing compared with industry; dollars in billions)

Date	Servicing by Top 300 Firms	Servicing by All Firms in Industry*	Total No. of Firms in Industry*	Ratio Top 300:All
June 30, 1967	$48.6	$61.7	NA	78.8%
June 30, 1972	83.0	96.6	NA	85.9%
June 30, 1977	134.8	153.0	735	88.1%
June 30, 1981	252.4	282.6	786	89.3%
June 30, 1986	549.8	590.3	1,357	93.1%

* — Data from Mortgage Bankers Association, Washington, D.C.

The three largest percentage gains in servicing and the three largest percentage losses in servicing over the year ending June 30, 1986, were posted by commercial-bank-related firms.

The top three gainers were: Boatmen's Mortgage Corp., St. Louis; Independence One Mortgage Corp., Southfield, Mich.; and MPact Mortgage Bankers, Dallas.

Boatmen's Mortgage Corp. — formerly known as Missouri Mortgage & Investment Co. — is a subsidiary of Boatmen's Bancshares Inc., St. Louis. Boatmen's Mortgage, which ranked 289th among the top 300 firms, had a 1,841% gain in its servicing to $204.0 million on June 30, 1986, from $10.5 million on June 30, 1985. The mortgage company did not respond to several requests from the *American Banker* to explain the reasons for this gain.

Independence One Mortgage Corp., a subsidiary of Michigan National Corp., Bloomfield Hills, had a 213% gain in its servicing to $1.9 billion at midyear 1986, up from $614.2 million a year earlier. The company, which ranked 78th among the top 300 firms, attributes the gain to the consolidation of an affiliate bank's servicing into its portfolio.

MPact Mortgage Bankers, Dallas, had a 178% gain in its servicing volume to move up 83 places in rank to 189th, with $597.9 million in servicing on June 30. MPact Mortgage, a subsidiary of MCorp, attributed about half of the gain to an expansion of its correspondent operations into the Southeast and the other half to the surge in loan production brought about by lower interest rates.

Last week, Lomas & Nettleton Financial Corp., Dallas, the nation's second largest mortgage company, with $21.3 billion in servicing at midyear, announced that it will acquire MPact Mortgage Bankers' entire servicing portfolio before yearend.

The three largest declines in servicing were posted by Latimer & Buck Inc., Philadelphia; Security Pacific Mortgage Corp., Denver; and Intercounty Mortgagee Corp., Hempstead, N.Y.

Latimer & Buck, a subsidiary of Fidelcor Inc., Rosemont, Pa., had a 48% decline in servicing to $1.1 billion on June 30, 1986, from $2.2 billion a year earlier, to drop 65 places in rank to 127th. The decline was attributable to the sale of its residential mortgage portfolio to a sister mortgage company, Fidelity Bond & Mortgage Co., Philadelphia.

Fidelity Bond & Mortgage had a 40% gain in its servicing portfolio to move up 17 places in rank to 101st, with $1.51 billion in servicing at midyear 1986, compared with $1.08 billion a year earlier. On Oct. 1, Fidelcor sold Fidelity Bond & Mortgage to Raritan Valley Savings and Loan Association, East Brunswick, N.J., for $22.5 million.

The nation's 57th largest mortgage company, Security Pacific Mortgage Corp., Denver, a subsidiary of Security Pacific Corp., Los Angeles, had the second largest decline in servicing. Its servicing portfolio fell 39% to $2.47 billion on June 30, from $4.07 billion a year earlier. The company is in the process of leaving the servicing business.

In September, Fleet Financial Corp., Providence, R.I. — the nation's fifth largest mortgage servicer, based on the combined servicing portfolio of $13.8 billion at Fleet National Bank and its two mortgage company subsidiaries — announced that it had agreed to purchase Security Pacific Mortgage.

The *American Banker* survey is based on permanent real estate mortgages serviced for investors. Mortgages owned by an institution, as well as forward commitments, home improvement loans, and all temporary financing, such as construction loans and development loans, are excluded. The listing includes servicing performed by independent mortgage companies; mortgage companies that are subsidiaries of other firms, including banks, bank holding companies, and thrift institutions; and holding companies whose major holdings are in mortgage companies. ■

American Banker's Mortgage Firm Report Available on Diskette

The data presented in today's report on the top 300 mortgage companies are available on a computer diskette for $100 (New York residents add sales tax).

The diskette uses formats suitable for most personal computer users and allows for easy manipulation and analysis.

To order your diskette write Banking Data Service, American Banker, One State Street Plaza, New York, N.Y. 10004. Oustide of New York, phone orders maybe placed toll-free by calling Debra Crocco at 800-322-0047. New York State residents may call 212-943-8276.

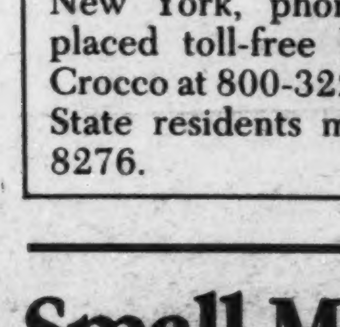
Small Mortgage Lenders Will Soon Be Swimming with the Big Fish

Little Firms May See Larger Profits After Fannie Mae Pools Their Mortgages for Institutional Investors

By JIM McTAGUE

Washington Bureau

WASHINGTON — Beginning Jan. 1, small-fry mortgage lenders will be able to plunge into the previously inaccessible waters of the big pools, an event made possible by a marketing stroke of the Federal National Mortgage Association, or Fannie Mae.



Fannie Mae predicts small lenders will realize bigger profits by allowing the agency to batch their mortgage loans into one big package or "pool" for sale to institutional investors.

The lenders will receive a pro-rata piece of the sale proceeds.

"The institutional investors want big pools, and they are paying premiums for them," contends Dick Daniels, a senior vice president at Fannie Mae.

Explained another Fannie Mae official, "A big $100 million pool is easier work for an institutional investor's bookkeepers to handle than, say, 10 smaller pools of $1 million each, and that's one reason they are in demand."

The new program will permit lenders with packages of mortgages in amounts as low as $250,000 to wade into markets previously dominated by only the largest mortgage-banking firms. Initially, only 30-year conventional mortgages not more than 12 months old will be eligiable.

The batched mortgage pools eventually could approach the $1 billion mark if demand for mortgages remains strong, said Mr. Daniels.

Most mortgage pools now offered for sale are in the $1 million range.

Fannie Mae expects to see some increase in market share due to the new product because competitor Freddie Mac, the Federal Home Loan Mortgage Corp., has nothing like it.

The new product has tax implications that Mr. Daniels said all lenders should be aware of before they jump in for a swim. Lenders who deliver mortgages to the pool and get back securities representing their share have to account for the transaction as a sale of assets, he said. This means that the securities could not be used for swaps or as collateral for repurchase agreements, he said.

Information on pool numbers and coupon rates is available by phone or on Telerate, Mr. Daniels said. ■

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TODAY

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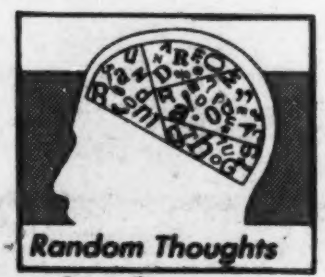
Quote

This is not Machiavellian or nefarious or subliminal or anything else. It is a management contract with economic benefits on both sides — an opportunity that is hard to turn down.

Charles T. Russell, president of Visa U.S.A. Inc., commenting on Visa's contract to provide management services to Interlink, the point-of-sale debit card system owned by the four biggest California banks, a move questioned by MasterCard in light of the two competitors' agreement to work together on a debit card plan known as Entree. [Page 2]

Unquote

Random Thoughts


Random Thoughts

By SANFORD ROSE

The use of duration analysis to assess interest rate risk is becoming increasingly widespread at banks and thrifts. A palatable way to explain duration to senior management is to avoid the direct use of the word and substitute instead the phrase interest-rate elasticity — defined as the percentage change in the value of assets and liabilities for a 100 basis-point change in interest rates. Elasticities are determined by dividing the negative of durations by one plus the discount rate.

For example, assume that a bank has invested $1,000 in a three-year 10% coupon bond. Assume further that one-year rates stand at 9%, two-year rates at 10%, and three-year rates at 12%.

The duration of the bond is determined by first multiplying the present value factors derived from the three rates by the cash flows — for the sake of simplicity, assume three annual flows of $100, $100, and $1,100.

Then these present values are further multiplied by the respective times to receipt — one, two, and three years. The duration is the ratio

Random Thoughts: Page 4 ➧

Fed's Real Estate Investment Proposal Would Curb State Banks, Groups Say

By JIM McTAGUE

Washington Bureau

WASHINGTON — The Federal Reserve Board's proposals for admitting bank holding companies into the real estate game through nonbank subsidiaries would radically curtail the activities of state-chartered banks in such states as California and Ohio, according to trade groups.

The Fed on Monday proposed limiting a bank holding company's total investment in all real estate subsidiaries to 5% of its consolidated primary capital. In states such as California, where the Legislature has given local institutions broad powers, state-chartered institutions can invest up to 10% of their total assets in real estate, a figure about 20 times larger than what the Fed would allow, said industry sources.

However, for holding companies in about 31 other states, the guidelines could be beneficial. If adopted, they would permit bank companies to enter the real estate game as direct investors for the first time. The proposal does not cover banks that are not owned by holding companies.

The board voted Monday to solicit public comment on the new regulations. It is an about-face for the Fed, which since 1972 has said that direct real estate investment was not closely related enough to banking to be considered a permissible activity. But the board said changes in state laws permitting such activities by their locally chartered institutions, as well as a proposal by the Federal Deposit Insurance Corp. to allow direct investments, led it to reevaluate its stand.

Among the issues the Fed's Board of

Real Estate: Page 15 ➧

Banks Unlikely to Fill Junk Bond Gap Left After Boesky Affair
Page 3

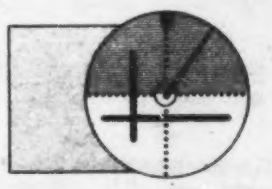
Security Pacific Buys a Toehold In Washington

Adds Bank Near Olympia To Its Western Stable

By NINA EASTON

West Coast Bureau

LOS ANGELES — Security Pacific Corp., the nation's sixth largest bank holding company, has made its first move into Washington State with the acquisition of Harbor Security Bank, a $10 million-asset bank located southwest of Olympia.


Corporate Strategy

The acquisition, announced Monday, is the latest in a series of interstate moves that so far has given Los Angeles-based Security Pacific a presence in Arizona and a potential presence in two other states — Nevada and Oregon.

With the advent of interstate banking in California, Security Pacific is moving away from its earlier emphasis on expanding its operations through nonbank vehicles, particularly in the securities business, and is focusing on small and medium-sized bank acquisitions.

Security Pacific vice chairman Robert H. Smith said in an interview Monday that the banking concern expects to add about $10 billion in assets — expanding its banking activities in northern California, where it has an estimated 4% market share, and in neighboring states — over the next three to four years.

"Our goal is a $100 million total earnings stream" from those acquisitions over the same time period, said Mr. Smith, who also serves as chief operating officer of Security Pacific National Bank, the holding company's principal subsidiary. Security Pacific

Security Pacific: Page 14 ➧

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Barclays Cites Student Pressure In Decision to Exit South Africa

By JOHN J. DUFFY
London Bureau

LONDON — Barclays Bank PLC said Monday it has sold its remaining interest in its associate bank in South Africa and is pulling out of the country.

SOUTH AFRICA

Barclays, one of Britain's top four clearing banks, said it sold its remaining 40.4% in Barclays National Bank Ltd., the biggest commercial bank in South Africa, to a group of South African institutions including the Anglo American Corp., De Beers Consolidated Mines, and the Southern Life Association. Both Anglo American and De Beers are controlled by South African industrialist Harry Oppenheimer.

Barclays' withdrawal is the largest divestment from South Africa yet by a foreign company.

Sir Timothy Bevan, Barclays' chairman, said the decision to sell the stake was made primarily because of the uncertain outlook for the South African economy and because of the bank's plans to devote fewer resources to former British colonial outposts, such as South Africa, and more to major modern banking markets, such as North America.

Bank of America to Sell Puerto Rican Automobile Finance Subsidiary
Page 15

Sir Timothy also acknowledged, however, that the bank's business was

Barclays: Page 14 ➙

Visa's Hire of First Interstate's Johnson Stirs Speculation on Russell's Successor

Bank's Former Credit Card Chief to Be 'Assistant to the President'

By JEFFREY KUTLER

SAN FRANCISCO — Moving to strengthen its top management and hasten its search for a future president, Visa U.S.A. Inc. has named A. Wayne Johnson as one of three executive vice presidents.

Credit Cards

Mr. Johnson, 34, is the former chief executive officer of First Interstate Bancorp's credit card subsidiary.

He was given the added title of "assistant to the president," who is Charles T. Russell, and will take on corporate planning responsibility for the bank-owned payment services organization when he arrives after Dec. 1.

Mr. Johnson is the first outsider in years to be added to Visa's senior staff. This will likely fuel speculation about a possible successor to Mr. Russell, who is 56.

Mr. Russell said he was looking for "more depth in senior management," which was thinned by the departure of several executives since 1984 when Mr. Russell took over from Dee W. Hock as Visa's top officer.

Mr. Russell and Mr. Hock, the only chief executives in Visa's 17-year history, had maintained a tradition of promoting senior staff from within.

Mr. Johnson, who has been a management consultant as well as bank card manager at First Interstate, brings "a unique perspective [that] will add an important dimension to the management team," Mr. Russell said.

Mr. Russell, who is president of both

Visa Executive: Page 6 ➙

Correction

A table of off-premise automated teller machine leaders ("Top Banks Ranked by Number of Off-Premise ATMs," Nov. 17, page 39) incorrectly ranked Mellon Bank at the top of the list when it should have been fifth. Mellon Bank, Pittsburgh, has 87 off-premise ATMs; its holding company, Mellon Bank Corp., had 361 as of June 30, 1986.

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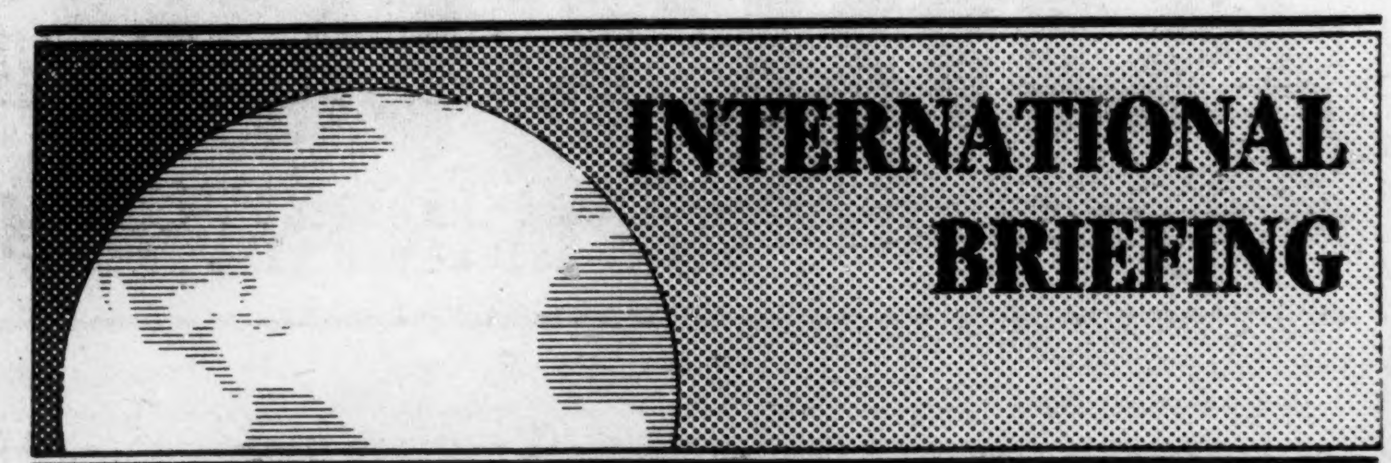

INTERNATIONAL BRIEFING

Compensation Isn't Only Reason For Executive Flight at Citicorp

LONDON — The turmoil that has prompted a string of senior defections from Citicorp Investment Bank Ltd. has as much to do with structural changes taking place within the organization as with the issue of compensation, Citicorp executives said.

UNITED KINGDOM

The changes, which have been under way "for a number of months," according to one Citicorp executive, include a merging of the treasury and merchant banking divisions within Citicorp Investment Bank. The merger is taking place in the context of a gradual integration between the institutional bank, which does traditional wholesale corporate banking business, and the investment bank, which largely operates in the capital markets. This process has been under way for more than a year, since Citicorp first transferred the treasury division from the commercial bank to the investment bank. The merger between treasury and merchant banking are reportedly resulting in redundancies and in a rise in disaffection among senior personnel.

"It's a time of enormous change within the corporation and everything is in a bit of a flux right now," one Citicorp executive said on Friday.

The issue of compensation is significant in some cases but not in all, sources said. It has been most significant among securities traders in New York and London, where rival investment banks have traditionally paid considerably more than Citicorp.

The latest defections to hit Citicorp were the resignations last week of Mark D. Blundell, 36, the investment bank's executive director of interest rate risk management in London, and David P. Pritchard, 42, managing director of international securities. Mr. Blundell is joining Natwest Investment Bank Ltd., where he will serve as a director with responsibility for structuring and marketing interest rate swaps and other risk management techniques. Mr. Pritchard has been appointed vice chairman of Orion Royal Bank Ltd. and will be responsible for running the firm's capital markets business.

Both Mr. Blundell and Mr. Pritchard had been with Citicorp for nine years.

In addition to the executives who left last week, other recent Citicorp refugees include John C. Botts, who resigned as chairman of Citicorp Investment Bank Ltd., and Hans W. Ritz, managing director of Citibank AG in Frankfurt. Mr. Botts is starting his own joint venture in London, and Mr. Ritz left to join a German investment bank.

In an interview Friday, Mr. Blundell said that his decision to leave Citicorp for Natwest was based mostly on his desire to remain in London. "I wanted a job where I didn't have to worry about being pulled out of here in five or 10 years," he said. "I wouldn't mind puttering to the office when I'm 60 years old and I'm only 36 now," he said. Compensation was not an issue, he said, as salary levels at Citicorp and Natwest are roughly equivalent. "If money was the issue I'd go to work for Salomon Brothers," he said.

— John J. Duffy

ISRAELI GOVERNMENT MAY OWN BANKS: The Israeli government may wind up the unwilling owner of the nation's banks when bank shares it holds fall due for redemption in two years, a senior Israeli economic analyst predicted.

"In a country dedicated to the capitalist system, I'm not sure that is something that is desirable," Marshall Sarnat, professor of finance at the Hebrew University in Jerusalem, said at a panel discussion in New York on prospects for reforming financial markets in Israel.

Shares in Israel's major banks were converted, for all practical purposes, into government bonds in a bailout after a speculative bubble on the Tel Aviv Stock Exchange burst in October 1983. The conversion increased Israel's internal debt by some $7 billion. Internal public debt in Israel is estimated at $43 billion and its foreign debt at around $20 billion.

A recent government decision to reduce new issues of government paper by $300 million, according to Uriel Procaccia, Hebrew University professor of corporate and financial law, is meaningless without a corresponding reduction in budget spending.

Both speakers sharply criticized distortions in the local capital market created by government intervention.

Treasury borrowing in the bond markets and its hold on setting the terms for interest rates, duration, and types of linkage effectively precludes any competition for funds, said Mr. Sarnat.

He said this led to the stock manipulation by banks that triggered the 1983 collapse in share values.

Government intervention and the small size of the domestic market, he added, has prevented specialized securities brokerage houses from developing and has left banks as the country's principal underwriters, investment advisers, brokers, and managers of mutual funds and retirement funds.

"Banks must step back from their stranglehold on the equity market," said Mr. Sarnat, who called on the government to implement recommendations to reduce Israeli commercial banks' control over the primary and secondary securities market and permit the entry of other institutional participants.

— James Kraus

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TODAY

THE FEDERAL DEPOSIT Insurance Corp. this week issued broader guidelines for banks seeking assistance to keep from failing.............. 2

U.S. BANK AND THRIFT institutions tapped the Euromarkets with several new financing innovations in November despite increasingly chaotic trading conditions that at times threatened to shut down the bank market completely.......................... 2

NCNB CORP., the North Carolina-based bank holding company, said on Thursday that it has agreed to acquire the 70.1% of London stockbroker Panmure Gordon & Co. that it does not already own................... 2

JAMES ROBINSON 3D, chairman and chief executive officer of the American Express Co., told the Securities Industry Association's annual meeting Thursday that the Glass-Steagall Act and the entire financial regulatory structure "is as rickety and unable to support its burdens as a WPA bridge that hasn't been properly maintained in 50 years"................. 3

THE BANKING INDUSTRY had a generally positive initial reaction to a series of proposals made on Wednesday to further reduce intraday overdrafts, according to interviews with some bankers................ 3

FREDRICK H. JOSEPH, chief executive officer of Drexel Burnham Lambert Inc., said Thursday he expects his firm will suffer a "slowdown in growth" as a result of the Ivan Boesky insider trading scandal. But at the same time he claimed the firm currently maintains its dominance in a junk bond market that is surviving the scandal.. 3

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Quote

You walk into the hotel and your room has already been paid for. You go to dinner and someone has arranged for a room. You don't know what the charges are in dollars and cents.

Shannon A. Fairbanks, Federal Home Loan Bank Board chief of staff, commenting on the practice by Bank Board senior executives of charging travel expenditures to a special account funded by the thrift industry. [Page 1]

Unquote

Bank Board Changes Reimbursement Policy After Disclosure of Sizable Charges to Industry

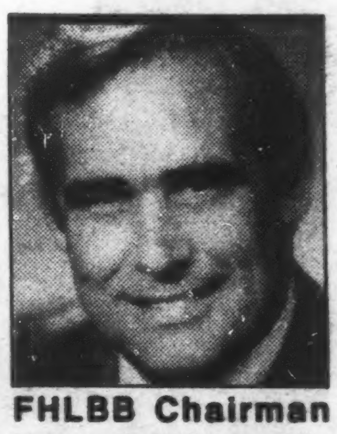
By RICHARD RINGER and ROBERT M. GARSSON

WASHINGTON — The Federal Home Loan Bank Board has ended a controversial practice under which Edwin J. Gray, its chairman, and other senior staff members routinely billed travel expenses to a special account funded by the financially distressed thrift industry.

The termination of the reimbursement practices comes just days after the Bank Board released copies of expense vouchers for the senior board members in response to Freedom of Information Act requests by news organizations, including the *American Banker*.

"There is no question that the bank system has traditionally lived very well," said Bank Board Chief of Staff Shannon A. Fairbanks, in a comment about the reimbursement practices.

"There is no question that the level of expenditures for the [district] banks and the board is an absolutely legitimate area of review," she added. "And there is no question whatsoever that will be reviewed."



FHLBB Chairman Edward J. Gray calls for end to agency travel subsidized by thrift industry.

The documents released also showed that Mr. Gray spent more weekdays traveling than he spent working in his Washington office from the time he took office in spring of 1983 through June of this year.

The nation's savings and loans, through their ownership in the 12 regional Federal Home Loan banks, had paid for much of Mr. Gray's extensive travel expenses, including limousine services, expensive hotel rooms, and chartered yachts. That practice has now been terminated.

This tax on the thrifts came at a time when many of the

Bank Board: Page 12 ➛

Third World Debt Securities Urged

NEW YORK — A leading investment banker has urged the securitization of at least some bank loans to troubled developing nations as a means of easing the Third World debt crisis while providing much needed liquidity to the global financial system.

In addition, Henry Kaufman, managing director of Salomon Brothers Inc., called for the establishment of a new official international agency "with the power to, among other things, set uniform accounting, capital and reporting standards for major financial institutions."

He offered the proposals here Thursday at the U.S. congressional summit on debt and trade, the latest in a series of conferences that gather together political, business, and financial leaders to focus on the problems facing the economies of this country and the world.

Also speaking at the meeting was Treasury Secretary James A. Baker 3d,

Third World Debt: Page 14 ➛

Sales and Swaps of Third World Debt Earn Brokers' Fees for Major Banks

By GORDON MATTHEWS

NEW YORK — Major banks are increasingly active in sales and swaps of below-grade debt of developing countries — but mostly as brokers in search of fees rather than as principals seeking to shrink their own large loan portfolios to the Third World.

AN American Banker SPECIAL REPORT

The market this year for such loan transactions is expected to reach about $5 billion, although some participants decline to guess its size. Many deals are held confidential by the banks that are sellers or swappers — mostly medium-sized and regional banks that have posted some reserves against such debt.

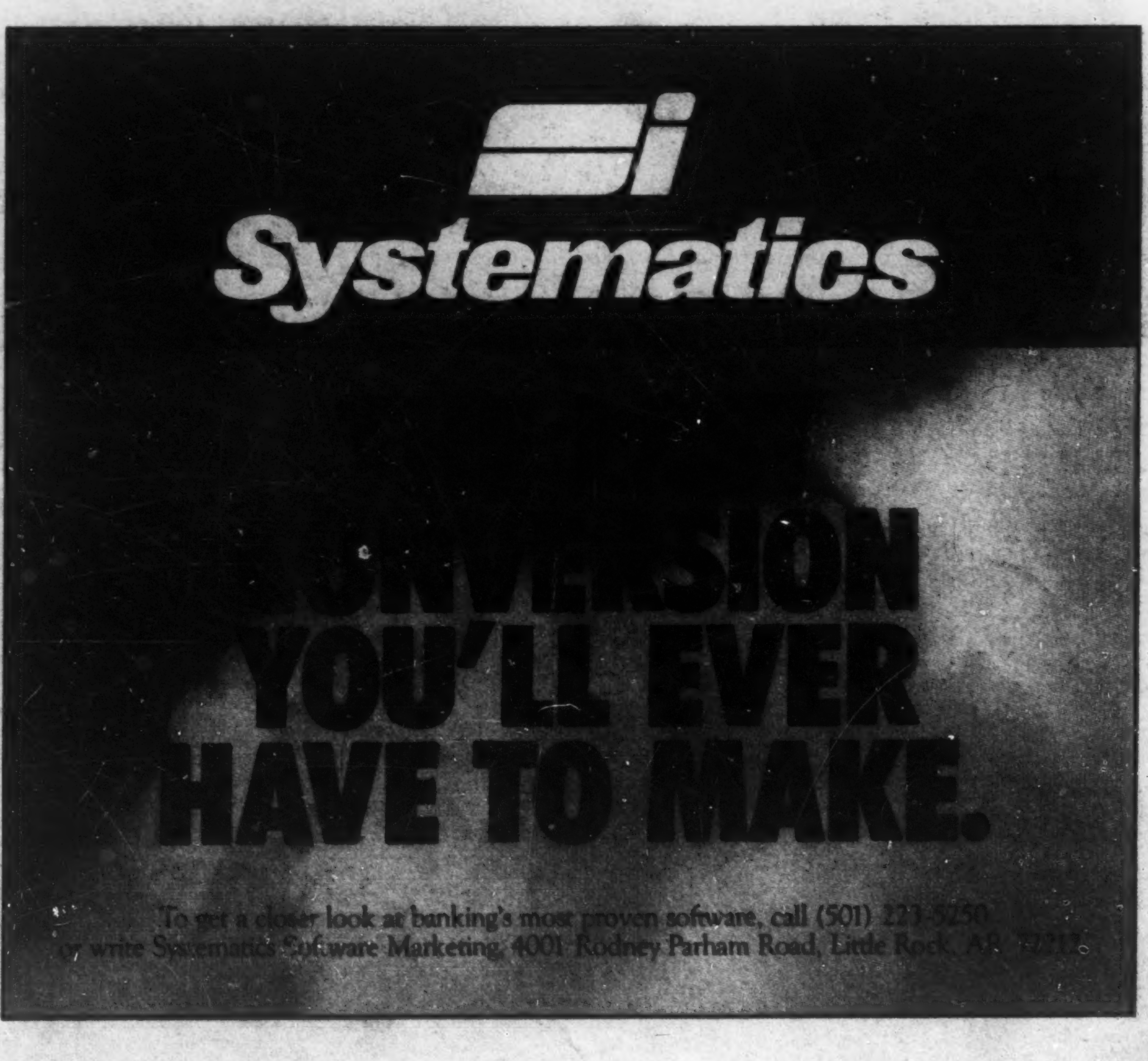
The transactions represent a small portion of the nearly $400 billion owed foreign creditors by developing nations and are not seen as a final answer to the international debt crisis. But with no real solution in sight, they are viewed as one of the few innovative moves that can help both banks and their borrowers.

The discounts from face value on the loans involved in such deals vary from 25% or less for Brazil and Venezuela to 45% for Mexico to 80% for Peru. They are also quickly changeable, depending on economic and political developments.

Nearly every money center bank now has a department that is seeking such business. Manufacturers Hanover Trust Co., for example, formed its asset redeployment group last June with a small staff of its own that draws on much help from other areas of the bank.

The leaders among banks as debt brokers are Citibank, Chase Manhattan Bank, Bankers Trust Co., and Libra

Third World: Page 16 ➛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Bank Board . . .

➼ Continued from Page 1

savings and loans have serious financial problems that threaten their solvency, and when the thrifts are forced to pay increased assessments to shore up the dwindling Federal Savings and Loan Insurance Corp.

"It's a matter of concern to me personally" that the Bank Board members were spending so much on travel at a time the industry is in such trouble, said Ms. Fairbanks.

Under the new policy, Bank Board employees will be reimbursed by the board only for amounts permitted for other government employees. No employee can be reimbursed by any of the district banks — individually or through the special "shared expense fund" — by trade groups, or by organizations such as the Federal Home Loan Mortgage Corp., known as Freddie Mac.

In an interview on Thursday, Ms. Fairbanks declined to criticize any of the district bank presidents who authorized and approved the expenses. But she said that neither she nor the Bank Board members in Washington were aware of how much was being spent, and that they were surprised when they saw the amounts.

"You walk into the hotel, and your room has already been paid for. You go to dinner, and someone has arranged for a room. You don't know what the charges are in dollars and cents."

The documents released under the Freedom of Information Act show that Mr. Gray spent approximately 433 weekdays on the road, and 397 full days in his office between March 23, 1983 — when he received Senate confirmation — and June 23, 1986. That estimate does not include weekends, holidays, and unrecorded vacations that Mr. Gray may have taken.

Mr. Gray's travel includes business trips throughout the country. The travel also includes many visits to his California home — often tied to his business travel — as well as trips to London, Dublin, Australia, and Rio de Janeiro. Between August 1985 and June of this year, Mr. Gray made 16 visits to his home state of California.

The documents show that Mr. Gray's traveling on government expense began even before he formally took office. He took three trips in February and March of 1983, before the Senate confirmed him on March 23 of that year.

Expenses Billed to Shared Fund by District Banks

The following shows what each Federal Home Loan Bank contributed in the past to a common or "shared" fund which paid for portions of travel and entertainment expenses for Home Loan Bank System and Federal Home Loan Bank Board senior officials.

District	Headquarters	1983	1984	1985	1986*
1	Boston	NA	$4,705	$1,869	$471
2	New York	$2,404	$16,227	$13,734	$14,389
3	Pittsburgh	$1,444	$12,289	$26	$1,144
4	Atlanta	$4,312	$7,694	$7,113	$12,996
5	Cincinnati	$16,876	$256	$11,498	$1,651
6	Indianapolis	$1,034	$4,123	$17,371	$499
7	Chicago	NA	$5,405	$10,533	$9,442
8	Des Moines	$3,074	$15,698	$16,840	$12,053
9	Dallas	$916	$8,090	$10,767	$1,283
10	Topeka	$315	$586	$1,863	$896
11	San Francisco	NA	NA	$24,721	$22,701
12	Seattle	NA	NA	$3,653	NA
	Estimated Total	**$30,375**	**$74,932**	**$122,688**	**$77,525***

Source: Federal Home Loan Bank System.
*1986 figures are for partial year only, ranging from six to nine months.

After that vote, records show that during 1983 Mr. Gray spent approximately 88 full workweek days — not counting holidays — in his Washington office, and 107 workweek days traveling.

During November 1983, and again in December 1983, Mr. Gray was in the Washington office only six days each month.

The documents show that the nation's savings and loan associations until now have subsidized some of the travel and entertainment expenses of Mr. Gray and other Bank Board officials through the thrifts' ties to the district Federal Home Loan banks. The district banks, chartered by Congress, are funded by the savings and loans that own stock in the bank. In exchange for this ownership, a savings and loan is able to borrow funds through the Bank Board system and become eligible for deposit insurance through the Federal Savings and Loan Insurance Corp.

The district banks had established an expense account fund to which charges were debited, including travel and entertainment expenses of Mr. Gray, other Bank Board members, and, in some instances, their spouses. In addition, individual district banks routinely pay the expenses of Mr. Gray, other Bank Board members, and their spouses, the documents show.

The savings and loans aren't alone in picking up the expenses racked up by Bank Board officials. The U.S. League of Savings Institutions, a major trade association representing the thrift industry, pays all expenses that exceed a $75 per diem given to Mr. Gray and other Bank Board officials attending league functions. The payment of these expenses has been a policy of the U.S. League for about 30 years, a league spokesman said this week, and the policy adheres to the Bank Board's code of conduct.

In a related development, on Thursday, the Office of Government Ethics released a report on its investigation of Mr. Gray and the use of Federal Home Loan bank funds for travel and entertainment. Citing a lack of subpoena authority to obtain certain documents, the ethics office said it referred to the Justice Department the matter of payment of travel expenses and other gratuities to members of the board by the U.S. League and other thrift trade groups.

The practice of a trade group paying the expenses of officials who regulate the group's members is not followed widely in the financial services industry. The American Bankers Association and the Independent Bankers Association of America, the two largest trade groups representing commercial bankers, do not pay the expenses of federal bank regulators attending conventions or conferences sponsored by the associations. "Our lawyers pay close attention to these types of things," said a spokesman for the Office of the Comptroller of the Currency, the primary regulator of nationally chartered banks. The agency wants to be independent and avoid even any appearance of conflict of interest, the spokesman said.

Just days prior to the release of the documents, Mr. Gray reimbursed about $24,000 in expenses charged to the district Federal Home Loan banks. The reimbursement included $13,000 to charter a private jet used by Mr. Gray to fly from Indianapolis to California to visit his father who was gravely ill at the time.

In order to repay the district banks, Mr. Gray borrowed money from his mother. Ms. Fairbanks said the reimbursement was a "phenomenal financial burden" for Mr. Gray.

Ms. Fairbanks said she plans to spend the weekend reviewing her expense vouchers to see if any should be reimbursed. She has routinely reimbursed the banks for personal expenses that were inadvertently picked up, she added.

Expenses of Home Loan Banks' Shared Fund

	1982*	1983*	1984	1985**
Budgeted	$359,554	$433,361	$1,039,094	$679,585
Funds Spent	$165,393	$79,994	$902,230	$627,248

Source: Federal Home Loan Bank System.
*Figures from Jan. 1 to Nov. 30 of year. **1985 figures through Sept. 30

Among the documents that were released are those of an account established by the 12 district Federal Home Loan banks, called a shared account. The shared account, as well as the practice of individual district banks picking up the expenses of Mr. Gray and other Bank Board officials, provides the Bank Board with operating funds that far exceed the amount appropriated by Congress. And these expense accounts clearly help the Bank Board in attempts to operate within budgetary limitations, a goal of federal agencies as part of a concerted effort to reduce the federal budget.

"We were aware that there were costs associated with the shared expense fund, but were not aware of the specific fees," Ms. Fairbanks added.

The shared fund — informally referred to by some as a slush fund — is controlled through the Federal Home Loan Bank of Chicago, one of the 12 district banks. A policy for the shared fund, adopted in July 1981, states that expenses paid by the fund "shall be limited to expenses which benefit all banks and are approved by the banks presidents."

The shared fund account was maintained by the 12 district Federal Home Loan banks and has been used to pay the business expenses incurred not only by Mr. Gray, but also by other Bank Board officials. These expenses include legitimate business costs such as hotel accommodations and meals. Moreover, the district banks have under Mr. Gray's tenure picked up an increasing amount of the supervisory and examinations costs.

The shared fund will be maintained for legitimate shared expenses of the 12 district banks, according to one board source, but will no longer be used for travel expenses.

The expenses previously charged to the shared account also include some that are likely to raise eyebrows. For example, the Federal Home Loan Bank of Dallas paid more than $3,800 in limousine fees for Mr. Gray, Ms. Fairbanks, and Bank Board directors Donald Hovde and Mary Grigsby, while they attended the U.S. League of Savings Institutions' annual convention in Dallas in November 1985.

Mrs. Grigsby also was given two pieces of "San Ildefonso black-on-black pottery" as a gift from the presidents of the district banks, which was paid for by the Federal Home Loan Bank of Topeka and cost $500.

The San Francisco bank submitted bills to the shared expense fund for $22,701.55 through the first eight months of 1986 and $24,721.77 in 1985. The expenses billed to the shared fund include bills for limousines, cocktail parties, hotel rooms, paddleboat rides, and bay cruises.

For example, while at a conference of the district bank presidents in August 1985, the fund was billed $320 for a paddleboat ride for seven people, none of whom were identified.

At a bank presidents' conference in San Francisco a year later, a yacht was chartered at a total cost of $6,924.33, including $882 for wine. Fifty-eight people were entertained on the yacht, according to the San Francisco bank's record.

Rooms at San Francisco's Fairmont Hotel, where Mr. Gray and others stayed at the conference, ranged in price from $145 a night for Ms. Fairbanks to $200 a night for board member Mr. Hovde.

At the end of the San Francisco conference, Mr. Gray traveled to Los Angeles for a dinner in his honor. Miscellaneous expenses of $5,256 were billed to the shared fund for the dinner at the Sheraton Plaza La Reina hotel and Mr. Gray's room and expenses at the Los Angeles International Airport Hilton ran to $406.67 for one night.

Bank Board officials, including Mr. Gray and agency lawyers, have previously defended the shared account fund and the way in which expenses of Bank Board officials were handled. Nonetheless, the expense reimbursement practices of the Bank Board were riddled with practical problems, Mr. Gray admitted recently in a letter to the presidents of the 12 district banks, among others.

These problems apparently helped bring an end to the way expenses were charged to the shared account.

Staff writers Jim McTague and Nina Easton contributed to this story.

Savers . . .

➼ Continued from Page 11

Association to Melvyn Bell in a deal that would include a capital infusion for the thrift.

W.P. Gulley, president and chairman of the thrift company, said that both he and Mr. Bell "will use their collective best efforts to seek infusions of additional capital into Savers Federal" to bring the thrift's capital up to 6% of its liabilities.

While it is believed that the terms of a takeover have been reached, Savers and Mr. Bell have not yet signed an agreement. The new agreement is expected to call for a new holding company to exchange all of Savers' existing common stock for a new class of preferred stock with limited voting rights.

After five years, the preferred stock would be redeemable at a price tied to Savers' earnings performance. However, the total redemption price would not be more than $20 million.

Savers Inc. was believed to be one of the two thrift institutions whose bad fortunes stung the second quarter performance of Worthen, along with First South Federal Savings & Loan Association.

Both institutions reported second-quarter losses stemming from problem loans to commercial real estate developers in the Southeast. Those disclosures caused the prices of their stocks to nosedive, thus reducing the value of collateral backing Worthen's loans to certain individuals. ■

Strategic Dates

June 30, 1987

VAMP: The voluntary assisted merger program, the Federal Home Loan Bank Board's program enabling ailing thrifts to merge voluntarily with healthy associations and still gain federal aid, is extended until this date. The board's adoption of the program in 1982 was a temporary measure designed to assist those small thrifts that were suffering from the squeeze of high interest rates coupled with portfolios full of long-term, low-yielding mortgages.

TOP 100 CREDIT UNIONS — TABLES ON PAGES 20-21

American Banker

The Daily Financial Services Newspaper

VOL. CLI NO. 241 | Tuesday, December 9, 1986 | 151st Year

TODAY

ECONOMISTS AND LEADERS of debtor countries warned bankers at last week's congressional economic summit that time may be growing short to implement new approaches to the debt problems of developing nations... 2

WHILE FRUSTRATED BY a web of regulation and politics, U.S. banks eager to enter the Tokyo securities market are anticipating some changes by the Japanese government... 2

IN ITS SECOND MAJOR move to boost capital in less than a week, BankAmerica Corp. said it is selling its personal trust services division to rival Wells Fargo & Co.... 3

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GREAT WESTERN SAVINGS brought to market last week what it said is the first public offering of floating-rate notes tied to the 11th District Cost of Funds Index... 10

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COMING CHANGES IN the nation's tax laws have spurred a flurry of end-of-year mergers and acquisitions in corporate America generally; but in banking, no spate of new deals has occurred... 32

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Random Thoughts

By SANFORD ROSE

It is commonly believed that mortgages outperform virtually all other fixed-income securities. Indeed, many years ago, when yield curves sloped upward nearly all the time and interest rates behaved quite tamely, many bankers advocated a portfolio strategy based on the purchase of federal funds to finance long-term, fixed-rate mortgages.

Over a long period of time, such a strategy would allegedly guarantee maximum returns. However, the long run is composed of a series of short runs, and given rate volatility and yield curve vicissitudes, banks and thrifts that stick to such an "optimal" long-term strategy are very likely to perish in the short run.

Still, many thrifts and a few banks continue to embrace a variant of that long-term strategy. They short-fund fixed-rate mortgage assets. If rates remain stable, they win. If rates rise, they lose — immediately in a market-value sense, ultimately in an accounting sense.

If rates fall, they gain up to the point where the mortgages prepay.

Random Thoughts: Page 4 ➸

Credit Unions' Deposits Keep Soaring

By L. MICHAEL CACACE

NEW YORK — For the third year in a row, credit unions significantly outpaced savings banks and savings and loans in deposit growth in 1985-86.

Credit Unions

In the 12-month period ended June 30, deposits at credit unions soared 20.4%, compared with a 5.8% gain for savings institutions. A year earlier, credit union deposits rose 18.4%, while savings institutions posted an 11.1% gain. And during the year ended June 30, 1984, credit union deposits rose 19.4%, compared with 11.3% for savings institutions.

In addition, data on the asset composition of the top 100 credit unions in the field show that credit unions have been able to keep their share of the new auto lending market while expanding into the mortgage lending market.

These are some of the findings of the *American Banker's* annual survey of the top 100 credit unions, published today.

Top Five Credit Unions

Assets in Millions of Dollars on June 30, 1986

1. Navy FCU, Washington, D.C.	$2,401
2. United Air Lines Empl. CU, Chicago	1,303
3. Pentagon FCU, Arlington, Va.	1,299
4. State Employees CU, Raleigh, N.C.	1,169
5. Boeing Employees CU, Seattle	677

Deposit growth at credit unions was helped this year by "cross-intermediation" in the thrift industry. Cross-intermediation is the transferring of maturing deposit funds from one segment of the thrift industry to another.

In this period of declining interest rates, some credit union members have been transferring maturing deposit funds from their savings institution accounts into their credit union accounts to take advantage of the higher interest

Credit Unions: Page 24 ➸

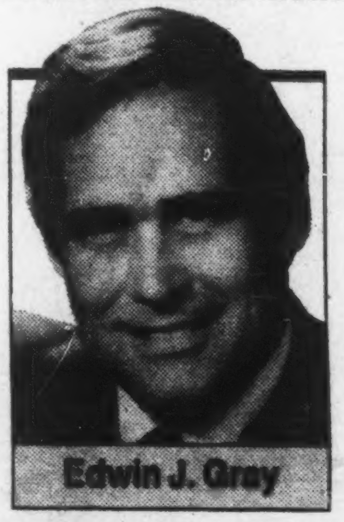
Gray Faces End of Term With Dim Hope

Bank Board Head Says In Interview He's in Debt

By ROBERT M. GARSSON

WASHINGTON — Since his appointment as chairman of the Federal Home Loan Bank Board in 1983, Edwin J. Gray has been singularly concerned with efforts to save the battered thrift industry and its rapidly depleting insurance fund.

Today, as Mr. Gray's term of office nears its last six months, he is still working to shore up the industry and breathe life into the almost bankrupt Federal Savings and Loan Insurance fund.



Edwin J. Gray

But now he has the added burden of coping with a personal scandal. Last week, the board released several thousand pages of documents that outlined how the agency's senior officials had traveled extensively — and sometimes lavishly, Mr. Gray acknowledged — at the expense of the industry they regulate.

Decision Soon on Thrifts' Investments
Page 10

Right now, Mr. Gray said in an interview, he would like nothing more than "to get this whole matter behind us."

That may prove difficult, however. With Congress set to return in January, Mr. Gray's last six months in office are likely to be dominated by questions about the Bank Board's use of a shared

Gray: Page 12 ➸

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Top 100 Credit Unions in the U.S.

Ranked by Total Assets on June 30, 1986, Compared with June 30, 1985

Compiled by American Banker Copyright 1986

Rank 6/86		Insur. Type	Total Assets 6/30/86	Total Assets 6/30/85	Rank 6/30/85	Gain in Rank	Member Savings 6/30/86	Total Capital 6/30/86	No. of Reg. Share Accounts 6/30/86	IRA Accounts 6/30/86	Ratio of Capital To Assets 6/30/86
1	Navy FCU, Washington, D.C.	1	2,401,310,494	1,908,300,907	1		2,166,464,337	150,846,482	741,478	428,688,533	6.28
2	United Air Lines Employees CU, Chicago	3	1,303,249,226	859,888,603	4	+2	868,612,182	27,589,562	84,071	230,105,204	2.12
3	Pentagon FCU, Arlington, Va.	1	1,298,795,044	1,180,402,055	2		1,228,264,432	54,371,178	373,291	262,267,581	4.19
4	State Employees CU, Raleigh, N.C.	2	1,169,417,000	1,002,246,097	3		1,119,643,000	46,238,000	225,000	160,104,000	3.95
5	Boeing Employees CU, Seattle	2	676,509,000	480,131,044	10	+5	495,083,000	42,422,000	102,975	128,180,000	6.27
6	Alaska USA FCU, Anchorage	1	650,084,759	597,562,763	5		613,877,118	29,420,699	215,954	85,858,704	4.53
7	Hughes Aircraft Empl. FCU, Manhattan Beach, Calif.	1	640,084,657	514,646,251	8	+1	609,346,745	29,556,734	114,000	125,166,517	4.62
8	Eastern Airlines Employees FCU, Miami	1	630,440,144	575,713,334	6		568,052,974	53,632,973	86,178	103,925,725	8.51
9	American Airlines Employees FCU, Dallas	1	600,569,322	485,305,043	9		559,519,543	30,146,582	60,171	107,870,037	5.02
10	Government Employees CU, San Antonio, Tex.	2	546,030,212	566,505,000	7		N.A.	N.A.	N.A.	N.A.	N.A.
11	IBM Poughkeepsie Employees FCU, N.Y.	1	510,616,000	417,678,385	12	+1	471,700,000	21,700,000	88,450	86,100,000	4.25
12	Telephone Empl. CU of So. Calif. Ltd., Los Angeles	2	508,326,686	441,254,828	11		464,985,181	37,496,108	85,914	85,453,361	7.38
13	LMSC FCU, Sunnyvale, Calif.	1	487,694,727	369,446,844	15	+2	443,498,523	37,152,941	44,505	76,293,300	7.62
14	Tinker CU, Oklahoma City	2	472,240,524	414,775,555	13		427,133,417	36,831,244	202,612	40,413,008	7.80
15	Construction Equipment FCU, Peoria, Ill.	1	431,486,060	407,945,923	14		410,832,148	15,655,796	100,737	38,273,424	3.63
16	Golden One CU, Sacramento, Calif.	2	427,566,601	348,234,589	17	+1	401,371,496	20,803,054	111,164	55,890,801	4.86
17	TWA CU, Kansas City, Mo.	2	422,205,692	301,057,015	20	+3	363,502,378	9,266,165	41,373	49,430,044	2.19
18	America First CU, Ogden, Utah	2	418,719,901	354,788,122	16		380,091,000	31,828,000	115,624	54,065,890	7.60
19	Lockheed FCU, Burbank, Calif.	1	407,703,000	325,614,000	18		380,803,000	19,563,000	64,474	97,768,000	4.80
20	Orange County Teachers CU, Santa Ana, Calif.	1	385,028,858	289,141,968	21	+1	326,819,564	56,443,968	49,066	46,127,332	14.66
21	State Employees Credit Union of Maryland, Towson	2	383,405,525	287,116,012	23	+2	365,506,449	16,635,269	102,723	50,929,712	4.34
22	Delta Employees CU, Atlanta	2	381,844,565	313,360,991	19		312,434,173	21,878,131	52,722	45,294,338	5.73
23	Redstone FCU, Huntsville, Ala.	1	363,698,732	287,058,171	24	+1	342,980,784	13,916,675	106,190	71,040,102	3.83
24	ENT FCU, Colorado Springs, Colo.	1	361,965,217	279,985,815	26	+2	340,420,358	20,025,887	77,389	34,816,799	5.53
25	Teachers CU, South Bend, Ind.	2	348,313,218	284,459,923	25		275,822,184	17,668,965	75,811	47,916,940	5.07
26	Bethpage FCU, N.Y.	1	348,203,092	274,047,044	27	+1	316,707,507	19,913,018	67,604	14,550	5.72
27	Dearborn FCU, Mich.	1	339,970,000	288,929,000	22		319,421,000	16,775,000	97,428	53,266,000	4.93
28	Texins CU, Dallas	2	320,185,903	272,555,948	28		299,577,073	17,429,123	78,260	84,471,748	5.44
29	IBM Endicott/Owego Employees FCU, Endicott, N.Y.	1	319,656,926	267,893,960	29		297,604,728	20,032,430	66,290	31,939,788	6.27
30	Georgia Telco CU, Atlanta	3	315,291,652	264,425,322	30		299,151,377	15,366,609	57,091	36,649,068	4.87
31	Suncoast Schools FCU, Tampa, Fla.	1	313,987,233	255,275,236	32	+1	248,424,240	18,067,385	75,546	41,568,809	5.75
32	Tower FCU, Annapolis Junction, Md.	1	305,082,000	250,158,372	34	+2	282,992,000	14,401,000	63,905	58,243,000	4.72
33	Provident Central CU, Burlingame, Calif.	2	297,946,966	249,267,769	35	+2	273,259,137	19,661,438	62,687	47,660,223	6.60
34	Jax Navy FCU, Jacksonville, Fla.	1	295,673,706	256,716,017	31		275,448,473	14,597,872	108,484	27,184,402	4.94
35	North Island FCU, San Diego, Calif.	1	289,930,000	246,645,886	36	+1	267,000,000	18,740,122	107,717	31,784,324	6.46
36	Security Service FCU, San Antonio, Tex.	1	289,191,000	244,314,593	37	+1	257,674,000	20,364,000	112,000	27,980,000	7.04
37	Dallas Teachers CU	2	286,055,081	250,894,479	33		230,671,287	14,672,884	90,798	35,594,418	5.13
38	Philadelphia Police & Fire FCU	1	283,703,333	196,558,000	55	+17	229,231,595	9,229,008	51,538	42,971,651	3.25
39	Los Angeles Teachers CU	2	259,209,137	228,868,071	38		244,455,551	14,065,288	26,672	19,691,212	5.43
40	Bellco CU, Denver	2	257,058,967	208,717,643	41	+1	236,013,417	19,391,336	51,161	45,055,899	7.54
41	Travis FCU, Travis A.F.B., Calif.	1	256,985,061	196,884,571	54	+13	245,759,936	18,866,724	64,915	40,366,560	7.34
42	Pennsylvania State Employees CU, Harrisburg	2	255,283,072	195,761,636	56	+14	247,759,893	6,791,785	87,496	9,019	2.66
43	McDonnell Douglas West FCU, Torrance, Calif.	1	252,086,743	201,102,598	50	+7	230,285,543	18,051,370	56,255	40,979,884	7.16
44	Langley FCU, Hampton, Va.	1	250,046,310	204,192,964	45	+1	224,248,887	21,824,393	68,804	34,626,657	8.51
45	Randolph Brooks FCU, Universal City, Tex.	1	249,458,000	211,480,399	40		226,914,045	19,531,887	60,813	37,077,055	7.83
46	Charleston Naval Shipyard FCU, S.C.	1	248,971,198	207,726,976	42		230,956,450	14,867,685	109,000	14,800,000	5.97
47	Northwest FCU, Vienna, Va.	1	245,607,000	205,521,000	43		236,000,000	9,607,000	N.A.	N.A.	3.91
48	Atlanta Postal CU	3	244,539,549	177,098,372	65	+17	209,333,551	12,948,833	48,068	23,446,186	5.29
49	Government Employees Credit Union of El Paso, Tex.	2	238,793,931	225,000,000	39		231,094,526	10,347,923	69,500	18,979,349	4.33
50	MAX FCU, Montgomery, Ala.	1	236,725,154	204,183,482	46		197,041,184	13,122,651	83,705	23,836,626	5.54
51	Mission FCU, San Diego, Calif.	1	236,639,000	203,951,094	48		159,000,000	17,487,376	55	29,000,000	7.39
52	IBM Interstate Employees FCU, Rye, N.Y.	1	236,442,155	199,830,422	52		224,647,932	8,943,790	53,373	65,328,017	3.78
53	East Hartford Aircraft FCU, Conn.	1	232,434,405	200,472,249	51		216,558,884	12,773,319	82,412	33,021,437	5.49
54	San Diego Navy FCU, Calif.	1	231,851,292	178,428,492	64	+10	186,940,569	(2,110,633)	107,000	21,315,934	(0.91)
55	Andrews FCU, Suitland, Md.	1	228,883,000	193,342,289	57	+2	N.A.	N.A.	N.A.	N.A.	N.A.
56	TRW Systems FCU, Redondo Beach, Calif.	1	227,034,569	204,002,378	47		218,771,638	7,723,552	43,866	53,316,767	3.40
57	Digital Employees FCU, Maynard, Mass.	1	225,997,000	199,000,000	53		214,000,000	6,800,000	120,000	35,000,000	3.01
58	Municipal CU, New York	2	224,662,885	179,768,931	63	+5	208,693,372	11,839,022	185,710	17,187,080	5.27
59	Robins FCU, Warner Robins, Ga.	1	224,252,426	185,403,995	59		177,512,265	21,505,479	69,803	20,589,467	9.59
60	America's First Credit Union, Birmingham, Ala.	2	224,243,780	204,716,264	44		189,921,135	13,407,656	94,147	19,160,724	5.98
61	Patelco CU, San Francisco	2	221,027,785	166,994,693	71	+10	210,247,563	10,143,356	50,890	21,369,898	4.59
62	Progressive Consumers FCU, Malden, Mass.	1	217,775,000	132,652,244	107	+45	207,248,000	7,597,760	32,000	12,843,812	3.43
63	Teachers FCU, Farmingville, N.Y.	1	211,886,169	169,041,414	68	+5	204,056,596	6,075,391	67,707	34,365,214	2.87
64	Litton Employees FCU, Woodland Hills, Calif.	1	211,345,000	203,947,558	49		198,622,000	9,601,000	68,568	37,684,766	4.54
65	Rockwell FCU, Downey, Calif.	1	210,207,260	181,052,362	62		193,250,928	14,377,656	63,645	23,623,290	6.84
66	Dow Chemical Employees CU, Midland, Mich.	2	208,631,671	167,000,000	70	+4	186,799,122	18,585,242	23,624	....	8.91
67	MacDill A.F.B. FCU, Fla.	1	208,328,591	159,486,512	75	+8	192,872,002	8,323,692	45,884	14,799,068	3.99
68	Portland Teachers CU, Ore.	2	206,459,073	169,898,870	67		194,089,688	11,525,452	55,351	29,202,572	5.58
69	First Community CU, St. Louis, Mo.	3	204,651,793	184,852,273	60		184,423,160	8,392,293	42,025	20,313,070	4.10
70	Newport News Shipbuilding Employees CU Inc., Va.	2	204,255,848	154,093,778	79	+9	187,407,987	16,577,299	43,561	6,940	8.12
71	Rockland FCU, Mass.	1	203,707,921	185,686,000	58		193,498,076	5,513,385	57,192	27,583,296	2.71
72	Bank Fund Staff FCU, Washington, D.C.	1	202,111,000	160,511,000	74	+2	189,262,000	11,524,000	16,787	3,097,000	5.70
73	Desert Schools FCU, Phoenix, Ariz.	1	200,414,354	155,606,751	78	+5	187,253,558	12,173,915	69,694	21,585,384	6.07
74	Eastman CU, Kingsport, Tenn.	3	198,141,565	172,962,837	66		160,320,825	15,972,190	23,057	17,300,027	8.06
75	Wright-Patt CU, Inc., Fairborn, Ohio	2	195,717,859	162,548,451	73		179,531,604	12,300,808	92,425	22,496,037	6.28
76	Lockheed Georgia Employees FCU, Marietta	1	192,880,670	182,201,365	61		181,358,372	8,586,437	37,657	8,613,740	4.45
77	Municipal Employees Credit Union of Baltimore, Inc.	2	192,482,858	168,194,608	69		174,615,519	17,274,751	46,711	20,229,821	8.97
78	Naval Air FCU, Virginia Beach, Va.	1	190,438,566	158,434,931	77		179,547,341	9,747,348	76,596	22,519,398	5.12
79	Marquette CU, Woonsocket, R.I.	5	189,066,783	125,387,685	119	+40	179,514,245	6,125,187	34,928	3,468,389	3.24
80	Nevada FCU, Las Vegas	1	187,060,681	146,000,000	88	+8	178,950,000	9,800,000	70,000	22,600,000	5.24
81	Tulsa Teachers CU, Okla.	2	183,529,993	151,227,034	81		153,278,600	8,282,356	39,600	21,131,070	4.51
82	Educational Employees CU, Fresno, Calif.	2	180,800,367	131,754,443	108	+26	156,332,286	9,638,556	40,062	12,585,204	5.33
83	Kern Schools FCU, Bakersfield, Calif.	1	179,948,421	148,688,002	84	+1	162,976,207	13,436,864	53,391	16,097,121	7.47
84	Detroit Municipal CU	2	178,237,423	119,803,395	123	+39	N.A.	N.A.	N.A.	N.A.	N.A.
85	Texas Dow Employees CU, Lake Jackson, Tex.	2	177,918,140	125,678,964	118	+33	164,995,915	9,901,024	28,356	18,061,594	5.56
86	S.A.F.E. FCU, North Highlands, Calif.	1	177,698,790	158,818,481	76		162,181,148	12,017,337	43,263	4,077	6.76
87	State Department FCU, Arlington, Va.	1	177,477,585	162,873,114	72		165,624,872	6,900,449	46,193	43,770,162	3.89
88	Electric Boat Community FCU, Groton, Conn.	1	177,102,807	128,995,290	110	+22	170,504,714	5,728,927	49,598	26,762,785	3.23
89	IBM Mid America Employees FCU, Rochester, Minn.	1	175,229,309	146,896,301	87		161,372,003	11,903,384	43,255	7,339	6.79
90	Pen Air FCU, Pensacola, Fla.	1	174,583,347	148,437,942	86		146,691,720	10,852,233	50,605	13,958,430	6.22
91	Kitsap FCU, Bremerton, Wash.	1	173,491,279	136,984,456	98	+7	166,038,059	7,063,420	44,233	2,262	4.07
92	Washington State Employees CU, Olympia	2	172,578,371	....	...		N.A.	N.A.	N.A.	N.A.	N.A.
93	Reynolds Carolina CU, Winston-Salem, N.C.	2	170,411,952	142,159,257	92		157,911,915	9,027,442	22,111	21,549,796	5.30
94	School Employees CU, Sacramento, Calif.	2	169,147,011	133,545,509	104	+10	156,918,719	7,582,627	53,426	4,314,795	4.48
95	Inland Employees FCU, East Chicago, Ind.	1	167,882,033	139,811,929	95		157,621,069	9,329,439	31,518	16,218,330	5.56
96	First Atlantic FCU, West Long Branch, N.J.	1	167,530,562	150,611,443	82		160,243,520	4,296,562	56,443	23,436,069	2.56
97	Richardson CU, Tex.	3	167,230,544	145,977,172	89		134,241,713	10,581,145	45,281	21,189,382	6.33
98	Eli Lilly FCU, Indianapolis	1	167,003,000	144,865,393	90		156,551,000	10,484,000	24,836	....	6.28
99	Eglin FCU, Fort Walton Beach, Fla.	1	165,564,482	149,037,230	83		155,100,701	6,860,963	70,522	13,781,879	4.14
100	Air Defense Center FCU, El Paso, Tex.	1	165,354,252	151,910,012	80		157,586,137	4,271,775	106,511	21,357,285	2.58

The listing excludes corporate central federal credit unions and state central credit unions. **Charter-Insurance Type:** 1= Federally-chartered credit union (FCU), which is NCUA-insured. 2= State-chartered NCUA-insured. 3=State-chartered state (agency) insured. 4=Noninsured. 5=Privately insured. **Member Savings:** Includes share capital, share drafts, deposits, and investment certificates. **Total Capital:** This is the sum of all reserves plus undivided earnings. **Ratio of Capital to Assets:** Total capital divided by total assets, expressed as a percent. N.A.-Not available. ( )—Negative. **Source of Data:** The primary source of data is American Banker's questionnaire sent directly to the 150 largest credit unions in the nation. For credit unions not responding to the questionnaire, asset data from various state credit union leagues and the National Credit Union Administration were used.

Summary of Survey Findings: The Top 100 Credit Unions

Top 100 Compared with All Credit Unions

(Dollar Amounts in Millions)		Top 100	All CUs*	Ratio Top 100: All
Total Assets	6/30/86:	$33,044	$156,900	21.06%
	6/30/85:	$27,278	$131,700	20.71%
	% Change:	+21.1%	+19.1%	.....
Members' Savings (a)	6/30/86:	$28,699	$144,400	19.87%
	6/30/85:	$23,773	$119,900	19.83%
	% Change:	+20.7%	+20.4%	.....
IRA Deposits (b)	6/30/86:	$4,262	$17,700	24.08%
	6/30/85:	$2,988	$12,589	23.74%
	% Change:	+42.6%	+40.6%	......
Number of Members (c)	6/30/86:	7,711,481	53,300,000	14.47%
	6/30/85:	7,372,647	52,900,000	13.94%
	% Change:	+ 4.6%	+ 0.8%	......
Number of CUs	6/30/86:	.....	17,348	......
	6/30/85:	.....	18,176	.....
	% Change:	....	-4.6%	.....

* Data for the entire credit union industry provided by Credit Union National Association, Madison, Wis. The June 30, 1986, data are estimates.

(a)— Four of the top 100 credit unions did not provide member savings on 6/30/86, and four of the top 100 did not report member savings on 6/30/85.

(b)— Five of top 100 credit unions did not provide IRA totals on 6/30/86, and 15 of top 100 did not report on 6/30/85.

(c)— Ninety-five of the top 100 credit unions reported membership totals on 6/30/86, and 96 of top 100 reported membership totals on 6/30/85.

Largest Asset Gainers

		Assets 6/30/86	Assets 6/30/85	% Incr.	CU Rank
1	Progressive Consumers FCU, Malden, Mass.	217,775,000	132,652,244	64.17	62
2	United Air Lines Employees CU, Chicago	1,303,249,226	859,888,603	51.56	2
3	Marquette CU, Woonsocket, R.I.	189,066,783	125,387,685	50.79	79
4	Detroit Municipal CU	178,237,423	119,803,395	48.77	84
5	Philadelphia Police & Fire FCU	283,703,333	196,558,000	44.34	38
6	Texas Dow Employees CU, Lake Jackson, Tex.	177,918,140	125,678,964	41.57	85
7	Boeing Employees CU, Seattle	676,509,000	480,131,044	40.90	5
8	TWA CU, Kansas City, Mo.	422,205,692	301,057,015	40.24	17
9	Atlanta Postal CU	244,539,549	177,098,372	38.08	48
10	Electric Boat Community FCU, Groton, Conn.	177,102,807	128,995,290	37.29	88

Largest Capital-to-Asset Ratios

		Assets 6/30/86	Capital 6/30/86	C/A Ratio	Asset Rank
1	Orange County Teachers CU, Santa Ana, Calif.	385,028,858	56,443,968	14.66	20
2	Robins FCU, Warner Robins, Ga.	224,252,426	21,505,479	9.59	59
3	Municipal Emp. Credit Union of Baltimore, Inc.	192,482,858	17,274,751	8.97	77
4	Dow Chemical Employees CU, Midland, Mich.	208,631,671	18,585,242	8.91	66
5	Langley FCU, Hampton, Va.	250,046,310	21,824,393	8.51	44
6	Eastern Airlines Employees FCU, Miami	630,440,144	53,632,973	8.51	8
7	Newport News Shipbuilding Emp. CU Inc., Va.	204,255,848	16,577,299	8.12	70
8	Eastman CU, Kingsport, Tenn.	198,141,565	15,972,190	8.06	74
9	Randolph Brooks FCU, Universal City, Tex.	249,458,000	19,531,887	7.83	45
10	Tinker CU, Oklahoma City	472,240,524	36,831,244	7.80	14

Smallest Capital-to-Asset Ratios

		Assets 6/30/86	Capital 6/30/86	C/A Ratio	Asset Rank
1	San Diego Navy FCU, Calif.	231,851,292	(2,110,633)	(0.91)	54
2	United Air Lines Employees CU, Chicago	1,303,249,226	27,589,562	2.12	2
3	TWA CU, Kansas City, Mo.	422,205,692	9,266,165	2.19	17
4	First Atlantic FCU, West Long Branch, N.J.	167,530,562	4,296,562	2.56	96
5	Air Defense Center FCU, El Paso, Tex.	165,354,252	4,271,775	2.58	100
6	Pennsylvania State Employees CU, Harrisburg	255,283,072	6,791,785	2.66	42
7	Rockland FCU, Mass.	203,707,921	5,513,385	2.71	71
8	Teachers FCU, Farmingville, N.Y.	211,886,169	8,075,391	2.87	63
9	Digital Employees FCU, Maynard, Mass.	225,997,000	6,800,000	3.01	57
10	Electric Boat Community FCU, Groton, Conn.	177,102,807	5,728,927	3.23	88

Top 25 Credit Unions in Total Capital

	(Dollar Amounts in Millions)	Capital 6/30/86	Assets 6/30/86	C/A Ratio	Asset Rank
1	Navy FCU, Washington, D.C.	150.8	2,401.3	6.3	1
2	Orange County Teachers CU, Santa Ana, Calif.	56.4	385.0	14.7	20
3	Pentagon FCU, Arlington, Va.	54.4	1,298.8	4.2	3
4	Eastern Airlines Employees FCU, Miami	53.6	630.4	8.5	8
5	State Employees CU, Raleigh, N.C.	46.2	1,169.4	4.0	4
6	Boeing Employees CU, Seattle	42.4	676.5	6.3	5
7	Telephone Empl. CU of So. Calif., Los Angeles	37.5	508.3	7.4	12
8	LMSC FCU, Sunnyvale, Calif.	37.2	487.7	7.6	13
9	Tinker CU, Oklahoma City	36.8	472.2	7.8	14
10	Melrose CU, Queens, New York	36.4	137.2	26.6	....
11	America First CU, Ogden, Utah	31.8	418.7	7.6	18
12	American Airlines Employees FCU, Dallas	30.1	600.6	5.0	9
13	Hughes Aircraft Emp. FCU, Manh. Beach, Calif.	29.6	640.1	4.6	7
14	Alaska USA FCU, Anchorage	29.4	650.1	4.5	6
15	United Air Lines Employees CU, Chicago	27.6	1,303.2	2.1	2
16	Credit Union Central Falls, R.I.	26.6	147.8	18.0	128
17	Delta Employees CU, Atlanta	21.9	381.8	5.7	22
18	Langley FCU, Hampton, Va.	21.8	250.0	8.5	44
19	IBM Poughkeepsie Employees FCU, N.Y.	21.7	510.6	4.2	11
20	Robins FCU, Warner Robins, Ga.	21.5	224.3	9.6	59
21	Golden One CU, Sacramento, Calif.	20.8	427.6	4.9	16
22	Security Service FCU, San Antonio, Tex.	20.4	289.2	7.0	36
23	IBM Endicott/Owego Empl. FCU, Endicott, N.Y.	20.0	319.7	6.3	29
24	ENT FCU, Colorado Springs, Colo.	20.0	362.0	5.5	24
25	Bethpage FCU, N.Y.	19.9	348.2	5.7	26

Top 25 Credit Unions in IRA Accounts

	(Dollar Amounts in Millions)	IRAs 6/30/86	Mem. Sav. 6/30/86	I/M Ratio	Asset Rank
1	Navy FCU, Washington, D.C.	428.7	2,166.5	19.8	1
2	Pentagon FCU, Arlington, Va.	262.3	1,228.3	21.4	3
3	United Air Lines Employees CU, Chicago	230.1	868.6	26.5	2
4	State Employees CU, Raleigh, N.C.	160.1	1,119.6	14.3	4
5	Boeing Employees CU, Seattle	128.2	495.1	25.9	5
6	Hughes Aircraft Emp. FCU, Manh. Beach, Cal.	125.2	609.3	20.5	7
7	American Airlines Employees FCU, Dallas	107.9	559.5	19.3	9
8	Eastern Airlines Employees FCU, Miami	103.9	568.1	18.3	8
9	Lockheed FCU, Burbank, Calif.	97.8	380.8	25.7	19
10	IBM Poughkeepsie Employees FCU, N.Y.	86.1	471.7	18.3	11
11	Alaska USA FCU, Anchorage	85.9	613.9	14.0	6
12	Telephone Empl. CU of So. Calif., Los Angeles	85.5	465.0	18.4	12
13	Texins CU, Dallas	84.5	299.6	28.2	28
14	LMSC FCU, Sunnyvale, Calif.	76.3	443.5	17.2	13
15	Redstone FCU, Huntsville, Ala.	71.0	343.0	20.7	23
16	IBM Interstate Employees FCU, Rye, N.Y.	65.3	224.6	29.1	52
17	Tower FCU, Annapolis Junction, Md.	58.2	283.0	20.6	32
18	Golden One CU, Sacramento, Calif.	55.9	401.4	13.9	16
19	America First CU, Ogden, Utah	54.1	380.1	14.2	18
20	TRW Systems FCU, Redondo Beach, Calif.	53.3	218.8	24.4	56
21	Dearborn FCU, Mich.	53.3	319.4	16.7	27
22	State Emp. Credit Union of Maryland, Towson	50.9	365.5	13.9	21
23	TWA CU, Kansas City, Mo.	49.4	363.5	13.6	17
24	Teachers CU, South Bend, Ind.	47.9	275.8	17.4	25
25	Provident Central CU, Burlingame, Calif.	47.7	273.3	17.4	33

High Court Views Bank Tax Liability

By BART NAYLOR

Washington Bureau

WASHINGTON — The Supreme Court on Monday heard a case that tests how easily the government may use banks to collect taxes.

The case is not expected to be decided by the court for several months.

In the case titled Jersey Shore State Bank v. United States, a Pennsylvania-chartered bank was charged employment taxes owed by Pennmount Industries Inc., a now-bankrupt furniture maker that had borrowed money from the bank.

When Pennmount would not pay taxes it owed, the Internal Revenue Service turned to the Jersey Shore State Bank, Jersey Shore, Pa. Tax officials claimed that Jersey Shore had paid wages directly to Pennmount employees and therefore was liable for withholding taxes.

Martin Flayhart, attorney for Jersey Shore, told the high court on Monday that the government had failed to give proper notice to the bank that it would seek the tax. Justice Byron White agreed rhetorically: "How can a bank protect itself?"

U.S. Attorney Alan I. Horowitz, however, contended that no notice is required. "The government doesn't have to give notice on taxes, just like it doesn't have to give notice to a bank to make good loans," he said.

In a friend-of-the-court brief, the American Bankers Association has emphasized that if no notice is given, then a bank has no protection through the statute of limitations. The tax suit began in 1983 against the bank on tax problems that began in 1977. ■

Credit Unions . . .

➵ Continued from Page 1

rates offered at credit unions.

For example, according to data from the Credit Union National Association, the average rate at midyear on regular savings shares at credit unions was 6.80%, and the average weighted offering rate on certificates of deposit of various maturities was 7.70%.

By contrast, the rate on money market deposit accounts at savings institutions insured by the Federal Savings and Loan Insurance Corp. was 6.18% in June. And the average weighted offering rate on CDs was 7.46%, according to the Federal Home Loan Bank Board.

Ed Callahan, the former chairman of the National Credit Union Administration and now the president of Callahan & Associates Inc., a Washington credit union consulting firm, says that cross-intermediation is attributable to two factors.

'A Matter of Confidence'

"First, it's a matter of confidence more than the interest rate differential," Mr. Callahan says. "Because of the turmoil in the marketplace, credit union members are retreating to the safety of their credit unions. Second, you must remember that credit unions are in a vast expansion mode, and their asset and deposit growth reflects this expansion."

The higher deposit growth rate at credit unions helped them increase their share of the thrift deposit market. At midyear, credit unions had 12% of the thrift industry's deposits, compared with 10.7% on June 30, 1985, and 10.1% on June 30, 1984.

Credit unions have been able to offer higher interest rates than savings institutions on different types of deposits because of their lower operating costs, which, in turn, are attributable to several factors.

First, credit unions are nonprofit organizations and therefore do not pay taxes. Second, many credit unions use volunteer workers and boards of directors to reduce costs. Third, credit unions have experienced lower loan losses because of the "common bond" of membership.

The *American Banker* survey of the top 100 credit unions did not examine the asset composition of these institutions for various trends and changes.

Credit Unions: Page 31 ➵

American Banker Report Available on Diskette

The data presented in today's report on the top credit unions are available on a computer diskette for $100 (New York residents please add sales tax).

The diskette version expands upon the printed report by including data on the top 130 credit unions. In addition, for all of the categories of information included in today's tables (member savings, total capital, etc.), the diskette includes comparable figures for June 30, 1985.

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To order your diskette, write American Banker Data Service, American Banker, One State Street Plaza, New York, N.Y. 10004. Outside of New York, phone orders may be placed without charge by calling Debra Crocco at 800-322-0047. New York State residents may call 212-943-8276.

The *American Banker* also has available a diskette of its report on the top 300 mortgage companies published in the Nov. 21, 1986 issue, pg. 16. The cost is $100.

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Credit Unions Again Outpace Other Thrifts in Deposit Growth

➨ Continued from Page 24

However, Chip Filson, vice president of Callahan & Associates Inc., did examine the asset portfolio of the top 100 credit unions during the 18-month period from December 1984 to June 1986.

During that period, Mr. Filson finds that loans as a percentage of assets at these institutions have remained virtually unchanged at 60%. In addition, the top 100 credit unions were able to maintain their share of the new auto lending market, despite the dealer-financing programs of the nation's Big Three auto companies.

Mr. Filson finds that the ratio of new auto loans to total loans at the top 100 was relatively stable over the period. It was 27% at yearend 1984, 28.9% at yearend 1985, and 28% at midyear 1986. Data showing the effect of the recent spate of incentive programs by the Big Three automakers this fall are not yet available.

Another finding is that a new growth area for the top 100 credit unions has been mortgage lending. During the period, mortgage lending as a percentage of loans rose from 15.3% on Dec. 31, 1984, to 18% on June 30, 1986.

Responding to Consumer Needs

Mr. Filson says, "Credit unions are increasing their activity in the mortgage lending area in response to the needs of their consumer constituency. Typically, credit unions begin by making second-mortgage loans. As they become familiar with the paperwork involved with mortgage loans, they then move into first-mortgage lending."

The current survey results are presented in seven statistical listings. The main listing ranks the top 100 credit unions by total assets at midyear 1986 and midyear 1985. Also shown are total member savings (deposits), total capital, the number of regular savings accounts, and the capital-assets ratio for each institution as of June 30.

Two tables rank the top 25 credit unions in capital and individual retirement accounts, respectively. And four tables summarize and highlight the data in the main listing.

Among other major findings of the survey:

- The Navy Federal Credit Union, Washington, D.C., remains the top credit union in the nation in total assets, member savings, total capital, number of regular accounts, and IRA deposits. At midyear, Navy Federal had $2.4 billion in assets, up 26% from $1.9 billion the year before; $2.2 billion in member savings, up 26% from $1.7 billion; $150.8 million in capital (all reserves plus undivided earnings), up 29%; and the number of regular share accounts rose 8.4%, to 741,478, from the year before. In addition, it had $429 million in IRA deposits, up 40% from $307 million at midyear 1985.

Navy Federal had $2.2 billion in deposits at midyear, making it 69th among all thrifts — savings and loans, savings banks, and credit unions — up from 90th position a year earlier. Its IRA deposits, however, rank it among the top 25 thrifts in this category.

- United Air Lines Employees Credit Union, Chicago, became the nation's second largest credit union, with a 51.6% gain in its assets to $1.3 billion at midyear from $859.9 million a year earlier, when it ranked fourth.

Dick Heath, a senior vice president, attributes the gain to good management. "We've been in a very enviable position to pay very competitive dividend rates," Mr. Heath says.

"To illustrate, in March of last year we were paying 10.5%. In March of this year, our dividend rate was 9.5%. Our latest dividend payout in September was 8.5%," he says. "Some of our members had long-term CDs and IRAs outside the credit union, but they have been moving those funds into the credit union."

United Air Lines surpassed both the Pentagon Federal Credit Union, Arlington, Va., which fell one notch to third with $1.29 billion in assets, and the State Employees Credit Union, Raleigh, N.C., which fell one position to fourth with assets of $1.2 billion.

- Among the top 10 credit unions, Boeing Employees Credit Union, Seattle, posted the largest gain in rank, advancing five places to fifth position with $677 million in assets on June 30, up 41% from the year before.

- The largest percentage gain in assets among the top 100 credit unions was posted by Progressive Consumers Federal Credit Union, Malden, Mass. Its assets rose 64% to $217.8 million over the year ended June 30, 1986, from $132.7 million on June 30, 1985, and it moved up 45 places to rank 62d. Progressive, which changed to a federal charter in September 1985, attributes the gain to its competitive rates on share accounts. The rate is currently 7¾%, down from 9.0% in April.

- For the third year in a row, the Orange County Teachers Credit Union, Santa Ana, Calif., which ranked 20th in assets, with $385 million, had the best capital-to-assets ratio among the top 100 credit unions: 14.7%. In addition, Orange County Teachers is the second largest credit union in capital, with $56.4 million on June 30.

The second best capital ratio, 9.6%, was posted by the $224 million-asset Robins Federal Credit Union, Warner Robins, Ga., the nation's 59th largest credit union. The average capital ratio for the top 100 credit unions was 5.1%. ■

The Thrift Industry at a Glance

Summary Data: June 30, 1986 Versus June 30, 1985

(Dollar Amounts in Billions)

TOTAL ASSETS	6/30/86	6/30/85	% Change
All Thrifts	$1,503.8	$1,356.2	10.9
Savings Institutions	$1,346.9	$1,224.5	10.0
Savings & Loan Associations[1]	$1,123.5	$1,012.3	11.0
Savings Banks[2]	$223.4	$212.2	5.3
Credit Unions[3]	$156.9	$131.7	19.1
Credit Union Share	10.4%	9.7%	
Savings Institutions' Share	89.6%	90.3%	

TOTAL DEPOSITS	6/30/86	6/30/85	% Change
All Thrifts	$1,206.6	$1,123.6	7.4
Savings Institutions	$1,062.2	$1,003.7	5.8
Savings & Loan Associations[1]	$873.1	$817.6	6.8
Savings Banks[2]	$189.1	$186.1	1.6
Credit Unions[3]	$144.4	$119.9	20.4
Credit Union Share	12.0%	10.7%	
Savings Institutions' Share	88.0%	89.3%	

IRA AND KEOGH DEPOSITS	6/30/86	6/30/85	% Change
All Thrifts[4]	$92.1	$71.8	28.3
Credit Unions[3]	$17.7	$12.6	40.5
Credit Union Share	19.2%	17.5%	
Savings Institutions' Share	80.8%	82.5%	

NUMBER OF INSTITUTIONS	6/30/86	6/30/85	% Change
All Thrifts	20,966	21,744	- 3.6
Savings & Loans Associations[1]	3,249	3,196	+ 1.7
Savings Banks[2]	369	372	- 0.8
Credit Unions[3]	17,348	18,176	- 4.6

Thrift Institutions include savings institutions (savings & loans plus savings banks) and credit unions. **Data Sources:** (1)— Federal Home Loan Bank Board, Wash. DC. Data on all FSLIC-insured institutions including federal savings banks. (2)— National Council of Savings Institutions, Wash., D.C. Data on the "traditional" savings bank industry. The bulk of these institutions are FDIC-insured. (3)— Credit Union National Association, Madison, Wis. (4)— Federal Reserve Board's H.6 Release.

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VOL. CLI NO. 246 Tuesday, December 16, 1986 151st Year

TODAY

European Banking Review
Yanks in Europe

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Chemical to Acquire Texas Commerce

By BART FRAUST
and JOHN P. FORDE

NEW YORK — Chemical New York Corp. said Monday it will acquire Texas Commerce Bancshares Inc., Houston, in a deal valued by Chemical at $1.19 billion in cash and securities. Using Chemical's price estimate, the deal is the largest U.S. bank merger ever in terms of total purchase price, surpassing the $1.08 billion that Wells Fargo & Co. paid to acquire Crocker National Corp. earlier this year.

Interstate Banking

In a unique aspect of the transaction, about $300 million in nonperforming Texas Commerce assets, one-third of total nonperformers, will be transferred to a new bank whose stock will be spun off to current Texas Commerce shareholders on a pro rata basis.

In terms of size, the $18.9 billion-asset Texas Commerce is the second-largest domestic banking organization to be acquired by another U.S. banking company. Crocker had $19.2 billion in assets at the time its deal with Wells Fargo was announced. The acquisition will place the $56 billion-asset Chemical in a virtual tie with J.P. Morgan & Co. as the nation's fourth-largest bank holding company, based on Sept. 30 rankings. As of that date, Chemical ranked seventh.

If First Interstate Bancorp succeeds in its attempt to acquire BankAmerica Corp., it would surpass both the Chemical-Texas Commerce and the Wells-Crocker deals in terms of both price and size.

Prospects for Other Texas Banks
Page 38

The Chemical-Texas Commerce deal also marks the first major interstate acquisition of a Texas institution since that state's legislature earlier this year passed a measure allowing out-of-state banks to acquire Texas banks. The statute takes effect Jan. 1.

Experts in banking law said this marks the first time the spinoff technique has been used as part of a negotiated bank merger without regulatory assistance.

John D. Hawke Jr., á Washington banking attorney and former general counsel to the Federal Reserve Board, said the spinoff aspect of the deal is reminiscent of the 1984 federal rescue of Continental Illinois Corp. in that some of the burden of potential loan losses will fall on existing shareholders.

Chemical: Page 38 ➜

Biggest US Bank Mergers

Acquirer	Acquired	Deal's Value
Chemical New York Corp. New York	Texas Commerce Bancshares Inc. Houston	$1.2B
Wells Fargo & Co., San Francisco	Crocker National San Francisco	$1.08B
First Wachovia Corp., Winston-Salem, N.C.	First Atlanta Corp., Atlanta	$841.7M
First Union Corp., Charlotte, N.C.	First Railroad & Banking, Augusta, Ga.	$779M
SunTrust Banks Inc., Atlanta	Third National Corp., Nashville, Tenn.	$757.5M

Deals ranked by price.

Random Thoughts

By SANFORD ROSE

Marcelle Arak, a vice president of Citicorp Investment Bank, points out that the tax law is changing bank investment preferences quite dramatically. One obvious shift: away from municipals and toward mortgage-backed securities.

In October of this year, a bank purchasing a 7% muni and funding it with 6% money could earn an aftertax yield of 3.21%, assuming, of course, deductibility of 80% of the interest carrying cost. A 9% Ginnie with a yield of 9.20% would have netted an aftertax return of 1.73%, assuming the same money cost. And a treasury bond yielding 7.50% would have added only 81 basis points to the bottom line.

Under the new tax law, the municipal obviously becomes much less attractive. Since deductibility of carrying costs is gone, the bank gets to keep only 100 basis points (7% minus 6%).

By contrast, the new 34% marginal tax rate pushes up the treasury's contribution to 99 basis points — 7.50% minus 6% multiplied by one minus .34. The Ginnie, however, assumes pride of place — 9.20%

Random Thoughts: Page 4 ➜

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European Banking Review
LONDON
PARIS
GENEVA
Frankfurt

Francois Colos

Yanks in Europe

American bankers have been a common sight in Europe for almost as long as America has existed as a nation. The U.S. war of independence against Britain, after all, was financed in Europe, mostly in Paris and Amsterdam. The first U.S. banks to formally expand abroad came to Europe as their natural, second home. Chase Manhattan opened in London in 1887. Morgan Guaranty set up shop in the shadow of the Bank of England in 1892.

American banks in Europe are a much more potent force today than they were at the turn of the century. In major European banking capitals such as London and Frankfurt, American banks represent the largest foreign contingent. Nearly 60 American banks have a presence in London today, while just over half that many are established in Frankfurt.

More important than sheer numbers, however, is what the banks can do. With the wave of deregulation that has swept across Europe in recent years showing no signs of slackening, U.S. banks in Europe have found themselves with a plethora of new markets to exploit. They have gone aggressively into the securities business and are in the process of turning themselves into "universal banks" in the image of the big German and Swiss banks.

As such, banking developments here may be leading those in the United States. If the Glass-Steagall Act is ever abolished, what is happening here now may represent the future of commercial banking in America.

European Assets of Top 10 Banks

On Dec. 31, 1985 (In Millions of Dollars)

	Total Assets	European Assets	Eur. Assets As % of Total
Citicorp, New York[1]	173,597	33,899	19.5
BankAmerica Corp., San Francisco[2]	118,541	18,485	15.5
Chase Manhattan Corp., New York.	87,685	17,104	19.5
Manufacturers Han. Cp., New York[3]	76,526	11,812	15.4
J.P. Morgan & Co., Inc., New York	69,375	18,240	26.3
Chemical New York Corp.	56,990	7,160	12.6
Security Pacific Corp., Los Angeles	53,503	11,851	22.0
Bankers Trust New York Corp.	50,581	5,292	10.5
First Interstate Bancorp., Los Angeles	48,991	1,124	2.3
Wells Fargo & Co., San Francisco	29,429	703	2.4

European Income of Top 10 Banks

For 1985 (In Thousands of Dollars)

	Total Net Income	International Net Income	European Net Income	European Income As Percentage of International	European Income As Percentage of Total
Citicorp[1]	998,000	535,000	191,000	35.7	19.1
BankAmerica Corp.[2]	(337,215)	(420,000)	(208,000)	124.6	61.7
Chase Manhattan Corp.	564,818	194,000	41,000	21.1	7.3
Manufacturers Hanover Corp.[3]	407,475	124,000	47,000[2]	37.9	11.5
J.P. Morgan & Co., Inc.	705,400	335,400	285,100	85.0	40.4
Chemical New York Corp.	390,187	115,900	38,800	33.5	9.9
Security Pacific Corp.	322,800	67,700	N/A	N/A	N/A
Bankers Trust New York Corp.	371,248	167,000	22,000	13.2	06.0
First Interstate Bancorp.	313,058	N/A	N/A	N/A	N/A
Wells Fargo & Co.	190,034	(1,000)	1,100	110.0	1.0

Yearend 1985 data are shown for the top 10 bank holding companies in assets on June 30, 1986. Data Source: Extracted by American Banker from the banks' 1985 annual reports. A publicly-held firm is required to report its foreign activities on the basis of the domicile of the customer in the 10K Report filed with the Securities and Exchange Commission (SEC Regulation SK). Most banks also report this information in their annual report. (1)— Citicorp's European figures include the Middle East and Africa. (2)—According to the footnotes to the table entitled "Performance by Geographic Area" on page 55 of BofA's annual report, "international amounts include the international operations of World Banking and all other profit centers." (3)— Manufacturers Hanover Corp.'s European figures include sub-Saharan Africa. N/A— Not available. ( )— Indicates loss.

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TODAY

When Banks Sell to Banks

Despite tough competition that may thin the field of players, bankers and consultants think there are several bright spots in the correspondent banking picture. A special feature section begins on page 9.

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Thrift Correspondent Boom

Their Deposit Balances At Banks Jump by 30%

By L. MICHAEL CACACE

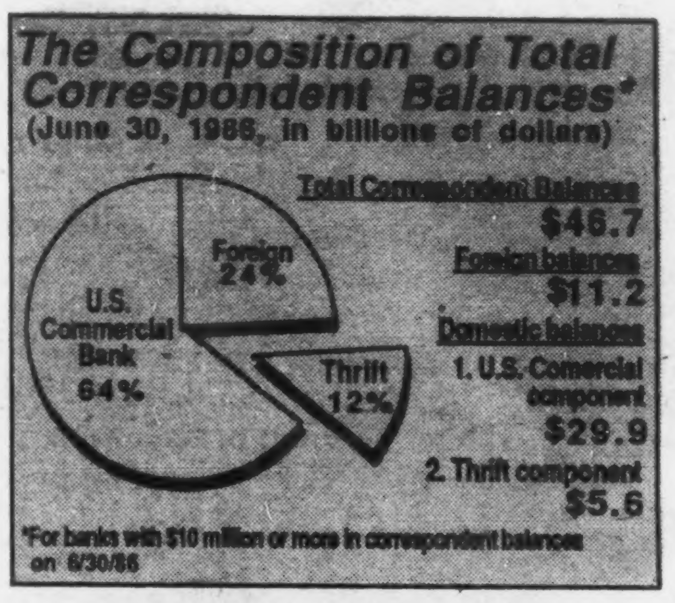
NEW YORK — For the second year in a row, the thrift industry continues to be the fastest growing sector of the correspondent banking market, the *American Banker*'s 24th annual survey of correspondent banking shows.

Correspondent Bank Tables
Pages 21-31

Thrift correspondent balances — or demand deposits placed by thrifts at U.S. commercial banks — grew by 30% over the 12-month period ended June 30, after growing by 23% the year before. In contrast, correspondent bank balances deposited by domestic and foreign commercial banks — which make up the main sector — rose

Survey: Page 38 ➸

*The Composition of Total Correspondent Balances**
(June 30, 1986, in billions of dollars)



*For banks with $10 million or more in correspondent balances on 6/30/86

Top Correspondent Banks

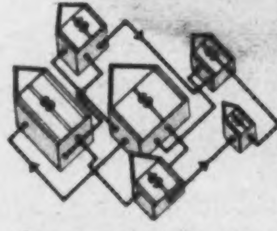
Correspondent Deposits in Millions on June 30, 1986

1. Chase Manhattan Bank NA	$3,327
2. Manufacturers Hanover Trust Co	2,901
3. Citibank NA	2,648
4. Bankers Trust Co.	1,831
5. Chemical Bank	1,802

Thrifts Joining Correspondent Game

Big Banks See Good Opportunities with Thriving Savings and Loans

By LISABETH WEINER
Midwest Bureau



Correspondent Banking

CHICAGO — Correspondent banking remains profitable, but bankers are changing both the types of services they offer their correspondents and the types of customers they serve.

Money center banks, most of which are diversifying their own operations into investment banking or merchant banking, are now finding they can provide some of those same activities to their smaller correspondents. The nation's mightiest banks, as well as superregionals and other regional banks, are also finding a wealth of correspondent banking opportunities among savings and loans that are now emerging as healthy, well-rounded financial institutions.

According to the *American Banker* annual survey of correspondent banking, demand deposits due thrifts rose in 1986 by more than 30% to $5.6 billion. Because the survey is based on data taken at a specific point in time rather than on performance averaged over a year, these numbers can and do fluctuate dramatically. And balances taken on a Monday, which was the day on June 30, 1986, also tend to be higher than those taken on other weekdays. But based on

Thrifts: Page 39 ➸

Thrift Panel Raps Rules On Appraisals

Bank Board Committee Fears Collateral Disaster

By JIM McTAGUE
Washington Bureau

WASHINGTON — Tough new real estate appraisal guidelines for federally chartered savings and loans may backfire and weaken the industry instead of strengthening it, a committee of the Federal Home Loan Bank Board warned on Thursday.

The Federal Savings and Loan Advisory Council, whose members are selected from different quarters of the financial industry, said the three-month-old guidelines may result in lower appraisals for existing real estate collateral held by thrifts, thereby reducing their net worth "at a time when that can have substantial adverse effects."

The council, which met here on Wednesday and Thursday, also recommended that federally chartered thrifts be allowed to expand service corporation activities relating to residential real estate.

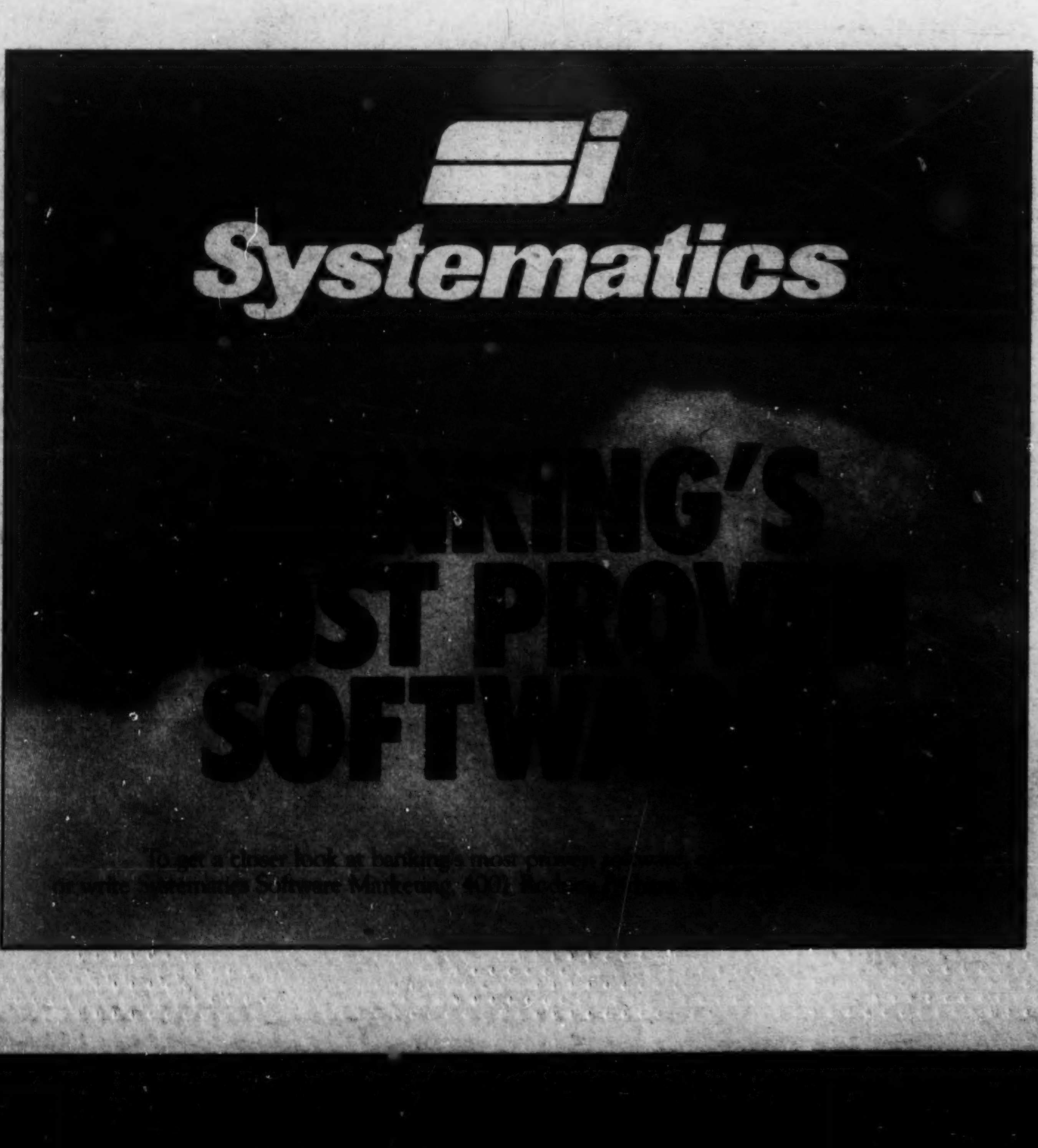
Council members urged the Bank Board to reevaluate the new appraisal standards, which went into effect on Sept. 11.

"It looks like a case of overkill to us. The Bank Board should revisit the subject quickly," said council member James Schmidt.

"I hear you," said Bank Board member Lee H. Henkel Jr., emphasizing that he would favor less complicated guidelines if they resulted in obtaining the "right number from appraisers."

Reacting to abuses such as inflated appraisals, which were blamed for the demise of a number of S&Ls, the Bank Board in September issued "memorandum R-41c," a comprehensive system

Appraisals: Page 38 ➸



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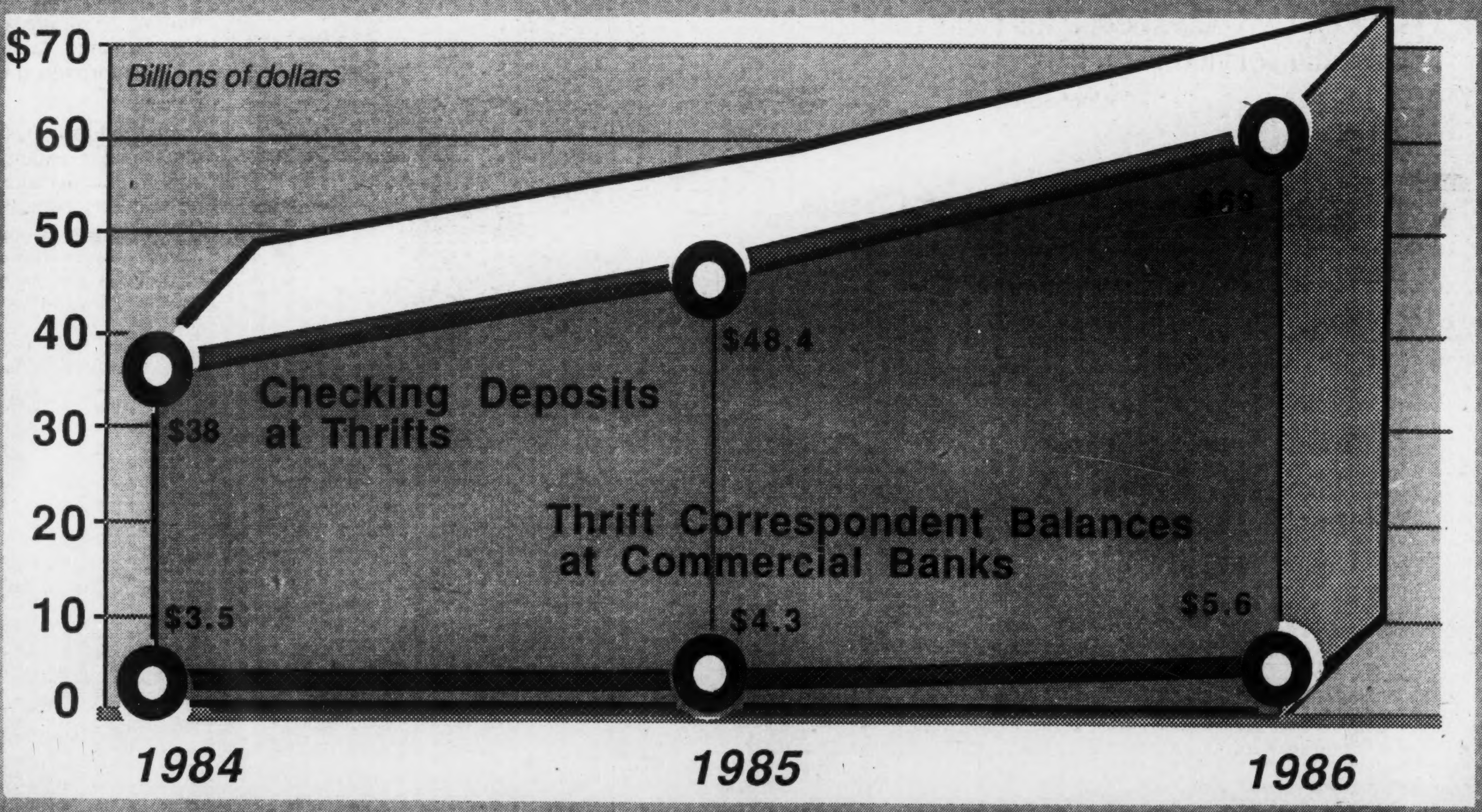
American Banker
Correspondent Banking

The Thrift Industry:

A Growth Area for Correspondent Balances

June 1984-June 1986



Source: Federal Reserve Board, H.6 Release and American Banker Correspondent Banking Survey

Banks by Demand Deposits Due to All Banks

Banks with Total Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Demand Deposits Due to All Banks		Rank	Gain	Time and Savings Deposits Due to All Banks	
		6/30/86	6/30/85	6/30/85	In Rank	6/30/86	6/30/85
1	Chase Manhattan Bank NA, New York	3,327,307	2,409,529	2	+ 1	191,187	172,239
2	Manufacturers Hanover Trust Co., New York	2,900,803	3,021,535	1		1,191,993	1,256,467
3	Citibank NA, New York	2,648,316	1,331,000	5	+ 2	127,258	167,000
4	Bankers Trust Co., New York	1,830,611	974,499	7	+ 3	586,192	493,461
5	Chemical Bank, New York	1,801,803	1,088,811	6	+ 1	145,511	205,267
6	Irving Trust Co., New York	1,342,068	797,244	10	+ 4	135,013	209,848
7	Bank of America NT&SA, San Francisco	1,246,565	1,364,000	4		480,113	947,000
8	Morgan Guaranty Trust Co., New York	945,209	1,479,127	3		498,418	671,053
9	Philadelphia National Bank	882,221	664,631	12	+ 3	199,587	71,397
10	Mellon Bank NA, Pittsburgh	824,376	320,506	24	+ 14	323,376	471,010
11	First Interstate Bank of California, Los Angeles	823,850	666,582	11		28,210	103,133
12	Continental Illinois Nat'l Bank & Trust Co., Chicago	742,226	543,154	14	+ 2	770,203	742,228
13	First National Bank of Chicago	670,636	622,142	13		397,416	601,874
14	Security Pacific National Bank, Los Angeles	603,093	510,243	15	+ 1	30,885	61,221
15	First National Bank, Boston	573,624	861,512	9		7,833	44,556
16	Union Bank, Los Angeles	540,918	907,228	8		22,064	6,055
17	Harris Trust & Savings Bank, Chicago	463,368	332,543	23	+ 6	32,966	37,549
18	Wells Fargo Bank NA, San Francisco (a)	407,707	279,153	30	+ 12	11,400	49,882
19	RepublicBank Dallas NA	404,822	488,478	16		189,545	361,962
20	Norwest Bank Minneapolis NA	377,140	283,490	28	+ 8	107,374	198,623
21	National Bank of Detroit	341,219	440,158	17		34,295	58,494
22	Northern Trust Co., Chicago	332,124	341,980	21		19,792	126,106
23	Connecticut National Bank, Hartford	322,816	291,379	27	+ 4	1,398	11,243
24	Texas Commerce Bank NA, Houston	312,156	333,246	22		10,613	12,128
25	MBank Dallas NA	305,811	371,722	20		234,048	115,027
26	Pittsburgh National Bank	295,595	180,150	48	+ 22	109,776	59,219
27	European American Bank, New York	294,825	219,357	39	+ 12	81,243	106,770
28	Indiana National Bank, Indianapolis	282,449	257,342	31	+ 3	18,624	21,118
29	First National Bank St. Paul, Minn.	276,592	378,684	19		125,503	102,986
30	First Wisconsin National Bank, Milwaukee	275,462	231,420	36	+ 6	50,496	43,265
31	Marine Midland Bank NA, Buffalo, N.Y.	269,486	221,210	37	+ 6	5,692	7,169
32	InterFirst Bank Dallas NA	260,144	396,451	18		42,138	42,984
33	Centerre Bank NA, St. Louis, Mo.	259,830	185,200	46	+ 13	64,399	73,741
34	Boatmen's National Bank, St. Louis, Mo.	253,521	196,500	42	+ 8	20,301	22,210
35	American National Bank & Trust Co., Chicago	247,506	252,063	32		0	0
36	Bank of New York	243,407	207,694	40	+ 4	2,013	33,971
37	First Tennessee Bank NA, Memphis	241,068	293,082	26		0	0
38	United Bank of Denver NA	235,197	314,308	25		139,679	194,597
39	Community Bank, Huntington Park, Calif.	234,430	192,575	43	+ 4	4,550	18,301
40	Southeast Bank NA, Miami	222,651	167,019	51	+ 11	24,000	43,000
41	Bank of New England NA, Boston	214,020	183,456	47	+ 6	48,982	62,170
42	First City National Bank, Houston	213,361	219,803	38		402,023	362,535
43	Maryland National Bank, Baltimore	208,517	161,689	52	+ 9	535	0
44	First National Bank of Atlanta	208,033	242,375	34		51,755	74,673
45	Connecticut Bank & Trust Co. NA, Hartford	203,690	129,647	66	+ 21	3,025	3,900
46	Allied Bank of Texas, Houston	201,318	249,680	33		205,028	59,094
47	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	198,712	146,018	56	+ 9	89,075	64,582
48	United Missouri Bank of Kansas City NA	198,460	112,362	74	+ 26	30,298	4,995
49	Shawmut Bank of Boston NA	196,603	103,805	82	+ 33	10,200	100
50	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	192,891	160,884	53	+ 3	450	450
51	Liberty National Bank & Trust Co., Louisville, Ky.	189,880	131,782	65	+ 14	15,540	21,664
52	MBank Houston NA	187,376	160,064	54	+ 2	395,500	220,303
53	First National Bank, Minneapolis	187,199	168,606	50		118,852	277,365
54	State Street Bank & Trust Co., Boston	183,735	125,115	68	+ 14	8,939	10,066
55	Citizens & Southern National Bank, Atlanta	183,161	201,935	41		12,712	24,714
56	First National Bank of Commerce, New Orleans	174,064	127,617	67	+ 11	25,137	9,895
57	United Virginia Bank, Richmond	173,266	107,775	78	+ 21	29,481	14,529
58	First Pennsylvania Bank NA, Philadelphia	162,857	186,759	45		72,225	23,511
59	Sun Bank NA, Orlando, Fla.	162,173	116,976	72	+ 13	0	0
60	National Westminster Bank USA, New York	161,767	116,900	73	+ 13	1,450	1,389
61	Brown Brothers Harriman & Co., New York	159,950	107,522	79	+ 18	39,199	41,133
62	Valley National Bank, Phoenix, Ariz.	158,500	139,300	60		9,458	17,687
63	Savings Banks Trust Co., New York	157,905	189,106	44		1,483	3,670
64	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	157,400	144,203	57		6,567	26,835
65	Mercantile Bank NA, St. Louis, Mo.	154,957	...	...		410,675	...
66	Commerce Bank of Kansas City NA, Mo.	149,022	133,223	64		5,796	1,850
67	Provident National Bank, Philadelphia	148,292	109,337	77	+ 10	105,045	82,886
68	First Florida Bank NA, Tampa	147,793	141,203	59		1,142	250
69	Trust Company Bank, Atlanta	146,392	121,638	70	+ 1	17,073	2,126
70	NCNB National Bank of Florida NA, Tampa	145,298	92,823	87	+ 17	0	0
71	InterFirst Bank Houston NA	143,275	80,081	98	+ 27	218,625	321,908
72	Citizens & Southern Nat'l Bank of Lee Cty., Ft. Myers, Fla.	142,007	105,128	80	+ 8	0	0
73	Boatmen's First National Bank, Kansas City, Mo.	141,696	137,800	61		24,554	26,746
74	American Fletcher National B & T Co., Indianapolis	135,773	73,823	102	+ 28	105,453	119,554
75	Texas American Bank/Fort Worth NA	135,131	153,757	55		242,345	39,620
76	Texas Commerce Bank-Dallas NA	128,399	121,761	69		679	2,255
77	Manufacturers Hanover Bank (Delaware), Wilmington	126,247	90,698	88	+ 11	44,561	7,167
78	Bank of California NA, San Francisco	126,208	22,855	243	+165	11,590	10,763
79	Mellon Bank (East), Philadelphia	122,625	103,115	83	+ 4	42,179	11,516
80	Dominion Bank NA, Roanoke, Va.	119,730	23,044	242	+162	15,458	10,497
81	AmeriTrust Co. NA, Cleveland	118,101	82,003	94	+ 13	10,725	10,876
82	NCNB National Bank of North Carolina, Charlotte	114,334	238,886	35		4,800	8,041
83	Riggs National Bank, Washington, D.C.	112,340	120,597	71		19,309	27,436
84	Bank South NA, Atlanta	110,703	70,251	107	+ 23	32,314	15,583
85	Midlantic National Bank/North, West Paterson, N.J.	109,779	89,926	89	+ 4	0	0
86	First National Bank of Maryland, Baltimore	108,385	73,051	103	+ 17	0	0
87	Society National Bank, Cleveland	107,779	58,846	126	+ 39	193	0
88	SouthTrust Bank of Alabama NA, Birmingham	106,559	68,034	109	+ 21	32,190	35,089
89	Rainier National Bank, Seattle	105,783	86,390	91	+ 2	31,394	43,357
90	Seattle-First National Bank	104,501	99,685	84		24,084	30,584
91	Comerica Bank-Detroit	103,892	134,070	63		15,214	18,120
92	InterFirst Bank Austin NA, Tex.	103,433	104,918	81		2,987	14,399
93	First National Bank, Louisville, Ky.	102,678	134,354	62		9,524	28,859
94	BayBank Boston NA	101,492	56,480	131	+ 37	0	0
95	Marine Bank NA, Milwaukee, Wis.	100,258	71,371	104	+ 9	77,456	839
96	Equitable Bank NA, Baltimore	100,228	65,770	112	+ 16	2,370	9,719
97	Barnett Bank of Jacksonville NA, Fla.	98,716	...	...		0	...
98	California First Bank, San Francisco	97,313	49,879	151	+ 53	0	0
99	First Interstate Bank of Denver NA	95,804	79,128	100	+ 1	53,164	20,433
100	National City Bank, Cleveland	95,379	65,836	111	+ 11	2,661	2,102

Demand deposits due to all banks are total correspondent balances. **Total correspondent balances** are the sum of domestic correspondent balances and foreign correspondent balances. **Domestic correspondent balances** are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. **Foreign correspondent balances** are the sum of domestically-booked demand deposits due other banks in foreign countries; domestically-booked demand deposits due foreign government and official institutions; and clearing balances in the bank's domestic Edge bank subsidiaries. **Clearing balances** are the sum of transaction accounts due foreign government and official institutions; transaction accounts due commercial banks in the U.S.; and transaction accounts due banks in foreign countries. **Time and savings deposits due to all banks** are nontransaction accounts due all domestic and foreign banks, as defined above. The sum of demand deposits due to all banks plus time and savings deposits due to all banks are called **total interbank deposits.**

(a)— In May, the bank merged with Crocker National Bank under the latter's charter. June 30, 1985, data, therefore, are for the old Crocker National Bank.

Banks by Demand Deposits Due to All Banks

Banks with Total Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

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Rank 6/86		Demand Deposits Due to All Banks		Rank	Gain	Time and Savings Deposits Due to All Banks	
		6/30/86	6/30/85	6/30/85	In Rank	6/30/86	6/30/85
101	Liberty National Bank & Trust Co., Oklahoma City	95,280	93,812	86		12,752	23,824
102	Fidelity Bank, Philadelphia	94,730	110,757	76		4,525	4,083
103	First City Bank, Dallas	94,021	97,450	85		119,726	99,998
104	MBank Corpus Christi, Tex.	93,809	68,674	108	+ 4	59,230	56,071
105	Colorado National Bank, Denver	91,242	81,095	96		9,111	0
106	Merchants National Bank, Cedar Rapids, Iowa	88,668	80,365	97		19,196	5,250
107	Merchants National Bank & Trust Co., Indianapolis	86,615	58,289	127	+ 20	11,833	16,678
108	Central Bank of the South, Birmingham, Ala.	85,566	60,720	120	+ 12	11,128	4,750
109	Third National Bank, Nashville, Tenn.	83,195	49,419	154	+ 45	16,128	5,033
110	United States National Bank, Portland, Ore.	82,431	85,198	92		0	0
111	South Carolina National Bank, Columbia	79,866	63,583	116	+ 5	0	30
112	Sovran Bank NA, Richmond	79,127	78,315	101		101,014	77,754
113	Deposit Guaranty National Bank, Jackson, Miss.	77,036	70,383	106		20,260	19,938
114	BancOne Columbus NA, Ohio	76,967	55,741	133	+ 19	194,845	181,835
115	Barnett Bank of Tampa NA, Fla.	76,510	51,328	147	+ 32	0	0
116	Midlantic National Bank, Newark, N.J.	76,403	43,746	168	+ 52	4	3
117	Mercantile-Safe Deposit & Trust Co., Baltimore	75,691	55,051	138	+ 21	0	0
118	First Fidelity Bank NA, Newark, N.J.	75,409	86,882	90		13,387	7,566
119	Norwest Bank Nebraska NA, Omaha, Neb.	74,941	57,753	130	+ 11	9,311	5,850
120	RepublicBank Houston NA	73,900	50,995	150	+ 30	0	0
121	First National Bank, Cincinnati	73,458	55,764	132	+ 11	13,089	6,445
122	Frost National Bank, San Antonio, Tex.	73,303	79,653	99		0	0
123	FirsTier Bank NA, Omaha, Neb.	71,829	59,510	125	+ 2	102	961
124	Central Bank of Denver	70,918	112,014	75		115,873	98,507
125	Union Trust Company of Maryland, Baltimore	69,888	33,756	186	+ 61	1,398	14,431
126	Key Bank NA, Albany, N.Y.	69,733	53,039	142	+ 16	0	0
127	First National Bank, Omaha, Neb.	69,394	49,746	152	+ 25	308	7,500
128	National Community Bank, Rutherford, N.J.	69,327	52,247	143	+ 15	0	0
129	Peoples National Bank of Washington, Seattle	69,197	61,472	117		11,786	592
130	FirsTier Bank NA, Lincoln, Neb.	68,923	82,000	95		427	1,425
131	United Oklahoma Bank, Oklahoma City	67,404	170,491	49		12,800	17,461
132	First Commercial Bank NA, Little Rock, Ark.	64,747	47,331	157	+ 25	3,401	441
133	NBC-San Antonio NA, Tex.	62,463	45,265	164	+ 31	14,019	8,965
134	Marquette Bank Minneapolis NA	61,028	45,950	162	+ 28	1,818	6,143
135	Zions First National Bank, Salt Lake City, Utah	60,637	60,128	123		6,447	1,133
136	MBank El Paso NA, Tex.	60,540	48,005	155	+ 19	3,557	100
137	Fifth Third Bank, Cincinnati	59,361	64,399	115		2,914	6,225
138	Security National Bank, Sioux City, Iowa	58,758	44,244	167	+ 29	200	17
139	Arizona Bank, Phoenix	58,465	33,878	184	+ 45	49	69
140	National Bank of Commerce T&S Assn., Lincoln, Neb.	58,265	61,215	118		200	100
141	Bank IV Wichita NA, Kan.	57,942	59,691	124		51,526	23,867
142	InterFirst Bank Fort Worth NA, Tex.	57,737	55,545	134		24,500	25,326
143	Industrial Valley Bank & Trust Co., Philadelphia	56,918	60,696	121		0	0
144	Norwest Bank Des Moines NA, Iowa	56,902	64,423	114		600	1,124
145	First National Bank & Trust Co., Tulsa, Okla.	56,524	46,854	158	+ 13	350	5,574
146	Shawmut Worcester County Bank NA, Worcester, Mass.	56,069	31,088	201	+ 55	4,800	650
147	Centerre Bank of Kansas City NA, Mo.	54,509	51,625	145		14,405	12,659
148	AmSouth Bank NA, Birmingham, Ala.	54,169	39,095	174	+ 26	103,933	96,228
149	American National Bank & Trust Co., St. Paul, Minn.	53,963	37,174	176	+ 27	12,796	22,545
150	J. Henry Schroder Bank & Trust Co., New York	53,134	33,223	189	+ 39	60,060	77,980
151	National State Bank, Elizabeth, N.J.	52,877	55,458	136		0	0
152	First National Bank, Lubbock, Tex.	52,749	47,346	156	+ 4	15,900	1,075
153	Bank of Oklahoma NA, Tulsa	52,052	58,094	129		74,352	60,825
154	BancOhio National Bank, Columbus	51,959	67,528	110		0	0
155	Hibernia National Bank, New Orleans	51,885	70,554	105		28,032	9,011
156	National Bank of Commerce, Memphis	51,027	54,275	140		10,772	13,023
157	Whitney National Bank, New Orleans	49,551	51,331	146		553	450
158	Manufacturers National Bank, Detroit	49,284	64,644	113		4,994	11,171
159	United Jersey Bank, Hackensack, N.J.	48,027	30,901	203	+ 44	0	0
160	Commerce Union Bank, Nashville, Tenn.	47,953	4,802	0		100	875
161	MBank Fort Worth NA, Tex.	47,739	35,201	180	+ 19	51,709	30
162	Victoria Bank & Trust Co., Tex.	47,574	41,439	172	+ 10	8,800	3,800
163	First Security Bank of Utah NA, Ogden	47,273	26,066	229	+ 66	0	0
164	Barnett Bank of South Florida NA, Miami	47,118	31,447	200	+ 36	0	0
165	Commercial National Bank, Shreveport, La.	46,695	43,716	169	+ 4	9,897	8,960
166	First Interstate Bank of Des Moines NA, Iowa	46,643	34,974	181	+ 15	310	462
167	First State Bank, Abilene, Tex.	45,969	55,479	135		75,162	65,447
168	LaSalle National Bank, Chicago	45,335	39,053	175	+ 7	18,060	300
169	Worthen Bank & Trust Co. NA, Little Rock. Ark.	45,271	46,054	161		8,884	8,333
170	First American National Bank, Nashville, Tenn.	45,091	54,357	139		1,550	2,787
171	Exchange National Bank, Chicago	45,041	36,047	178	+ 7	4,962	9,577
172	Bank of Oklahoma, Oklahoma City NA	43,717	55,072	137		15,276	99,266
173	National Bank of Georgia, Atlanta	43,173	33,981	183	+ 10	10,356	13,761
174	Meridian Bank, Reading, Pa.	42,964	...	...		1,731	...
175	First City National Bank of Beaumont, Tex.	41,077	30,030	211	+ 36	1,370	651
176	Bank IV Topeka NA, Topeka, Kan.	40,981	46,682	159		0	0
177	Sun Bank/Miami NA	40,862	39,413	173		7,000	0
178	Republic National Bank, New York	40,297	32,506	195	+ 17	556	1,952
179	Colonial Bank, Waterbury, Conn.	40,137	19,000	270	+ 91	476	39
180	Citizens National Bank, Evansville, Ind.	39,629	33,739	187	+ 7	0	27,299
181	First Interstate Bank of Arizona NA, Phoenix	39,548	30,579	208	+ 27	0	0
182	First Security Nat'l Bank & Trust Co., Lexington, Ky.	39,389	32,597	193	+ 11	10,400	2,652
183	Barnett Bank of Central Florida NA, Winter Park	39,289	22,069	252	+ 69	0	0
184	Security Bank of Kansas City, Kan.	37,224	27,523	223	+ 39	34,710	28,914
185	Pan American Bank NA, Miami	36,704	60,866	119		0	0
186	NCNB South Carolina, Columbia	36,339	20,724	261	+ 75	73	65
187	Old National Bank, Evansville, Ind.	35,792	30,749	205	+ 18	600	2,089
188	Capital Bank & Trust Co., Baton Rouge, La.	35,695	44,852	166		42,943	36,587
189	Allied Bank of Dallas	35,174	32,632	191	+ 2	135,839	52,500
190	First Interstate Bank of Wisconsin, Sheboygan	34,802	45,372	163		0	0
191	RepublicBank Waco NA, Tex.	34,538	26,525	227	+ 36	300	500
192	National Bank of Waterloo, Iowa	34,483	29,386	214	+ 22	0	0
193	Boston Safe Deposit & Trust Co.	34,462	22,713	245	+ 52	106,518	108,455
194	First American Bank NA, Washington, D.C.	34,203	33,327	188		40,669	2,146
195	Manufacturers & Traders Trust Co., Buffalo, N.Y.	34,202	31,038	202	+ 7	1,984	1,402
196	Israel Discount Bank of New York	33,991	23,044	241	+ 45	483	562
197	Bank of Hawaii, Honolulu	33,785	49,440	153		550	550
198	Union Trust Co., Stamford, Conn.	33,201	15,134	293	+ 95	0	0
199	First Bank NA, Milwaukee	33,172	30,283	210	+ 11	26,168	2,341
200	First National Bank, Wichita, Kan.	33,166	32,806	190		8,396	8,046

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Banks by Demand Deposits Due to All Banks

Banks with Total Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

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Rank 6/86		Demand Deposits Due to All Banks 6/30/86	Demand Deposits Due to All Banks 6/30/85	Rank 6/30/85	Gain In Rank	Time and Savings Deposits Due to All Banks 6/30/86	Time and Savings Deposits Due to All Banks 6/30/85
201	RepublicBank San Antonio NA, Tex.	32,701	16,112	287	+ 86	4,195	915
202	American Security Bank NA, Washington, D.C.	32,454	52,182	144		18,897	20,140
203	Associated Kellogg Bank, Green Bay, Wis.	32,261	36,771	177		400	0
204	Lincoln National Bank & Trust Co., Fort Wayne, Ind.	32,126	25,619	231	+ 27	2,804	98
205	Commercial National Bank, Kansas City, Kan.	31,884	27,842	221	+ 16	200	0
206	Trustmark National Bank, Jackson, Miss.	31,478	27,892	220	+ 14	1,580	5,522
207	Rhode Island Hospital Trust National Bank, Providence	31,192	17,878	277	+ 70	284	0
208	BancTexas Dallas NA	31,056	43,311	171		23,731	76,000
209	Union Planters National Bank, Memphis, Tenn.	30,969	28,763	215	+ 6	165	4,174
210	Old Kent Bank & Trust Co., Grand Rapids, Mich.	30,940	24,555	236	+ 26	0	0
211	Capital City First National Bank, Tallahasse, Fla.	30,824	19,761	266	+ 55	170	224
212	Citizens & Southern National Bank, Charleston, S.C.	30,450	29,547	212		0	0
213	MBank Austin NA, Tex	30,335	34,176	182		27,152	13,775
214	First Union National Bank of Florida, Jacksonville	30,312	32,502	196		565	483
215	Old National Bank of Washington, Spokane	30,261	58,262	128		0	0
216	RepublicBank First National Midland, Tex.	30,251	13,868	303	+ 87	14,845	1,395
217	Boatmen's National Bank, Springfield, Mo.	30,173	22,619	247	+ 30	1,250	945
218	First National Bank, Albuquerque, N.M.	29,990	30,605	207		10,408	3,185
219	Texas Commerce Bank-Austin NA	29,887	43,361	170		19,495	19,323
220	Amarillo National Bank, Tex.	29,573	32,018	199		6,500	11,000
221	First Alabama Bank, Montgomery	29,242	26,416	228	+ 7	17,098	20
222	First National Bank, Belleville, Ill.	29,066	32,524	194		400	240
223	First of America-Detroit NA	28,775	21,174	259	+ 36	0	0
224	Fidelity National Bank, Baton Rouge, La.	28,536	21,203	257	+ 33	18,684	12,471
225	Davenport Bank & Trust Co., Iowa	28,035	60,420	122		20,775	3,212
226	First City National Bank, Tyler, Tex.	27,955	21,774	254	+ 28	6,553	4,875
227	Cullen Center Bank & Trust Co., Houston	27,935	...	...		18,505	13,211
228	MBank Waco NA, Tex.	27,907	23,665	239	+ 11	6,187	2,949
229	Fleet National Bank, Providence, R.I.	27,780	32,315	198		0	0
230	Lloyds Bank California, Los Angeles	27,672	24,132	237	+ 7	17,890	16,464
231	First National Bank, Amarillo, Tex.	27,574	32,623	192		8,118	8,900
232	First National Bank, Shreveport, La.	27,082	28,404	217		3,975	2,925
233	Texas Independent Bank, Irving, Tex.	27,005	22,278	248	+ 15	103,550	90,266
234	Indian Head National Bank, Nashua, N.H.	26,947	14,632	296	+ 62	3,992	0
235	Independent State Bank of Minnesota, Minneapolis	26,867	28,476	216		0	6,070
236	United New Mexico Bank, Albuquerque	26,854	25,676	230		1,500	1,500
237	Kanawha Valley Bank NA, Charleston, W. Va.	26,839	17,527	278	+ 41	300	0
238	Bankers Trust Co., Des Moines, Iowa	26,658	32,465	197		2,022	1,150
239	Norwest Bank Duluth NA, Minn.	26,330	9,135	350	+111	0	0
240	First Interstate Bank of Oregon NA, Portland	26,220	25,119	232		2,399	425
241	Illinois National Bank, Springfield	26,185	20,040	265	+ 24	0	0
242	MBank Alamo NA, San Antonio, Tex.	26,167	27,681	222		1,530	3,019
243	InterFirst Bank Tyler NA, Tex.	25,902	24,860	235		400	3,307
244	Sunwest Bank of Albuquerque NA, N.M.	25,860	26,835	226		1,000	1,550
245	United Bank of Fort Collins NA, Colo.	25,740	1,070	...		0	0
246	Georgia Railroad Bank & Trust Co., Augusta	25,416	30,644	206		750	550
247	McAllen State Bank, Tex.	25,328	21,510	256	+ 9	1,544	2,094
248	First National Bank, Elkhart, Ind.	25,208	18,245	275	+ 27	900	416
249	Texas American Bank/Galleria NA, Houston	25,174	N.A.	...		11,300	...
250	Society Bank NA, Dayton, Ohio	25,091	...	...		3,491	...
251	Texas Commerce Bank-El Paso, Tex.	24,693	24,976	234		0	0
252	City National Bank, Beverly Hills, Calif.	24,494	16,567	285	+ 33	400	1,575
253	Florida National Bank of Jacksonville	24,425	28,360	218		8,819	7,322
254	Commonwealth National Bank, Harrisburg, Pa.	24,410	20,354	262	+ 8	1,133	1,340
255	Commercial Security Bank, Ogden, Utah	24,398	17,915	276	+ 21	0	0
256	American National Bank & Trust Co., Chattanooga, Tenn.	24,266	46,194	160		0	2,000
257	First-Citizens Bank & Trust Co., Raleigh, N.C.	24,258	30,782	204		34	21
258	Barclays Bank of New York NA	23,835	27,074	225		69	40
259	Bank One Dayton NA, Ohio	23,727	...	...		0	...
260	Fourth National Bank, Tulsa, Okla.	23,493	16,884	281	+ 21	13,434	9,350
261	First City Bank of Corpus Christi, Tex.	23,397	22,102	251		17,500	1,900
262	First City National Bank Austin, Tex.	23,393	18,581	272	+ 10	63,837	63,437
263	Hutchinson National Bank & Trust Co., Kan.	22,748	25,116	233		1,100	450
264	First American National Bank, Kingsport, Tenn.	22,559	51,061	148		500	243
265	First Union National Bank, Charlotte, N.C.	22,248	11,863	317	+ 52	4,500	17,495
266	Oregon Bank, Portland	22,176	15,798	290	+ 24	470	919
267	Northeastern Bank of Pennsylvania, Wilkes-Barre	22,045	13,506	305	+ 38	0	0
268	American Bank & Trust Co., Baton Rouge, La.	21,729	54,236	141		26,582	35,427
269	Commercial National Bank of Peoria, Ill.	21,526	21,989	253		0	0
270	First American National Bank of Knoxville, Tenn.	20,903	30,396	209		0	1,000
271	First National Bank of Central Jersey, Bridgewater Twp.	20,857	...	...		0	...
272	Union Bank & Trust Co. NA, Grand Rapids, Mich.	20,730	14,528	298	+ 26	0	0
273	BayBank Middlesex, Burlington, Mass.	20,177	15,816	289	+ 16	306	1,782
274	Comerica Bank-Jackson NA, Mich.	20,135	...	...		0	...
275	Central Trust Co. NA, Cincinnati	20,099	20,184	263		0	0
276	Summit Trust Co., N.J.	20,074	...	...		0	...
277	Drovers Bank, Chicago	19,971	15,863	288	+ 11	700	1,236
278	RepublicBank Lubbock NA, Tex.	19,867	21,177	258		14,790	17,910
279	Chinese American Bank, New York	19,801	17,409	279		0	0
280	Ouachita National Bank, Monroe, La.	19,794	21,533	255		0	0
281	First Wisconsin National Bank, Eau Claire	19,291	22,674	246		0	0
282	Colorado National Bank-Pueblo	19,139	16,286	286	+ 4	739	0
283	Charleston National Bank, W. Va.	19,081	16,785	283		4,373	6,680
284	First National Bank, Sioux City, Iowa	18,990	13,515	304	+ 20	0	0
285	First Bank of North Dakota NA, Fargo	18,829	...	...		4	...
286	First Bank (NA) Duluth, Minn.	18,167	16,857	282		0	0
287	Valley National Bank, Des Moines, Iowa	18,166	17,262	280		0	500
288	Puget Sound National Bank, Tacoma, Wash.	18,161	9,491	345	+ 57	0	0
289	Terre Haute First National Bank, Ind.	18,003	10,403	335	+ 46	0	0
290	United Bank of Arizona, Phoenix	17,755	20,846	260		4,300	0
291	Huntington National Bank, Columbus, Ohio	17,726	12,184	313	+ 22	0	0
292	Maine National Bank, Portland	17,667	16,573	284		2,815	0
293	Norwest Bank South Dakota NA, Sioux Falls	17,416	...	...		0	...
294	BayBank Norfolk County Trust Co., Dedham, Mass.	16,962	12,177	314	+ 20	92	174
295	United States Trust Co., New York	16,915	18,439	273		42,109	28,122
296	Fort Wayne National Bank, Ind.	16,656	15,124	294		1,615	0
297	Casco Northern Bank NA, Portland, Me.	16,233	12,599	309	+ 12	1,617	0
298	Central Bank, Monroe, La.	16,118	51,037	149		350	700
299	Union National Bank, Wichita, Kan.	15,904	9,953	339	+ 40	1,605	2,107
300	Citibank (Delaware), New Castle	15,657	19,553	269		0	0

Demand deposits due to all banks are total correspondent balances. **Total correspondent balances** are the sum of domestic correspondent balances and foreign correspondent balances. **Domestic correspondent balances** are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. **Foreign correspondent balances** are the sum of domestically-booked demand deposits due other banks in foreign countries; domestically-booked demand deposits due foreign government and official institutions; and clearing balances in the bank's domestic Edge bank subsidiaries. **Clearing balances** are the sum of transaction accounts due foreign government and official institutions; transaction accounts due commercial banks in the U.S.; and transaction accounts due banks in foreign countries. **Time and savings deposits due to all banks** are nontransaction accounts due all domestic and foreign banks, as defined above. The sum of demand deposits due to all banks plus time and savings deposits due to all banks are called total interbank deposits.

Banks by Demand Deposits Due to All Banks

Banks with Total Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Demand Deposits Due to All Banks		Rank	Gain	Time and Savings Deposits Due to All Banks	
		6/30/86	6/30/85	6/30/85	In Rank	6/30/86	6/30/85
301	First Interstate Bank of Billings NA	15,625	12,785	307	+ 6	900	1,833
302	Boulevard Bank NA, Chicago	15,619	...	...		0	...
303	Michigan National Bank, Detroit	15,563	18,361	274		0	0
304	Society Bank of Eastern Ohio NA, Canton	15,292	11,605	323	+ 19	0	0
305	Continental Bank, Phoenix, Ariz.	15,272	19,597	268		0	0
306	Union Bank & Trust Co., Montgomery, Ala.	15,211	6,180	...		2,071	450
307	Norwest Bank St. Paul NA, Minn.	15,209	...	...		2	...
308	Hartford Trust Co. of New York	15,147	...	...		0	...
309	Michigan National Bank, Lansing	15,143	12,018	315	+ 6	0	0
310	Bank of New England-West NA, Springfield, Mass.	15,065	14,729	295		0	0
311	Union National Bank, Little Rock, Ark.	14.996	15,586	291		200	128
312	Central Bank, San Francisco	14,955	14,138	300		28,600	86,800
313	Central Trust Bank, Jefferson City, Mo.	14,911	N.A.	...		0	...
314	First Interstate Bank of Washington NA, Seattle	14,851	8,913	355	+ 41	1,307	1,759
315	United Bank of Waco NA, Tex.	14,846	8,512	358	+ 43	2,750	1,700
316	Citizens National Bank, Decatur, Ill.	14,484	10,959	330	+ 14	0	0
317	Barnett Bank of Lee County NA, Ft. Myers, Fla.	14,417	9,022	353	+ 36	2	0
318	Bank Leumi Trust Co., New York	14,281	33,830	185		0	3
319	Citizens & Peoples National Bank, Pensacola, Fla.	13,901	9,106	351	+ 32	12	0
320	Shawmut Bank of Franklin Cty., Greenfield, Mass.	13,849	14,028	301		0	0
321	Merchants Bank, Kansas City, Mo.	13,847	...	...		25,758	...
322	Champaign National Bank, Ill.	13,777	...	...		0	...
323	Commerce Bank of St. Louis, Clayton, Mo.	13,529	N.A.	...		0	...
324	United Bank of Colorado Springs NA	13,507	...	...		1,650	...
325	Louisiana National Bank, Baton Rouge, La.	13,376	11,391	326	+ 1	38,689	18,800
326	First National Bank, Springfield, Ill.	13,248	12,297	312		1,597	0
327	First Security Bank of Idaho NA, Boise	13,195	11,661	320		0	100
328	Simmons First National Bank, Pine Bluff, Ark.	13,155	11,605	322		600	1,746
329	First American Bank, Memphis, Tenn.	13,144	11,157	329		0	0
330	First National Bank, West Monroe, La.	13,110	11,825	318		0	0
331	Key Bank of Central Maine, Augusta, Me.	13,096	27,144	224		613	368
332	Atlantic Bank, New York	12,981	13,959	302		47,750	59,579
333	United Missouri Bank of St. Louis, Clayton	12,798	...	...		0	...
334	InterFirst Bank San Antonio NA, Tex.	12,789	8,254	361	+ 27	386	1,025
335	RepublicBank Tyler, Tex.	12,749	N.A.	...		916	...
336	National Bank of Washington, D.C.	12,590	29,393	213		1,251	1,756
337	Millikan National Bank, Decatur, Ill.	12,525	...	...		0	...
338	Summit Bank, Fort Wayne, Ind.	12,448	11,660	321		0	0
339	First National Bank, Sioux Falls, S.D.	12,360	8,122	364	+ 25	100	0
340	Mercantile Bank & Trust Co., Kansas City, Mo.	12,312	11,186	328		823	0
341	UnibancTrust, Chicago	12,230	10,051	337		400	7,505
342	Central Fidelity Bank, Richmond	12,224	...	...		0	...
343	Long Island Trust Co. NA, Garden City, N.Y.	12,214	...	...		0	...
344	Colonial Bank of Alabama, Birmingham	12,182	...	...		0	...
345	Union National Bank, Pittsburgh	12,167	...	...		0	...
346	First National Bank & Trust Co., Salina, Kan.	12,156	14,348	299		100	1,300
347	Wilmington Trust Co., Del.	12,079	8,160	363	+ 16	0	0
348	First Hawaiian Bank, Honolulu	12,042	15,318	292		4,992	3,439
349	BayBank Valley Trust Co., Springfield, Mass.	12,016	...	...		0	...
350	RepublicBank Lufkin, Tex.	11,980	11,722	319		2,907	579
351	First National Bank & Trust Co., Rockford, Ill.	11,974	...	...		0	...
352	First Victoria National Bank, Tex.	11,775	8,342	360	+ 8	4,200	7,642
353	Denver National Bank	11,699	20,142	264		6,236	10,059
354	Norstar Bank of Long Island, Hempstead, N.Y.	11,609	8,735	356	+ 2	0	0
355	F & M Bank & Trust Co., Tulsa, Okla.	11,583	10,853	331		4,250	2,681
356	Boatmens Bank, Cape Girardeau, Mo.	11,487	...	...		0	...
357	Sovran Bank/Maryland, Bethesda	11,381	6,824	...		8,000	8,000
358	North Shore National Bank, Chicago	11,298	N.A.	...		0	...
359	State Bank of Freeport, Ill.	11,248	8,206	362	+ 3	0	0
360	Central Jersey Bank & Trust Co., Freehold Twp.	11,240	...	...		0	...
361	Independent State Bank, Denver	11,204	N.A.	...		2,498	...
362	Norwest Bank Midland NA, Minn.	11,179	6,717	...		550	1,203
363	First Los Angeles Bank	11,156	...	...		25,000	...
364	Chase Lincoln First Bank NA, Rochester, N.Y.	11,142	22,105	250		0	588
365	Texas Commerce Bank-San Angelo NA	11,047	...	...		0	...
366	Unitedbank-Houston	11,023	19,732	267		62,878	55,492
367	Western Bank-Westheimer, Houston	10,938	5,250	0		44,517	28,847
368	Marine Bank of Springfield, Ill.	10,769	6,775	0		29	24
369	Bank of Canton of California, San Francisco	10,751	35,353	179		143,397	73,573
370	National Bank of America, Salina, Kan.	10,728	10,415	334		300	600
371	Bank of Delaware, Wilmington	10,609	...	...		0	...
372	First American Bank, New York	10,603	...	...		0	...
373	Bank of Illinois, Champaign	10,474	...	...		4,000	...
374	First Fidelity Bank NA, Totowa, N.J.	10,474	...	...		0	...
375	Valley Bank of Nevada, Las Vegas	10,353	10,610	332		250	0
376	Third National Bank & Trust Co., Scranton, Pa.	10,254	6,908	...		0	21
377	Norwest Bank Fargo NA, N.D.	10,084	...	...		0	...
378	First National Bank, Gainesville, Ga.	10,051	9,810	341		11,501	3,489

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Banks by Demand Deposits Due Domestic Banks

Banks with Domestic Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

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Rank 6/86		Demand Deposits Due U.S. Banks		Rank 6/30/85	Gain In Rank	Time and Svgs Dep. Due U.S. Banks	
		6/30/86	6/30/85			6/30/86	6/30/85
1	Manufacturers Hanover Trust Co., New York	2,143,749	1,644,373	1		1,151,779	1,184,167
2	Chase Manhattan Bank NA, New York	1,846,021	1,411,052	2		58,206	41,732
3	Bankers Trust Co., New York	968,562	369,003	18	+ 15	424,354	378,874
4	Chemical Bank, New York	968,265	589,951	7	+ 3	45,348	117,442
5	Irving Trust Co., New York	753,499	122,330	64	+ 59	118,550	144,841
6	First Interstate Bank of California, Los Angeles	724,228	577,965	8	+ 2	9,618	19,782
7	Continental Illinois Nat'l Bank & Trust Co., Chicago	707,106	487,222	9	+ 2	759,171	719,789
8	Bank of America NT&SA, San Francisco	618,000	885,000	4		52,000	173,000
9	Citibank NA, New York	575,000	407,000	15	+ 6	113,000	69,000
10	Security Pacific National Bank, Los Angeles	514,169	477,073	11	+ 1	27,385	21,221
11	Union Bank, Los Angeles	512,277	873,727	5		22,064	6,055
12	First National Bank of Chicago	471,782	479,979	10		372,448	519,315
13	Philadelphia National Bank	467,687	445,218	13		199,357	67,837
14	First National Bank, Boston	457,333	730,229	6		7,100	9,250
15	Harris Trust & Savings Bank, Chicago	434,959	283,990	26	+ 11	32,827	37,549
16	Mellon Bank NA, Pittsburgh	402,142	303,193	22	+ 6	292,676	409,971
17	RepublicBank Dallas NA	381,697	472,469	12		189,545	361,962
18	Norwest Bank Minneapolis NA	362,915	275,400	27	+ 9	87,874	154,621
19	Connecticut National Bank, Hartford	319,418	289,255	24	+ 5	1,398	11,243
20	Morgan Guaranty Trust Co., New York	319,300	939,772	3		335,424	318,482
21	National Bank of Detroit	318,971	420,618	14		34,295	48,494
22	Wells Fargo Bank NA, San Francisco (a)	313,274	181,304	39	+ 17	11,226	49,882
23	MBank Dallas NA	302,580	368,075	19		172,114	54,473
24	Texas Commerce Bank NA, Houston	300,741	308,443	21		10,613	12,128
25	Northern Trust Co., Chicago	284,148	289,728	23		17,342	118,214
26	Indiana National Bank, Indianapolis	281,806	256,321	28	+ 2	18,624	21,118
27	Pittsburgh National Bank	279,591	170,257	44	+ 17	109,526	53,216
28	First National Bank St. Paul, Minn.	276,346	377,802	17		125,503	102,986
29	First Wisconsin National Bank, Milwaukee	262,376	216,168	33	+ 4	50,496	43,265
30	Centerre Bank NA, St. Louis, Mo.	258,039	180,045	40	+ 10	64,399	73,741
31	InterFirst Bank Dallas NA	253,467	387,019	16		42,138	42,984
32	Boatmen's National Bank, St. Louis, Mo.	253,352	196,442	36	+ 4	20,301	22,210
33	American National Bank & Trust Co., Chicago	242,507	248,303	30		0	0
34	First Tennessee Bank NA, Memphis	239,265	285,684	25		0	0
35	Community Bank, Huntington Park, Calif.	234,430	192,575	37	+ 2	4,550	18,301
36	United Bank of Denver NA	232,646	311,400	20		7,937	4,138
37	Southeast Bank NA,.Miami	217,112	150,692	51	+ 14	24,000	43,000
38	First National Bank of Atlanta	205,994	239,768	31		51,755	74,673
39	Maryland National Bank, Baltimore	205,367	158,598	47	+ 8	535	0
40	First City National Bank, Houston	200,610	208,336	34		399,234	362,535
41	Allied Bank of Texas, Houston	200,599	248,860	29		205,028	59,094
42	Connecticut Bank & Trust Co. NA, Hartford	200,143	121,505	66	+ 24	3,025	3,900
43	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	198,497	145,907	52	+ 9	89,075	64,582
44	United Missouri Bank of Kansas City NA	196,980	111,127	70	+ 26	30,298	4,995
45	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	192,381	160,173	46	+ 1	450	450
46	Liberty National Bank & Trust Co., Louisville, Ky.	189,857	131,781	59	+ 13	15,540	21,664
47	Bank of New England NA, Boston	189,037	177,884	42		48,826	62,014
48	Bank of New York	183,846	160,405	45		2,013	3,971
49	Shawmut Bank of Boston NA	183,575	93,851	79	+ 30	10,200	100
50	MBank Houston NA	182,241	155,679	49		395,500	220,303
51	First National Bank, Minneapolis	176,542	156,681	48		118,852	276,865
52	United Virginia Bank, Richmond	171,648	104,208	75	+ 23	29,481	14,529
53	First National Bank of Commerce, New Orleans	167,188	123,271	63	+ 10	24,429	9,883
54	Sun Bank NA, Orlando, Fla.	161,115	115,064	68	+ 14	0	0
55	First Pennsylvania Bank NA, Philadelphia	158,327	179,019	41		72,225	23,511
56	Savings Banks Trust Co., New York	157,905	189,106	38		1,483	3,670
57	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	151,270	136,258	55		6,567	26,835
58	Valley National Bank, Phoenix, Ariz.	151,125	135,186	57		9,458	17,687
59	Mercantile Bank NA, St. Louis, Mo.	149,992	...	...		410,675	...
60	Provident National Bank, Philadelphia	147,446	105,688	71	+ 11	105,045	82,886
61	First Florida Bank NA, Tampa	146,707	140,521	53		1,142	250
62	Commerce Bank of Kansas City NA, Mo.	145,999	131,500	60		5,796	1,850
63	NCNB National Bank of Florida NA, Tampa	145,298	92,823	81	+ 18	0	0
64	Trust Company Bank, Atlanta	142,979	119,185	67	+ 3	17,073	2,126
65	Citizens & Southern Nat'l Bank of Lee Cty., Ft. Myers, Fla.	141,974	105,090	72	+ 7	0	0
66	Boatmen's First National Bank, Kansas City, Mo.	140,981	137,303	54		24,554	26,746
67	InterFirst Bank Houston NA	138,609	77,622	93	+ 26	218,625	321,908
68	Texas American Bank/Fort Worth NA	133,669	152,154	50		242,345	39,620
69	State Street Bank & Trust Co., Boston	129,093	104,914	74	+ 5	8,939	9,566
70	Texas Commerce Bank-Dallas NA	128,399	121,761	65		679	2,255
71	Manufacturers Hanover Bank (Delaware), Wilmington	126,247	90,698	83	+ 12	40,061	7,167
72	American Fletcher National B & T Co., Indianapolis	124,296	71,333	97	+ 25	105,453	119,554
73	Dominion Bank NA, Roanoke, Va.	119,713	23,037	230	+157	15,458	10,497
74	AmeriTrust Co. NA, Cleveland	114,488	78,276	92	+ 18	10,725	10,876
75	Mellon Bank (East), Philadelphia	111,510	95,334	77	+ 2	42,142	11,516
76	Bank South NA, Atlanta	110,584	70,098	99	+ 23	32,286	15,583
77	Midlantic National Bank/North, West Paterson, N.J.	108,418	87,870	84	+ 7	0	0
78	SouthTrust Bank of Alabama NA, Birmingham	106,057	67,709	103	+ 25	32,190	35,089
79	First National Bank of Maryland, Baltimore	104,830	67,340	104	+ 25	0	0
80	InterFirst Bank Austin NA, Tex.	103,433	104,918	73		2,987	14,399
81	BayBank Boston NA	101,492	56,480	124	+ 43	0	0
82	First National Bank, Louisville, Ky.	101,327	134,354	58		9,524	28,859
83	NCNB National Bank of North Carolina, Charlotte	101,110	229,797	32		4,800	8,041
84	Society National Bank, Cleveland	99,125	56,228	125	+ 41	193	0
85	Barnett Bank of Jacksonville NA, Fla.	98,716	...	...		0	...
86	Comerica Bank-Detroit	98,567	129,666	61		15,214	18,120
87	Marine Bank NA, Milwaukee, Wis.	98,477	70,257	98	+ 11	77,456	839
88	Citizens & Southern National Bank, Atlanta	98,225	123,907	62		8,350	18,130
89	Equitable Bank NA, Baltimore	97,372	63,116	107	+ 18	2,370	9,719
90	Liberty National Bank & Trust Co., Oklahoma City	95,120	93,585	80		12,752	23,824
91	First City Bank, Dallas	93,988	97,373	76		119,726	99,998
92	First Interstate Bank of Denver NA	93,833	76,400	94	+ 2	53,164	20,433
93	MBank Corpus Christi, Tex.	93,809	68,674	102	+ 9	59,230	56,071
94	National City Bank, Cleveland	92,124	62,612	109	+ 15	2,661	2,102
95	California First Bank, San Francisco	92,118	47,501	148	+ 53	0	0
96	Colorado National Bank, Denver	90,699	80,237	90		9,111	0
97	Merchants National Bank, Cedar Rapids, Iowa	88,580	80,274	89		19,196	5,250
98	Rainier National Bank, Seattle	86,282	62,265	110	+ 12	29,894	22,957
99	Merchants National Bank & Trust Co., Indianapolis	85,999	57,295	123	+ 24	11,833	16,678
100	Central Bank of the South, Birmingham, Ala.	85,475	60,679	114	+ 14	11,128	4,750

Demand deposits due to domestic banks are domestic correspondent balances. Domestic correspondent balances are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. Time and savings deposits due to domestic banks are nontransaction accounts due domestic banks and thrifts. (a)— In May, the bank merged with Crocker National Bank under the latter's charter. June 30, 1985, data, therefore, are for the old Crocker National Bank.

Banks by Demand Deposits Due Domestic Banks

Banks with Domestic Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

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Rank		Demand Deposits Due U.S. Banks		Rank	Gain	Time and Svgs Dep. Due U.S. Banks	
6/86		6/30/86	6/30/85	6/30/85	in Rank	6/30/86	6/30/85
101	Marine Midland Bank NA, Buffalo, N.Y.	84,120	94,703	78		5,359	7,101
102	Third National Bank, Nashville, Tenn.	82,064	49,206	146	+ 44	16,128	5,033
103	United States National Bank, Portland, Ore.	81,398	83,326	86		0	0
104	South Carolina National Bank, Columbia	78,760	62,874	108	+ 4	0	30
105	Deposit Guaranty National Bank, Jackson, Miss.	76,730	69,978	100		20,260	19,938
106	BancOne Columbus NA, Ohio	76,617	55,409	129	+ 23	194,845	181,835
107	Barnett Bank of Tampa NA, Fla.	76,510	51,328	140	+ 33	0	0
108	Mercantile-Safe Deposit & Trust Co., Baltimore	75,691	55,051	132	+ 24	0	0
109	Sovran Bank NA, Richmond	75,247	74,735	95		100,922	77,644
110	Norwest Bank Nebraska NA, Omaha, Neb.	74,941	57,753	122	+ 12	9,311	5,850
111	Seattle-First National Bank	74,815	81,009	88		23,260	30,394
112	First National Bank, Cincinnati	72,940	55,156	130	+ 18	13,089	6,445
113	Midlantic National Bank, Newark, N.J.	72,119	39,517	169	+ 56	4	3
114	RepublicBank Houston NA	71,185	49,153	147	+ 33	0	0
115	Central Bank of Denver	70,876	111,982	69		4,262	2,805
116	First National Bank, Omaha, Neb.	69,382	49,727	144	+ 28	308	7,500
117	Peoples National Bank of Washington, Seattle	69,192	61,469	111		11,786	592
118	Union Trust Company of Maryland, Baltimore	69,190	32,846	182	+ 64	1,398	14,431
119	Key Bank NA, Albany, N.Y.	69,180	52,632	138	+ 19	0	0
120	FirsTier Bank NA, Lincoln, Neb.	68,816	81,955	87		427	1,425
121	National Community Bank, Rutherford, N.J.	68,755	51,449	139	+ 18	0	0
122	First Fidelity Bank NA, Newark, N.J.	67,873	78,293	91		13,387	7,566
123	Frost National Bank, San Antonio, Tex.	67,449	74,367	96		0	0
124	United Oklahoma Bank, Oklahoma City	67,404	170,491	43		12,800	17,461
125	FirsTier Bank NA, Omaha, Neb.	65,921	59,362	119		102	961
126	European American Bank, New York	65,505	40,902	168	+ 42	76,811	80,034
127	First Commercial Bank NA, Little Rock, Ark.	64,747	47,331	150	+ 23	3,401	441
128	Fidelity Bank, Philadelphia	64,164	91,420	82		4,525	4,083
129	NBC-San Antonio NA, Tex.	62,153	44,333	161	+ 32	14,019	8,965
130	Marquette Bank Minneapolis NA	61,028	45,919	156	+ 26	1,818	6,143
131	Zions First National Bank, Salt Lake City, Utah	60,226	60,096	117		6,447	1,133
132	MBank El Paso NA, Tex.	59,352	45,922	155	+ 23	3,557	100
133	Fifth Third Bank, Cincinnati	59,022	60,280	116		2,914	6,225
134	Security National Bank, Sioux City, Iowa	58,758	44,244	163	+ 29	200	17
135	National Bank of Commerce T&S Assn., Lincoln, Neb.	58,237	61,194	112		200	100
136	Arizona Bank, Phoenix	58,045	33,160	181	+ 45	49	69
137	Bank IV Wichita NA, Kan.	57,935	59,689	118		51,526	23,867
138	InterFirst Bank Fort Worth NA, Tex.	56,952	54,465	134		24,500	2,676
139	Industrial Valley Bank & Trust Co., Philadelphia	56,918	60,696	113		0	0
140	Norwest Bank Des Moines NA, Iowa	56,849	64,275	106		600	1,124
141	First National Bank & Trust Co., Tulsa, Okla.	56,136	45,251	159	+ 18	350	5,574
142	Shawmut Worcester County Bank NA, Worcester, Mass.	56,066	31,083	192	+ 50	4,800	650
143	Centerre Bank of Kansas City NA, Mo.	54,136	51,271	141		14,405	12,659
144	American National Bank & Trust Co., St. Paul, Minn.	53,963	37,174	173	+ 29	12,796	22,545
145	National State Bank, Elizabeth, N.J.	52,877	55,458	128		0	0
146	First National Bank, Lubbock, Tex.	52,749	47,346	149	+ 3	15,900	1,075
147	National Westminster Bank USA, New York	52,744	45,953	154	+ 7	1,417	1,159
148	AmSouth Bank NA, Birmingham, Ala.	52,690	37,394	171	+ 23	103,933	96,228
149	Bank of Oklahoma NA, Tulsa	52,052	58,094	121		74,352	60,825
150	National Bank of Commerce, Memphis	50,947	53,854	137		10,772	13,023
151	Hibernia National Bank, New Orleans	50,367	69,101	101		28,032	9,011
152	BancOhio National Bank, Columbus	50,350	64,357	105		0	0
153	Riggs National Bank, Washington, D.C.	49,329	38,959	170	+ 17	11,999	8,411
154	Victoria Bank & Trust Co., Tex.	47,574	41,439	167	+ 13	8,800	3,800
155	Whitney National Bank, New Orleans	47,476	49,257	145		553	450
156	United Jersey Bank, Hackensack, N.J.	46,753	30,007	201	+ 45	0	0
157	Commercial National Bank, Shreveport, La.	46,695	43,716	164	+ 7	9,897	8,960
158	First Interstate Bank of Des Moines NA, Iowa	46,643	34,974	178	+ 20	310	462
159	First Security Bank of Utah NA, Ogden	46,624	25,683	219	+ 60	0	0
160	First State Bank, Abilene, Tex.	45,969	55,479	127		75,162	65,447
161	MBank Fort Worth NA, Tex.	45,948	35,069	177	+ 16	51,709	30
162	Commerce Union Bank, Nashville, Tenn.	45,873	2,734	...		100	875
163	First American National Bank, Nashville, Tenn.	44,779	54,275	135		1,550	2,787
164	Barnett Bank of South Florida NA, Miami	44,758	30,195	199	+ 35	0	0
165	Exchange National Bank, Chicago	44,608	35,451	176	+ 11	4,962	9,577
166	Manufacturers National Bank, Detroit	43,735	56,163	126		4,994	6,171
167	Bank of Oklahoma, Oklahoma City NA	43,717	55,072	131		15,276	99,266
168	LaSalle National Bank, Chicago	43,465	37,224	172	+ 4	935	300
169	Worthen Bank & Trust Co. NA, Little Rock. Ark.	43,286	46,054	153		8,884	8,333
170	National Bank of Georgia, Atlanta	43,173	31,878	190	+ 20	10,356	13,761
171	Meridian Bank, Reading, Pa.	41,550	...	...		1,731	...
172	First City National Bank of Beaumont, Tex.	41,077	30,030	200	+ 28	1,370	651
173	Bank IV Topeka NA, Topeka, Kan.	40,981	46,682	151		0	0
174	Colonial Bank, Waterbury, Conn.	40,137	19,000	263	+ 89	476	39
175	Citizens National Bank, Evansville, Ind.	39,629	33,739	180	+ 5	0	27,299
176	First Security Nat'l Bank & Trust Co., Lexington, Ky.	39,389	32,597	186	+ 10	10,400	2,652
177	Barnett Bank of Central Florida NA, Winter Park	39,289	22,069	242	+ 65	0	0
178	First Interstate Bank of Arizona NA, Phoenix	38,572	29,236	203	+ 25	0	0
179	Sun Bank/Miami NA	38,284	36,249	175		7,000	0
180	Security Bank of Kansas City, Kan.	37,224	27,523	214	+ 34	34,710	28,914
181	Pan American Bank NA, Miami	36,704	54,985	133		0	0
182	NCNB South Carolina, Columbia	36,307	20,628	253	+ 71	73	65
183	Old National Bank, Evansville, Ind.	35,792	30,749	194	+ 11	600	2,089
184	Capital Bank & Trust Co., Baton Rouge, La.	35,695	44,852	160		42,943	36,587
185	Allied Bank of Dallas	35,174	32,632	184		135,839	52,500
186	First Interstate Bank of Wisconsin, Sheboygan	34,802	45,372	158		0	0
187	RepublicBank Waco NA, Tex.	34,538	26,525	217	+ 30	300	500
188	National Bank of Waterloo, Iowa	34,483	29,386	202	+ 14	0	0
189	Boston Safe Deposit & Trust Co.	34,462	22,713	234	+ 45	84,919	108,455
190	First Bank NA, Milwaukee	33,172	30,283	198	+ 8	26,168	2,341
191	First National Bank, Wichita, Kan.	33,166	32,806	183		8,396	8,046
192	Union Trust Co., Stamford, Conn.	32,911	14,908	286	+ 94	0	0
193	RepublicBank San Antonio NA, Tex.	32,701	16,112	280	+ 87	4,195	915
194	Associated Kellogg Bank, Green Bay, Wis.	32,261	36,771	174		400	0
195	Lincoln National Bank & Trust Co., Fort Wayne, Ind.	32,126	25,619	221	+ 26	2,804	98
196	Commercial National Bank, Kansas City, Kan.	31,884	27,842	211	+ 15	200	0
197	Trustmark National Bank, Jackson, Miss.	31,478	27,889	210	+ 13	1,580	5,522
198	BancTexas Dallas NA	31,056	43,311	166		23,731	76,000
199	Old Kent Bank & Trust Co., Grand Rapids, Mich.	30,940	24,555	224	+ 25	0	0
200	Capital City First National Bank, Tallahasse, Fla.	30,824	19,761	257	+ 57	170	224

Demand deposits due to domestic banks are domestic correspondent balances. **Domestic correspondent balances** are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. **Time and savings deposits due to domestic banks** are nontransaction accounts due domestic banks and thrifts.

Banks by Demand Deposits Due Domestic Banks

Banks with Domestic Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

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Rank 6/86		Demand Deposits Due U.S. Banks		Rank	Gain	Time and Svgs Dep. Due U.S. Banks	
		6/30/86	6/30/85	6/30/85	In Rank	6/30/86	6/30/85
201	Manufacturers & Traders Trust Co., Buffalo, N.Y.	30,686	21,671	246	+ 45	1,984	1,002
202	Rhode Island Hospital Trust National Bank, Providence	30,469	17,000	272	+ 70	284	0
203	Union Planters National Bank, Memphis, Tenn.	30,443	28,263	209	+ 6	165	4,174
204	MBank Austin NA, Tex	30,277	34,046	179		27,152	13,775
205	Old National Bank of Washington, Spokane	30,261	58,262	120		0	0
206	RepublicBank First National Midland, Tex.	30,251	13,868	294	+ 88	14,845	1,395
207	First Union National Bank of Florida, Jacksonville	30,229	31,832	191		565	483
208	Boatmen's National Bank, Springfield, Mo.	30,173	22,619	236	+ 28	1,250	945
209	First National Bank, Albuquerque, N.M.	29,990	30,605	196		10,408	3,185
210	Texas Commerce Bank-Austin NA	29,887	43,361	165		19,495	19,323
211	Amarillo National Bank, Tex.	29,573	32,018	189		6,500	11,000
212	First National Bank, Belleville, Ill.	29,066	32,524	187		400	240
213	Citizens & Southern National Bank, Charleston, S.C.	28,780	29,015	204		0	0
214	Fidelity National Bank, Baton Rouge, La.	28,536	21,203	248	+ 34	18,684	12,471
215	First Alabama Bank, Montgomery	28,526	26,416	218	+ 3	17,098	20
216	Davenport Bank & Trust Co., Iowa	28,035	60,420	115		20,775	3,212
217	First City National Bank, Tyler, Tex.	27,955	21,774	245	+ 28	6,553	4,875
218	MBank Waco NA, Tex.	27,907	23,665	226	+ 8	6,187	2,949
219	Cullen Center Bank & Trust Co., Houston	27,701	...	...		18,505	13,211
220	First National Bank, Amarillo, Tex.	27,571	32,620	185		8,118	8,900
221	First of America-Detroit NA	27,490	19,408	261	+ 40	0	0
222	First National Bank, Shreveport, La.	27,082	28,404	207		3,975	2,925
223	First American Bank NA, Washington, D.C.	27,043	28,620	205		0	0
224	Texas Independent Bank, Irving, Tex.	27,005	22,278	238	+ 14	103,550	90,266
225	Indian Head National Bank, Nashua, N.H.	26,947	14,632	288	+ 63	3,992	0
226	Independent State Bank of Minnesota, Minneapolis	26,867	28,476	206		0	6,070
227	United New Mexico Bank, Albuquerque	26,854	25,676	220		1,500	1,500
228	Kanawha Valley Bank NA, Charleston, W. Va.	26,839	17,527	270	+ 42	300	0
229	Bankers Trust Co., Des Moines, Iowa	26,658	32,350	188		2,022	1,150
230	Norwest Bank Duluth NA, Minn.	26,330	9,135	339	+109	0	0
231	Illinois National Bank, Springfield	26,185	20,040	256	+ 25	0	0
232	MBank Alamo NA, San Antonio, Tex.	26,156	27,681	212		1,530	3,019
233	InterFirst Bank Tyler NA, Tex.	25,902	24,860	223		400	3,307
234	Sunwest Bank of Albuquerque NA, N.M.	25,849	26,835	216		1,000	1,550
235	United Bank of Fort Collins NA, Colo.	25,740	1,070	...		0	0
236	Georgia Railroad Bank & Trust Co., Augusta	25,416	30,644	195		750	550
237	First National Bank, Elkhart, Ind.	25,208	18,245	267	+ 30	900	416
238	Texas American Bank/Galleria NA, Houston	25,174	N.A.	...		11,300	...
239	Fleet National Bank, Providence, R.I.	25,087	27,537	213		0	0
240	Society Bank NA, Dayton, Ohio	25,002	...	...		3,491	...
241	McAllen State Bank, Tex.	24,954	21,164	250	+ 9	100	400
242	Bank of Hawaii, Honolulu	24,947	45,397	157		0	0
243	Commonwealth National Bank, Harrisburg, Pa.	24,410	20,354	254	+ 11	1,132	1,339
244	Commercial Security Bank, Ogden, Utah	24,398	17,915	268	+ 24	0	0
245	American National Bank & Trust Co., Chattanooga, Tenn.	24,266	46,194	152		0	2,000
246	First-Citizens Bank & Trust Co., Raleigh, N.C.	24,258	30,782	193		34	21
247	City National Bank, Beverly Hills, Calif.	24,093	16,117	279	+ 32	400	1,575
248	First Interstate Bank of Oregon NA, Portland	23,871	22,885	233		2,399	425
249	Fourth National Bank, Tulsa, Okla.	23,493	16,884	273	+ 24	13,434	9,350
250	Bank One Dayton NA, Ohio	23,492	...	...		0	...
251	Barclays Bank of New York NA	23,400	22,901	232		20	0
252	First City Bank of Corpus Christi, Tex.	23,397	22,102	241		17,500	1,900
253	First City National Bank Austin, Tex.	23,393	18,581	265	+ 12	63,837	63,437
254	Florida National Bank of Jacksonville	23,190	28,360	208		8,719	7,147
255	Texas Commerce Bank-El Paso, Tex.	23,126	23,030	231		0	0
256	Hutchinson National Bank & Trust Co., Kan.	22,748	25,116	222		1,100	450
257	First American National Bank, Kingsport, Tenn.	22,559	51,061	142		500	243
258	Oregon Bank, Portland	22,176	15,798	283	+ 25	470	919
259	Northeastern Bank of Pennsylvania, Wilkes-Barre	22,045	13,506	297	+ 38	0	0
260	American Bank & Trust Co., Baton Rouge, La.	21,729	54,236	136		26,582	35,427
261	Commercial National Bank of Peoria, Ill.	21,526	21,989	243		0	0
262	Bank of California NA, San Francisco	21,498	20,761	251		10,290	10,763
263	First American National Bank of Knoxville, Tenn.	20,903	30,396	197		0	1,000
264	First National Bank of Central Jersey, Bridgewater Twp.	20,857	...	...		0	...
265	Union Bank & Trust Co. NA, Grand Rapids, Mich.	20,730	14,528	290	+ 25	0	0
266	BayBank Middlesex, Burlington, Mass.	20,177	15,816	282	+ 16	306	1,782
267	Comerica Bank-Jackson NA, Mich.	20,135	...	...		0	...
268	Summit Trust Co., N.J.	20,074	...	...		0	...
269	Drovers Bank, Chicago	19,971	15,863	281	+ 12	700	1,236
270	RepublicBank Lubbock NA, Tex.	19,867	21,177	249		14,790	17,910
271	Ouachita National Bank, Monroe, La.	19,794	21,533	247		0	0
272	First Wisconsin National Bank, Eau Claire	19,291	22,674	235		0	0
273	Colorado National Bank-Pueblo	19,139	16,286	278	+ 5	739	0
274	Charleston National Bank, W. Va.	19,081	16,785	275	+ 1	4,373	6,680
275	First National Bank, Sioux City, Iowa	18,990	13,515	296	+ 21	0	0
276	Central Trust Co. NA, Cincinnati	18,915	19,070	262		0	0
277	First Bank of North Dakota NA, Fargo	18,829	...	...		4	...
278	Valley National Bank, Des Moines, Iowa	18,166	17,262	271		0	500
279	First Bank (NA) Duluth, Minn.	18,157	16,841	274		0	0
280	Puget Sound National Bank, Tacoma, Wash.	18,120	9,414	336	+ 56	0	0
281	Terre Haute First National Bank, Ind.	18,003	10,403	326	+ 45	0	0
282	First Union National Bank, Charlotte, N.C.	17,924	9,202	338	+ 56	4,500	17,495
283	United Bank of Arizona, Phoenix	17,662	20,721	252		4,300	0
284	Lloyds Bank California, Los Angeles	17,626	18,895	264		17,890	16,464
285	Maine National Bank, Portland	17,617	16,505	276		2,815	0
286	J. Henry Schroder Bank & Trust Co., New York	17,603	12,994	299	+ 13	56,060	60,450
287	Norwest Bank South Dakota NA, Sioux Falls	17,416	...	...		0	...
288	BayBank Norfolk County Trust Co., Dedham, Mass.	16,962	12,177	306	+ 18	92	174
289	United States Trust Co., New York	16,900	18,346	266		898	3,143
290	Fort Wayne National Bank, Ind.	16,656	15,124	285		1,615	0
291	Casco Northern Bank NA, Portland, Me.	16,233	12,599	302	+ 11	1,617	0
292	Central Bank, Monroe, La.	16,118	51,037	143		350	700
293	Union National Bank, Wichita, Kan.	15,904	9,953	329	+ 36	1,605	2,107
294	Citibank (Delaware), New Castle	15,657	19,553	260		0	0
295	First Interstate Bank of Billings NA	15,625	12,785	300	+ 5	900	0
296	Society Bank of Eastern Ohio NA, Canton	15,292	11,605	313	+ 17	0	0
297	Continental Bank, Phoenix, Ariz.	15,272	19,597	259		0	0
298	Union Bank & Trust Co., Montgomery, Ala.	15,211	6,180	...		2,071	450
299	Norwest Bank St. Paul NA, Minn.	15,209	...	...		2	...
300	Hartford Trust Co. of New York	15,147	...	...		0	...

Demand deposits due to domestic banks are domestic correspondent balances. **Domestic correspondent balances** are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. **Time and savings deposits due to domestic banks** are nontransaction accounts due domestic banks and thrifts.

Banks by Demand Deposits Due Domestic Banks

Banks with Domestic Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Demand Deposits Due U.S. Banks		Rank 6/30/85	Gain in Rank	Time and Svgs Dep. Due U.S. Banks	
		6/30/86	6/30/85			6/30/86	6/30/85
301	Michigan National Bank, Lansing	15,143	12,018	307	+ 6	0	0
302	Bank of New England-West NA, Springfield, Mass.	15,065	14,704	287		0	0
303	Michigan National Bank, Detroit	15,007	16,420	277		0	0
304	Union National Bank, Little Rock, Ark.	14,967	15,541	284		200	128
305	Central Trust Bank, Jefferson City, Mo.	14,911	N.A.	...		0	...
306	Huntington National Bank, Columbus, Ohio	14,896	8,416	348	+ 42	0	0
307	Boulevard Bank NA, Chicago	14,864	...	...		0	...
308	United Bank of Waco NA, Tex.	14,846	8,512	347	+ 39	2,750	1,700
309	Central Bank, San Francisco	14,528	13,584	295		28,600	66,800
310	Citizens National Bank, Decatur, Ill.	14,484	10,959	321	+ 11	0	0
311	Barnett Bank of Lee County NA, Ft. Myers, Fla.	14,417	9,022	342	+ 31	2	0
312	Citizens & Peoples National Bank, Pensacola, Fla.	13,901	9,106	340	+ 28	12	0
313	Shawmut Bank of Franklin Cty., Greenfield, Mass.	13,849	14,028	292		0	0
314	Merchants Bank, Kansas City, Mo.	13,847	...	...		25,758	...
315	Champaign National Bank, Ill.	13,777	...	...		0	...
316	Commerce Bank of St. Louis, Clayton, Mo.	13,529	N.A.	...		0	0
317	United Bank of Colorado Springs NA	13,507	...	...		1,650	...
318	Louisiana National Bank, Baton Rouge, La.	13,376	11,391	317		38,689	18,800
319	First Interstate Bank of Washington NA, Seattle	13,356	8,378	349	+ 30	1,307	1,759
320	First National Bank, Springfield, Ill.	13,248	12,297	305		1,597	0
321	First Security Bank of Idaho NA, Boise	13,195	11,661	310		0	100
322	Simmons First National Bank, Pine Bluff, Ark.	13,155	11,605	312		600	1,746
323	First American Bank, Memphis, Tenn.	13,144	11,157	320		0	0
324	First National Bank, West Monroe, La.	13,110	11,825	308		0	0
325	Key Bank of Central Maine, Augusta, Me.	13,096	27,144	215		613	368
326	United Missouri Bank of St. Louis, Clayton	12,798	...	...		0	...
327	RepublicBank Tyler, Tex.	12,749	N.A.	...		916	...
328	Millikan National Bank, Decatur, Ill.	12,525	...	...		0	...
329	Summit Bank, Fort Wayne, Ind.	12,448	11,660	311		0	0
330	First National Bank, Sioux Falls, S.D.	12,360	8,122	353	+ 23	100	0
331	Mercantile Bank & Trust Co., Kansas City, Mo.	12,312	11,186	319		823	0
332	Long Island Trust Co. NA, Garden City, N.Y.	12,214	...	...		0	...
333	Colonial Bank of Alabama, Birmingham	12,182	...	...		0	...
334	Union National Bank, Pittsburgh	12,167	...	...		0	...
335	First National Bank & Trust Co., Salina, Kan.	12,156	14,348	291		100	1,300
336	BayBank Valley Trust Co., Springfield, Mass.	12,016	...	...		0	...
337	RepublicBank Lufkin, Tex.	11,980	11,722	309		2,907	579
338	First National Bank & Trust Co., Rockford, Ill.	11,974	...	...		0	...
339	UnibancTrust, Chicago	11,819	9,704	334		400	7,505
340	First Victoria National Bank, Tex.	11,775	8,342	350	+ 10	4,200	7,642
341	Central Fidelity Bank, Richmond	11,719	...	...		0	...
342	Denver National Bank	11,699	20,142	255		6,236	10,059
343	Norstar Bank of Long Island, Hempstead, N.Y.	11,609	8,735	344	+ 1	0	0
344	F & M Bank & Trust Co., Tulsa, Okla.	11,583	10,853	322		4,250	2,681
345	InterFirst Bank San Antonio NA, Tex.	11,508	8,182	352	+ 7	386	1,025
346	Boatmens Bank, Cape Girardeau, Mo.	11,487	...	...		0	...
347	Sovran Bank/Maryland, Bethesda	11,381	6,824	...		8,000	8,000
348	Wilmington Trust Co., Del.	11,299	8,120	354	+ 6	0	0
349	North Shore National Bank, Chicago	11,298	N.A.	...		0	...
350	State Bank of Freeport, Ill.	11,248	8,206	351	+ 1	0	0
351	Central Jersey Bank & Trust Co., Freehold Twp.	11,240	...	...		0	...
352	Independent State Bank, Denver	11,204	N.A.	...		2,498	...
353	Norwest Bank Midland NA, Minn.	11,179	6,667	...		550	1,203
354	Chase Lincoln First Bank NA, Rochester, N.Y.	11,105	22,105	240		0	494
355	Texas Commerce Bank-San Angelo NA	11,047	...	...		...	...
356	Unitedbank-Houston	11,023	19,732	258		62,878	55,492
357	Western Bank-Westheimer, Houston	10,929	5,241	...		44,517	28,847
358	Marine Bank of Springfield, Ill.	10,769	6,775	...		29	24
359	National Bank of America, Salina, Kan.	10,728	10,415	325		300	600
360	Bank of Delaware, Wilmington	10,605	...	...		0	...
361	Bank of Illinois, Champaign	10,474	...	...		4,000	...
362	First Fidelity Bank NA, Totowa, N.J.	10,474	...	...		0	...
363	Valley Bank of Nevada, Las Vegas	10,343	10,600	323		250	0
364	Brown Brothers Harriman & Co., New York	10,335	13,991	293		0	0
365	Third National Bank & Trust Co., Scranton, Pa.	10,254	6,908	...		0	21
366	National Bank of Washington, D.C.	10,160	21,816	244		1,251	800
367	First Los Angeles Bank	10,155	...	...		15,000	...
368	Norwest Bank Fargo NA, N.D.	10,064	...	...		0	...
369	First National Bank, Gainsville, Ga.	10,051	9,810	331		11,501	3,489

Demand deposits due to domestic banks are domestic correspondent balances. **Domestic correspondent balances** are the sum of domestically-booked demand deposits due to other depository institutions in the U.S. (thrift institutions) plus domestically-booked demand deposits due to other U.S. commercial banks in the U.S. **Time and savings deposits due to domestic banks** are nontransaction accounts due domestic banks and thrifts.

How Bankers' Balances Compare

Demand Deposits Due Domestic Banks

By Federal Reserve District

June 30, 1986 Compared with June 30, 1985
(Dollar Figures in Thousands)

	Domestic Correspondent Balances			Number of Banks(c)	
	6/30/86	6/30/85(a)	% Chg.(b)	6/30/86	6/30/85
District 1- Boston	1,759,681	1,697,551	3.66	21	19
District 2- New York	9,049,189	6,666,932	35.73	34	29
District 3- Philadelphia	1,226,569	1,136,514	7.92	13	11
District 4- Cleveland	1,395,552	977,456	42.77	16	13
District 5- Richmond	1,513,019	1,228,018	23.21	22	20
District 6- Atlanta	2,908,610	2,425,809	19.90	44	39
District 7- Chicago	4,650,628	4,062,831	14.47	53	45
District 8- St. Louis	1,793,492	1,407,650	27.41	21	21
District 9- Minneapolis	1,122,121	997,676	12.47	16	10
District 10- Kansas City	2,180,730	2,157,617	1.07	40	36
District 11- Dallas	3,866,471	3,968,039	−2.56	57	53
District 12- San Francisco	3,976,276	4,116,560	−3.41	32	30
TOTALS	35,442,338	30,842,653	14.91	369	326

(a)—Data are for the 369 banks in this year's tabulation.
(b)—The percentage change in domestic correspondent balances from 6/30/85 to 6/30/86
(c)—The number of banks with $10 million or more in domestic correspondent balances.

Top 100 Banks in Demand Deposits Due to Thrifts

(Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Deposits Due to Thrifts 6/30/86	6/30/85	% Chg.
1	Manufacturers Hanover Trust Co., New York	329,082	153,220	114.78
2	Irving Trust Co., New York	248,496	37,200	568.00
3	Union Bank, Los Angeles	221,350	401,955	- 44.93
4	First Interstate Bank of California, Los Angeles	212,159	177,998	19.19
5	Bank of America NT&SA, San Francisco	168,000	69,000	143.48
6	Savings Banks Trust Co., New York	157,905	189,106	- 16.50
7	Security Pacific National Bank, Los Angeles	135,060	131,140	2.99
8	First National Bank, Boston	124,356	102,942	20.80
9	Chemical Bank, New York	110,130	9,317	1,082.03
10	California First Bank, San Francisco	91,863	46,050	99.49
11	Bank of New England NA, Boston	88,064	61,643	42.86
12	Connecticut Bank & Trust Co. NA, Hartford	81,990	50,562	62.16
13	Connecticut National Bank, Hartford	79,773	37,666	111.79
14	Chase Manhattan Bank NA, New York	77,391	85,991	- 10.00
15	United Virginia Bank, Richmond	75,285	37,392	101.34
16	Harris Trust & Savings Bank, Chicago	74,445	42,291	76.03
17	Sun Bank NA, Orlando, Fla.	71,213	46,814	52.12
18	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	66,060	53,523	23.42
19	Southeast Bank NA, Miami	62,601	41,667	50.24
20	Pittsburgh National Bank	62,395	37,047	68.42
21	First Fidelity Bank NA, Newark, N.J.	61,568	21,862	181.62
22	Valley National Bank, Phoenix, Ariz.	58,033	47,613	21.88
23	First Wisconsin National Bank, Milwaukee	57,571	23,754	142.36
24	Union Trust Company of Maryland, Baltimore	56,800	25,277	124.71
25	Industrial Valley Bank & Trust Co., Philadelphia	56,284	59,175	- 4.89
26	Citibank NA, New York	53,000	71,000	- 25.35
27	United Bank of Denver NA	52,343	103,310	- 49.33
28	State Street Bank & Trust Co., Boston	47,784	32,805	45.66
29	Key Bank NA, Albany, N.Y.	46,501	26,806	73.47
30	Rainier National Bank, Seattle	42,907	30,070	42.96
31	Peoples National Bank of Washington, Seattle	42,074	33,786	24.53
32	Midlantic National Bank, Newark, N.J.	41,653	16,052	159.49
33	Bank of New York	40,595	39,803	1.99
34	National State Bank, Elizabeth, N.J.	39,853	33,807	17.88
35	Deposit Guaranty National Bank, Jackson, Miss.	39,776	28,019	41.96
36	First National Bank of Maryland, Baltimore	39,534	28,711	37.70
37	Colonial Bank, Waterbury, Conn.	38,568	16,603	132.30
38	AmeriTrust Co. NA, Cleveland	38,418	27,881	37.79
39	First Florida Bank NA, Tampa	38,077	26,565	43.34
40	Wells Fargo Bank NA, San Francisco (a)	37,078	...	...
41	European American Bank, New York	36,234	24,883	45.62
42	Seattle-First National Bank	34,418	28,951	18.88
43	Boston Safe Deposit & Trust Co.	34,256	22,496	52.28
44	Midlantic National Bank/North, West Paterson, N.J.	33,697	24,250	38.96
45	National Westminster Bank USA, New York	32,848	23,485	39.87
46	Union Trust Co., Stamford, Conn.	32,391	13,626	137.71
47	First Pennsylvania Bank NA, Philadelphia	30,821	44,897	- 31.35
48	Central Bank of the South, Birmingham, Ala.	30,778	12,927	138.09
49	Trust Company Bank, Atlanta	29,966	22,838	31.21
50	National Bank of Georgia, Atlanta	29,316	20,109	45.79
51	Continental Illinois Nat'l Bank & Trust Co., Chicago	29,261	16,664	75.59
52	Sun Bank/Miami NA	29,108	23,769	22.46
53	Shawmut Bank of Boston NA	29,012	26,886	7.91
54	United Jersey Bank, Hackensack, N.J.	28,701	15,081	90.31
55	National Bank of Detroit	27,632	16,972	62.81
56	First National Bank of Chicago	27,085	12,308	120.06
57	Arizona Bank, Phoenix	26,895	14,479	85.75
58	InterFirst Bank Houston NA	26,716	3,490	665.50
59	BancOhio National Bank, Columbus	26,516	18,243	45.35
60	United States National Bank, Portland, Ore.	26,129	26,244	- 0.44
61	Mellon Bank NA, Pittsburgh	25,436	11,248	126.14
62	Marine Midland Bank NA, Buffalo, N.Y.	25,347	29,112	- 12.93
63	Sovran Bank NA, Richmond	25,252	28,809	- 12.35
64	National Community Bank, Rutherford, N.J.	25,119	14,223	76.61
65	Maryland National Bank, Baltimore	24,104	37,099	- 35.03
66	Shawmut Worcester Cty. Bank NA, Worcester, Mass.	23,915	23,892	0.10
67	Commercial Security Bank, Ogden, Utah	23,005	17,230	33.52
68	National City Bank, Cleveland	22,706	11,586	95.98
69	Manufacturers Hanover Bank (Del.), Wilmington	22,278	39,921	- 44.19
70	First Bank NA, Milwaukee	22,172	19,773	12.13
71	Manufacturers & Traders Trust Co., Buffalo, N.Y.	21,696	13,891	56.19
72	Equitable Bank NA, Baltimore	21,621	17,989	20.19
73	MBank Houston NA	21,564	9,970	116.29
74	First National Bank of Atlanta	21,534	2,219	870.44
75	Riggs National Bank, Washington, D.C.	20,865	7,631	173.42
76	Hibernia National Bank, New Orleans	20,065	22,693	- 11.58
77	Bankers Trust Co., New York	19,848	16,770	18.35
78	First National Bank, Cincinnati	19,835	10,853	82.76
79	BayBank Middlesex, Burlington, Mass.	19,535	15,127	29.14
80	First National Bank, Louisville, Ky.	19,312	9,957	93.95
81	Barclays Bank of New York NA	18,769	22,874	- 17.95
82	American National Bank & Trust Co., Chicago	18,388	17,454	5.35
83	Fifth Third Bank, Cincinnati	17,706	10,899	62.46
84	Centerre Bank NA, St. Louis, Mo.	17,060	13,280	28.46
85	Manufacturers National Bank, Detroit	17,026	19,978	- 14.78
86	Morgan Guaranty Trust Co., New York	16,948	22,785	- 25.62
87	Bank of Hawaii, Honolulu	16,756	32,319	- 48.15
88	Casco Northern Bank NA, Portland, Me.	16,017	12,341	29.79
89	Rhode Island Hospital Tr. Nat'l. Bank, Providence	15,597	6,762	130.66
90	Maine National Bank, Portland	15,240	12,107	25.88
91	Hartford Trust Co. of New York	15,147	...	...
92	Norwest Bank St. Paul NA, Minn.	14,900	...	...
93	Bank of New England-West NA, Springfield, Mass.	14,731	14,550	1.24
94	Central Bank, San Francisco	14,426	13,536	6.58
95	Society Bank of Eastern Ohio NA, Canton	14,257	11,212	27.16
96	Texas Commerce Bank-Austin NA	13,392	11,026	21.46
97	Pan American Bank NA, Miami	13,376	11,614	15.17
98	City National Bank, Beverly Hills, Calif.	13,035	7,933	64.31
99	Sunwest Bank of Albuquerque NA, N.M.	12,903	18,640	- 30.78
100	South Carolina National Bank, Columbia	12,723	10,724	18.64

Demand deposits due to thrifts are also called **correspondent balances due thrifts.** Thrift institutions include: mutual and stock savings banks, building or savings and loan associations, homestead associations, cooperative banks, and credit unions. (a)— In May, the bank merged with Crocker National Bank under the latter's charter. June 30, 1985, data, therefore, are for the old Crocker National Bank. Crocker's thrift correspondent balances were minimal. However, Wells Fargo Bank had $35.7 million in thrift correspondent balances on June 30, 1985, to rank 28th among the top 100 banks in these deposits on that date.

Top 100 Banks in Interbank Deposits

(Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Dep. Due To Banks 6/30/86	& of Total Deposits	Rank 6/30/85	Gain In Rank
1	Manufacturers Hanover Trust Co., New York	4,092,796	9.0	1	
2	Chase Manhattan Bank NA, New York	3,518,494	6.0	2	
3	Citibank NA, New York	2,775,574	2.9	5	+ 2
4	Bankers Trust Co., New York	2,416,803	8.4	6	+ 2
5	Chemical Bank, New York	1,947,314	5.5	7	+ 2
6	Bank of America NT&SA, San Francisco	1,726,678	1.9	3	
7	Continental Illinois Nat'l Bank & Trust Co., Chicago	1,512,429	8.8	8	+ 1
8	Irving Trust Co., New York	1,477,081	13.6	10	+ 2
9	Morgan Guaranty Trust Co., New York	1,443,627	3.4	4	
10	Mellon Bank NA, Pittsburgh	1,147,752	7.6	14	+ 4
11	Philadelphia National Bank	1,081,808	17.5	16	+ 5
12	First National Bank of Chicago	1,068,052	4.3	9	
13	First Interstate Bank of California, Los Angeles	852,060	5.2	15	+ 2
14	Security Pacific National Bank, Los Angeles	633,978	2.0	18	+ 4
15	First City National Bank, Houston	615,384	15.3	17	+ 2
16	RepublicBank Dallas NA	594,367	5.9	13	
17	MBank Houston NA	582,876	18.3	28	+ 11
18	Mercantile Bank NA, St. Louis, Mo.	565,632	18.4	...	
19	First National Bank, Boston	564,537	3.8	12	
20	Union Bank, Los Angeles	562,982	8.8	11	
21	MBank Dallas NA	539,859	10.7	21	
22	Citibank (South Dakota) NA, Sioux Falls	522,672	26.0	30	+ 8
23	Harris Trust & Savings Bank, Chicago	496,334	8.5	29	+ 6
24	Norwest Bank Minneapolis NA	484,514	12.5	22	
25	Wells Fargo Bank NA, San Francisco	419,107	1.3	32	+ 7
26	Allied Bank of Texas, Houston	406,346	14.4	35	+ 9
27	Pittsburgh National Bank	405,371	6.3	46	+ 19
28	First National Bank St. Paul, Minn.	402,095	13.0	23	
29	Texas American Bank/Fort Worth NA	377,476	18.4	60	+ 31
30	European American Bank, New York	376,068	8.1	33	+ 3
31	National Bank of Detroit	375,514	4.1	20	
32	United Bank of Denver NA	374,876	19.1	19	
33	InterFirst Bank Houston NA	361,900	41.9	27	
34	Northern Trust Co., Chicago	351,916	7.9	24	
35	First Wisconsin National Bank, Milwaukee	325,958	12.0	40	+ 5
36	Centerre Bank NA, St. Louis, Mo.	324,229	13.6	41	+ 5
37	Connecticut National Bank, Hartford	324,214	5.6	37	
38	Texas Commerce Bank NA, Houston	322,769	5.1	31	
39	First National Bank, Minneapolis	306,051	5.7	25	
40	Industrial Bank of Japan Trust Co., New York	305,705	12.3	56	+ 16
41	InterFirst Bank Dallas NA	302,282	6.5	26	
42	Indiana National Bank, Indianapolis	301,073	11.1	39	
43	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	287,787	11.9	52	+ 9
44	Marine Midland Bank NA, Buffalo, N.Y.	275,178	1.8	48	+ 4
45	Boatmen's National Bank, St. Louis, Mo.	273,822	9.7	50	+ 5
46	BancOne Columbus NA, Ohio	271,812	12.2	47	+ 1
47	Bank of New England NA, Boston	263,002	4.9	44	
48	First National Bank of Atlanta	259,788	5.2	34	
49	Provident National Bank, Philadelphia	253,337	6.4	62	+ 13
50	American National Bank & Trust Co., Chicago	247,506	9.5	42	

Total interbank deposits are demand, time, and savings deposits due to all banks. **(Table continues on page 31.)**

Banks by Demand Deposits Due Foreign Banks

Banks with Foreign Correspondent Balances of $10 Million or More (Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Demand Deposits Due Foreign Banks		Rank 6/30/85	Gain In Rank	Time/Savings Deposits Due Foreign Banks	
		6/30/86	6/30/85			6/30/86	6/30/85
1	Citibank NA, New York	2,073,316	924,000e	3	+2	14,258	98,000
2	Chase Manhattan Bank NA, New York	1,481,286	998,477e	2		132,981	130,507
3	Bankers Trust Co., New York	862,049	605,496	5	+2	161,838	114,587
4	Chemical Bank, New York	833,538	498,860	7	+3	100,163	87,825
5	Manufacturers Hanover Trust Co., New York	757,054	1,377,162	1		40,214	72,300
6	Bank of America NT&SA, San Francisco	628,565	479,000	8	+2	428,113	774,000
7	Morgan Guaranty Trust Co., New York	625,909	539,355	6		162,994	352,571
8	Irving Trust Co., New York	588,569	674,914	4		16,463	65,007
9	Mellon Bank NA, Pittsburgh	422,234	17,313e	39	+30	30,700	61,039
10	Philadelphia National Bank	414,534	219,413	9		230	3,560
11	European American Bank, New York	229,320	178,455	10		4,432	26,736
12	First National Bank of Chicago	198,854	142,163	11		24,968	82,559
13	Marine Midland Bank NA, Buffalo, N.Y.	185,366	126,507	13		333	68
14	Brown Brothers Harriman & Co., New York	149,615	93,531	15	+1	39,199	41,133
15	First National Bank, Boston	116,291	131,283	12		733	35,306
16	National Westminster Bank USA, New York	109,023	70,947	20	+4	33	230
17	Bank of California NA, San Francisco	104,710	2,094e	...		1,300	0
18	First Interstate Bank of California, Los Angeles	99,622	88,617	16		18,592	83,351
19	Wells Fargo Bank NA, San Francisco (a)	94,433	97,849	14		174	0
20	Security Pacific National Bank, Los Angeles	88,924	33,170e	27	+7	3,500	40,000
21	Citizens & Southern National Bank, Atlanta	84,936	78,028	18		4,362	6,584
22	Riggs National Bank, Washington, D.C.	63,011	81,638	17		7,310	19,025
23	Bank of New York	59,561	47,289	24	+1	0	30,000
24	State Street Bank & Trust Co., Boston	54,642	20,201	35	+11	0	500
25	Northern Trust Co., Chicago	47,976	52,252	22		2,450	7,892
26	J. Henry Schroder Bank & Trust Co., New York	35,531	20,229	34	+8	4,000	17,530
27	Continental Illinois Nat'l Bank & Trust Co., Chicago	35,120	55,932	21		11,032	22,439
28	Israel Discount Bank of New York	33,379	23,044	33	+5	368	562
29	Republic National Bank, New York	30,918	24,769	31	+2	0	1,563
30	Fidelity Bank, Philadelphia	30,566	19,337	37	+7	0	0
31	Seattle-First National Bank	29,686	18,676	38	+7	824	190
32	Union Bank, Los Angeles	28,641	33,501	26		0	0
33	Harris Trust & Savings Bank, Chicago	28,409	48,553	23		139	0
34	Bank of New England NA, Boston	24,983	5,571e	....		156	156
35	American Security Bank NA, Washington, D.C.	23,274	28,539	29		1,897	723
36	RepublicBank Dallas NA	23,125	16,009	42	+6	0	0
37	National Bank of Detroit	22,248	19,540	36		0	10,000
38	Chinese American Bank, New York	19,772	17,243	40	+2	0	0
39	Rainier National Bank, Seattle	19,501	24,125e	32		1,500	20,400
40	Pittsburgh National Bank	16,004	9,893	48	+8	250	6,003
41	Norwest Bank Minneapolis NA	14,225	8,090	56	+15	19,500	44,002
42	NCNB National Bank of North Carolina, Charlotte	13,224	9,089	52	+10	0	0
43	First Wisconsin National Bank, Milwaukee	13,086	15,252	43		0	0
44	Shawmut Bank of Boston NA	13,028	9,954	47	+3	0	0
45	Atlantic Bank, New York	12,925	13,647	44		47,750	59,579
46	First City National Bank, Houston	12,751	11,467	46		2,789	0
47	Bank Leumi Trust Co., New York	12,361	33,539	25		0	3
48	American Fletcher National Bank & Trust Co., Indianapolis	11,477	2,490	....		0	0
49	Texas Commerce Bank NA, Houston	11,415	24,803	30		0	0
50	Mellon Bank (East), Philadelphia	11,115	7,781	59	+9	37	0
51	First National Bank, Minneapolis	10,657	11,925e	45		0	500
52	Bank of Canton of California, San Francisco	10,478	32,318	28		143,397	73,573
53	Lloyds Bank California, Los Angeles	10,046	5,237	....		0	0
	TOTALS FOR THE 53 BANKS	10,931,283	8,128,568			1,428,979	2,390,003

Demand deposits due to foreign banks are foreign correspondent balances. **Foreign correspondent balances** are the sum of domestically-booked demand deposits due other banks in foreign countries; domestically-booked demand deposits due foreign government and official institutions; and clearing balances in the bank's domestic Edge bank subsidiaries. **Clearing balances** are the sum of transaction accounts due foreign government and official institutions; transaction accounts due commercial banks in the U.S.; and transaction accounts due banks in foreign countries. **Time and savings deposits due to foreign banks** are nontransaction accounts due foreign banks, as defined above. **(e)**— Edge bank data for 6/30/85 were not available. **(a)**— In May, the bank merged with Crocker National Bank under the latter's charter. June 30, 1985, data, therefore, are for the old Crocker National Bank.

Top 100 Banks in Interbank Deposits

(Dollar Figures in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Dep. Due To Banks 6/30/86	& of Total Deposits	Rank 6/30/85	Gain In Rank
51	Southeast Bank NA, Miami	246,651	3.0	55	+4
52	Bank of New York	245,420	1.8	45	
53	American Fletcher National B & T Co., Indianapolis	241,226	8.8	59	+6
54	First Tennessee Bank NA, Memphis	241,068	6.2	38	
55	Community Bank, Huntington Park, Calif.	238,980	37.4	51	
56	First Pennsylvania Bank NA, Philadelphia	235,082	6.1	54	
57	United Missouri Bank of Kansas City NA	228,758	18.4	99	+42
58	First City Bank, Dallas	213,747	28.0	58	
59	Canadian Imperial Bank of Comm. (Calif), Los Angeles	209,273	90.2	65	+6
60	Maryland National Bank, Baltimore	209,052	3.7	68	+8
61	Shawmut Bank of Boston NA	206,803	6.4	107	+46
62	Connecticut Bank & Trust Co. NA, Hartford	206,715	3.2	84	+22
63	Liberty National Bank & Trust Co., Louisville, Ky.	205,420	14.0	74	+11
64	United Virginia Bank, Richmond	202,747	3.8	92	+28
65	First National Bank of Commerce, New Orleans	199,201	12.2	80	+15
66	Brown Brothers Harriman & Co., New York	199,149	25.5	77	+11
67	NED Delaware Bank, Wilmington	196,740	69.3	...	
68	Citizens & Southern National Bank, Atlanta	195,873	2.9	49	
69	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	193,341	12.6	69	
70	State Street Bank & Trust Co., Boston	192,674	4.4	82	+12
71	Central Bank of Denver	186,791	20.6	53	
72	Sovran Bank NA, Richmond	180,141	2.3	72	
73	Marine Bank NA, Milwaukee, Wis.	177,714	15.2	140	+67
74	Allied Bank of Dallas	171,013	26.1	121	+47
75	Manufacturers Hanover Bank (Delaware), Wilmington	170,808	11.2	111	+36
76	Valley National Bank, Phoenix, Ariz.	167,958	2.0	71	
77	Boatmen's First National Bank, Kansas City, Mo.	166,250	13.5	66	
78	Mellon Bank (East), Philadelphia	164,804	5.1	102	+24
79	Colonial National Bank USA, Wilmington, Del.	164,799	31.4	...	
80	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	163,967	2.1	64	
81	Trust Company Bank, Atlanta	163,465	4.7	91	+10
82	National Westminster Bank USA, New York	163,217	2.0	97	+15
83	Sun Bank NA, Orlando, Fla.	162,173	6.5	100	+17
84	Savings Banks Trust Co., New York	159,388	90.4	61	
85	AmSouth Bank NA, Birmingham, Ala.	158,102	4.0	81	
86	Commerce Bank of Kansas City NA, Mo.	154,818	14.1	83	
87	Bank of Canton of California, San Francisco	154,148	23.3	105	+18
88	MBank Corpus Christi, Tex.	153,039	26.2	89	+1
89	First Interstate Bank of Denver NA	148,968	9.4	110	+21
90	First Florida Bank NA, Tampa	148,935	4.0	79	
91	NCNB National Bank of Florida NA, Tampa	145,298	3.0	114	+23
92	Bank South NA, Atlanta	143,017	7.6	118	+26
93	Citizens & Southern Nat'l Bank of Lee Cty., Ft. Myers, Fla.	142,007	17.9	106	+13
94	Boston Safe Deposit & Trust Co.	140,980	2.8	85	
95	SouthTrust Bank of Alabama NA, Birmingham	138,749	7.5	108	+13
96	Bank of California NA, San Francisco	137,798	5.4	227	+131
97	Alaska Mutual Bank, Anchorage	137,398	20.9	...	
98	Rainier National Bank, Seattle	137,177	2.3	87	
99	Dominion Bank NA, Roanoke, Va.	135,188	5.6	229	+130
100	Riggs National Bank, Washington, D.C.	131,649	3.2	78	

(Continued from page 30.) Total interbank deposits are demand, time, and savings deposits due to all banks.

Thrift Industry Fuels Boom In Correspondent Banking

➛ **Continued from Page 1**

16% over the year ended June 30, 1985, after declining by 1.1% the year before. As a result, thrift correspondent balances now account for a larger share of the total correspondent deposit market — 12% this year, compared with a 10.8% share in 1985 and an 8.8% share in 1984.

The main reason for the growth in the thrift correspondent sector is the growth in checking accounts offered by thrifts. Most of these checks are cleared by a thrift's correspondent bank. As the volume of checks at thrifts grows, bigger correspondent balances are required to compensate the banks for clearing services.

According to data from the Federal Reserve Board, checkable deposits at thrifts totaled $63 billion on June 30, up 30.1% from $48.4 billion on June 30, 1985. A year earlier, thrift checking deposits grew 27%.

The latest Fed data show that the growth in thrift checking deposits continues strong. They totaled $70.6 billion at the end of November and are now growing at an annual rate of 29%.

Over the year ended June 30, domestic commercial bank correspondent balances, which account for 64% of total correspondent balances, rose 10.3%.

This gain is attributable in part to the decline in interest rates over the period. The bulk of correspondent services are paid for by compensating demand balances maintained by respondent banks with their correspondent bank. A decline in interest rates lowers the value of these balances. Other things remaining equal, higher balances will be needed by respondents to pay for their correspondent services.

Correspondent banks generally use the 90-day Treasury bill rate — which is called the "earnings credit factor" — to value correspondent balances. The average 90-day Treasury bill for the year ended June 30 fell by 175 basis points from the year before.

Foreign commercial bank correspondent balances, which constitute 24% of total correspondent balances, were up by almost 32% over the year ended June 30. However, the growth in this sector was affected by a factor not related to correspondent banking.

This year June 30 fell on a Monday, whereas last year it fell on a Sunday. Monday figures for New York banks are usually much higher than weekend figures, because of arbitrage opportunities in the Eurodollar market over the weekend. Banks tend to withdraw funds over the weekend and redeposit them on Monday.

Seven of the top 10 banks in foreign correspondent balances are New York banks. Six of these banks had a combined gain in their foreign correspondent balances of 52%. And these six banks accounted for more than 80% of the gain in foreign correspondent balances. Excluding these six banks, foreign correspondent balances rose approximately 12% last year.

Other Survey Findings

- There were 378 banks in the United States with total correspondent balances of $10 million or more on June 30. These deposits totaled $46.7 billion, up 17% from $39.9 billion for the same banks a year earlier.
- The thrift correspondent balance component of total correspondent balances rose 30.2% over the 12-month period ended June 30. The 378 banks had $5.6 billion in thrift correspondent balances at midyear 1986, or 12% of total correspondent balances. A year earlier, these banks had $4.3 billion in thrift correspondent balances, or 10.8% of the midyear 1985 total.
- The 378 banks had domestic commercial bank correspondent balances of $29.9 billion, up 10.3% from $27.1 billion the year before.
- The 378 banks had foreign bank correspondent balances of $11.2 billion, up 31.7% from $8.5 billion a year earlier.
- The top bank in total correspondent balances is Chase Manhattan Bank, New York, with $3.3 billion in these deposits, up 38% from $2.4 billion a year earlier, when it ranked second.

Chase surpassed Manufacturers Hanover Trust Co., New York, in total correspondent balances. Manufacturers Hanover ranked second in these balances, with $2.9 billion, down 4% from $3 billion a year earlier.

- Manufacturers Hanover remained the top bank in domestic correspondent balances, with $2.1 billion, up 30% from a year earlier. In addition, it surpassed Union Bank, Los Angeles, as the top bank in thrift correspondent balances, with $329 million, up 115% from $153 million the year before.

Union Bank ranked third in thrift correspondent balances this year, with $221 million, down 45% from $402 million a year earlier.

- The top bank in foreign correspondent balances is Citibank, New York, with $2.1 billion, up 124% from $924 million the year before, when it ranked third.

Manufacturers Hanover, which had ranked first in foreign correspondent balances last year, with $1.4 billion, fell to fifth place this year, with $757 million in these balances. ■

How the Survey Was Conducted

The data for the *American Banker* survey of correspondent banking are taken from an *American Banker* questionnaire asking for information from the federal regulatory report of condition, or "call report," of June 30, 1986.

Specifically, the data requested were from schedule RC-E, Part 1, of the call report. This schedule asks for a breakdown of deposits for a bank and its domestic subsidiaries. In addition, banks with Edge banking subsidiaries were asked to report selected deposit data, as of June 30, for their domestic Edge banking offices from Federal Reserve form FR2886b, which is the Edge bank call report.

For banks failing to report, call report data provided by ADP Data Services Division, New York, were used; Edge bank data, provided by the Federal Reserve Board, were also used.

Total correspondent balances are the sum of domestic correspondent balances and foreign correspondent balances.

Domestic correspondent balances are the sum of domestically booked demand deposits due to other depository institutions in the U.S. and domestically booked demand deposits due to other U.S. commercial banks in the U.S.

Demand deposits due to other depository institutions are also called thrift correspondent balances. Thrift institutions include mutual and stock savings banks, building or savings and loan associations, homestead associations, cooperative banks, and credit unions.

Foreign correspondent balances are the sum of domestically booked demand deposits due other banks in foreign countries, domestically booked demand deposits due foreign government and official institutions, and clearing balances in the bank's domestic Edge bank subsidiaries.

Clearing balances are the sum of an Edge bank's transaction accounts due foreign government and official institutions, plus transaction accounts due commercial banks in the U.S., plus transaction accounts due banks in foreign countries.

Edge banks are international banking and financial vehicles through which U.S. banking organizations can offer international banking services and through which they may compete with similar foreign-owned institutions in the U.S. and abroad. An Edge bank is limited by statute to engage only in activities in the U.S. that are "incidental" to international and foreign business. Many of the major correspondent banks that are headquartered outside New York use their Edge bank subsidiaries to provide correspondent services to their foreign respondent banks.

Most of the top correspondent bankers agree that demand deposit figures provide a good yardstick for measuring the scale of each bank's correspondent business. But, as noted above, these balances are subject to tremendous daily volatility and can shift radically from quarter to quarter.

— **Michael Cacace**

Appraisals . . .

➛ **Continued from Page 1**

to be followed by appraisers when valuing properties for federally insured thrifts. The guidelines, contained in a 300-page manual, resulted from deliberations with the appraisal industry.

According to a recent article by lawyer James R. Butler, "It may be possible to satisfy the strict standards of the memorandum only if appraisers are assisted by a coordinated team of legal, accounting, property management, title, and valuation experts." He estimates that a commercial real estate appraisal under the guidelines could cost $25,000 to $50,000.

Mr. Butler added that the guidelines suggest that appraisal updates are required at least every six months.

"It's doubling the cost of appraisals," said Mr. Schmidt. "And it takes more time. Our industry may lose out on quality income projects to competitors like life insurance firms who don't have such hassles."

Ironically, the new guidelines have been praised by some legislators as a model for reform. Congressman Doug Barnard, D-Ga., who headed an investigation that detailed abuses by appraisers and their role in bank and S&L failures, has called for minimum guidelines that incorporate much of memorandum R-41c and more. And Sandra Johnigan, a council member who works for Arthur Young & Co., a Big Eight accounting firm, said R-41c seemed to have the support of her profession.

"Implementation is a big part of the problem, said council member Donald B. Shackelford. "If there are three numbers on the table, the appraisers say the lowest number is the right one. I'm aware of the horror stories from Texas, where the lowest number was the right one [and wasn't used]. But if you apply this across the board, you're going to destroy net worths," he said.

Concerning service corporations, the committee said expanding their role for federally chartered thrifts would help improve the overall capital picture for the industry.

The council recommended adopting a plan conceived by the Federal Home Loan Bank of Indianapolis that would lift many current restrictions on direct investment in mortgage banking companies.

The council also recommended allowing thrifts to own title insurance companies that are residential real estate related; allowing thrifts to form real estate investment trusts for residential properties; having the Bank Board study giving service corporation authority to thrifts for third-party real estate brokerages, and studying an expanded authority of existing service corporations, so that business is not confined to the parent company's customers, as per current regulations. ■

Minnesota . . .

➛ **Continued from Page 8**

these [requirements] have not been complied with," he said.

Marine's application to acquire Community State Bank said it would infuse about $250,000 in capital into the Bloomington bank and hold discussions with community groups, including women's and lower-income groups, Mr. Hatch said.

A spokeswoman for Marine Corp. said it had no response to the complaints because it has not seen them.

Minnesota's interstate banking bill took effect July 1. It allows interstate banking on a reciprocal basis with Iowa, North Dakota, South Dakota, and Wisconsin. The Independent Bankers of Minnesota opposed the law.

The planned purchase by the Marine Corp. is the only interstate acquisition in Minnesota announced so far under the new law.

Marine Corp.'s planned acquisition of Community State Bank also waschallenged earlier this year by community groups in Milwaukee.

In October, one Milwaukee community group said it was dropping its challenge after Marine agreed to lend money and consider establishing a branch in a low-income area of Milwaukee. The community group made its challenge under the Community Reinvestment Act, a federal law designed to pressure banks to meet the financial needs of surrounding communities.

The Independent Bankers of Minnesota want their challenge to be used as a guideline for other banks thatwant to acquire banks in the state, Mr. McCrady said.

"We think that this being the precedent-setting case, if they get by with slipping in under the tent, everyone else will expect to do so and rightfully so," he said.

He said Minnesota banks have a history of being socially responsible and the group feels that banks moving into the state "have to perform as well as existing banks."

Mr. Hatch said it was likely that guidelines would be set. "Usually, the first application really is the pathfinder for others," he said. "I think they [the Independent Bankers] are correct on this."

The Independent Bankers asked that the application be rejected until Marine provides specific commitments on new funds and developmental loans.

Community State Bank is one of the largest independent banks in Minnesota with about $198 million in assets. ■

Banks See Correspondent Opportunities with Thriving Thrifts

➼ Continued from Page 1

conversations with bankers, it is clear that a number of institutions have put a strong emphasis on reaching this customer base.

"Thrifts are offering a myriad of new things along the lines of commercial banking products," said James McClamroch, vice president of financial institutions at Continental Illinois Corp. "Savings and loans are changing from [their] traditional role into more competitive purveyors of financial services. And as they move in this direction they will need more services that a money center bank can offer."

According to the survey, Continental Illinois National Bank and Trust Company of Chicago's thrift business rose by about 76% to $29.3 million in 1986. During the year, the total amount of demand deposits due all banks increased 37% to $742.2 million at Continental. On June 30, 1986, thrift deposits accounted for 3.9% of total correspondent deposits at Continental, compared with 3.1% a year earlier.

At other banks, the relative amount of thrift deposits compared with all correspondent deposits has grown more radically. For instance, at Manufacturers Hanover Trust Co., thrifts accounted for 5% of all correspondent deposits in 1985. By 1986, it had grown to 11% of all deposits. At Chemical Bank, thrift deposits were 0.9% of all correspondent deposits in 1985 but rose to 6.1% of all correspondent deposits in 1986. Again, these figures are based on the *American Banker* survey, which reflects a specific point in time.

In these early stages of change, Mr. McClamroch said, "more than anything, thrifts have been converting from mutual associations to stock companies. This creates different needs, and this is where opportunity lies."

The correspondent relationship then assumes the trappings of a consultant's role. A publicly held company has to learn how to communicate its story, which presents a set of marketing issues that most of these thrifts have never had to deal with before, he said. "If nothing more, we can present them with a textbook on how to change from mutual to stock ownership."

For a large bank like Continental to work efficiently with its smaller correspondents, there is also a need to understand the culture of its clients, Mr. McClamroch added.

"We have to meet the needs of our customers, and they operate in a different environment than we do," he said. "In order to add value, we have to know their current needs. Today those needs are more transaction-oriented, while the demand for correspondent banking in the traditional sense is significantly less than it was."

As the needs of customers become more specialized, one result will probably be the development of niche correspondent banking.

"My sense is that our niche is our own ability to analyze the capital structure of smaller banks, help them in their acquisition strategies, and help them deal with how they are handling changes," Mr. McClamroch said.

Correspondent banking has changed as a result of changes in the world financial markets, said Merrill O. Burns, executive vice president and head of correspondent banking at Manufacturers Hanover. These changes in the financial markets include more efficient markets, which have given rise to such devices as commercial paper. Another is the shift from the use of paper to technology in many of the operational areas of banking.

Manufacturers Hanover has redeployed its resources, Mr. Burns said, to accommodate the newer lines of business that have followed these changes.

Manufacturers Hanover has found its correspondents eager to participate in some of these changes, including the ability to access investment banking services. Bankers have a voracious appetite for access to the capital markets, he said. In asset liability management they are looking for more sophisticated techniques. In treasury management they are interested in such tools as swaps and other money market instruments. And the whole asset sales area, the selling of pieces of corporate loans to correspondents, is very hot right now, he said.

New Methods of Compensation

Because banks are now embarking on the sale of investment banking activities to their correspondents, they must also change the way they charge for services. The traditional method of payment through compensating balances is being superseded, at least in these newer services, with fees when the relationship between the service being performed and the cost of performing it is very clear.

In the case of helping a correspondent with an acquisition, Mr. McClamroch said, "clearly that's a one-time transaction and would usually be done on a fee basis." A compensating balance arrangement is best suited for more traditional correspondent services such as clearing drafts or checks, he said.

While Mr. McClamroch, like many other bankers, prefers deposits, he is actually indifferent to the choice between compensating balances and fees. In deference to the desire to build strong customer relationships, he will often let the customer have his choice.

Top Correspondent Banks In Thrift Deposits

Deposits in Millions on June 30, 1986

1. Manufacturers Hanover Trust Co.	$329.1
2. Irving Trust Co.	248.5
3. Union Bank	221.4
4. First Interstate Bank of California	212.2
5. Bank of America NT&SA	168.0

While compensating balances may increase at a bank as a result of new business strategies, it may also be a reflection of economic events.

During times of relatively low interest rates, it appears that correspondents are more willing to let balances sit with their banks rather than manage and monitor every dollar every day.

While bankers must demand higher compensating balances at times of low interest rates in order to produce the same level of earnings as when interest rates are high, the correspondents also become a little less aggressive about managing their positions.

"Two years ago, when money could earn 10%, every dollar was invested. It was worth it to have money earning 10%," Mr. McClamroch said. "Now interest rates are half that amount and the same deposits earn significantly less."

Robert Knight, who heads Knight Associates, a consulting firm in Alliance, Neb., agrees that bankers don't work their money as hard when interest rates are lower.

"As interest rates trend upward, the correspondents pay more attention to where they stand on every dollar. The earning power of balances increases." Buy that becomes less important as interest rates fall, he said.

Meanwhile, banks usually have a strong preference for balances from their correspondents. "It's cheap money," Mr. Knight said. "They pay the Treasury bill rate on the balances, but they're certainly not investing at the Treasury rate." It's also more difficult to explain fee increases on some of the more traditional correspondent services, such as collections, he added.

William Epstein, executive vice president at Bankers Trust Co., said charging fees for services is "a lot cleaner" than compensating balances, especially with merchant banking-type services.

While the most important goal, of course, is to get an adequate return, whether by fees or balances, Mr. Epstein also said that the investment banking business is fee-oriented. For commercial banks to compete effectively, they must operate the way investment bankers have done, he said. Those who can deliver these investment banking services will find themselves niche players in this field, he said.

Clearly, Bankers Trust sees itself as a niche player that increasingly is providing merchant banking services to correspondent banks. Mr. Epstein said he would like to triple the amount of investment banking business Bankers Trust does with its correspondents over the next two years.

"I think correspondent banking is good business," Mr. Epstein said. "You don't find people jumping to get into it . . . for one thing, the costs of getting in are high. But you don't have to drive excessive volume to be profitable," he said. "What we are doing is taking our investment banking capabilities and . . . applying them to financial institutions. It's a good market." ■

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Chase . . .

➼ Continued from Page 3

based in Washington, D.C., deals with consumer issues.

"By dropping the rate to 17.5%," Mr. Holstein said, "they've dropped back down to the same range card rates were five years ago, when costs of funds were twice as high as they are today." The national average five years ago was 17.8%, while today it is 18.3%, Mr. Holstein said.

Citicorp, which is the nation's largest Visa and MasterCard issuer, recently dropped the interest rate for its preferred cardholders from 19.8% to 16.8%; at the same time, it raised the annual fee to $50 from $40.

Mr. Holstein said the Chase action "is a better deal for a larger number of people," because it is a rate drop for all cardholders, not just holders of the premier or preferred card.

"But the Citi and Chase actions, taken together, represent a newfound willingness on the part of the large issuers that dominate the credit card market to compete with one another on interest rates and fees, not just travel and entertainment enhancements," he conceded.

Citicorp is the nation's largest bank card issuer, with about nine million accounts, followed by Bank of America with some seven million, and Chase with 4.5 million. ■

Tennessee Bank to Be Acquired

MEMPHIS, Tenn. — First Tennessee National Corp. agreed to acquire Lebanon Bank in Lebanon, Tenn. Under the agreement, 3.1 common shares of First Tennessee will be exchanged for each Lebanon Bank common share. The deal is valued at $30.9 million. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure its statistical listings meet your information needs. So would you spend a moment to give us some feedback on the survey of correspondent banks that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004. (212) 943-4836.

(1.) How would you **change** the listing to make it more useful? What would you add?

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(2.) What do you like **best** about this tabulation?

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(4.) **How** do you use this information in your work?

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(5.) What **new** statistical survey would you like to see?

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OUR TOP 10 THROUGH HISTORY — PAGE 8

American Banker

The Daily Financial Services Ne

VOL. CLI NO. 251

Tuesday, December 23, 1986

TODAY

BY BECOMING THE FIRST major domestic or foreign player to solicit mail-in deposits, the Chase Manhattan Bank of Canada just may have found the key to Canadian profitability.................................... 2

UNITED BANK OF DENVER said the FBI is investigating the bizarre theft of about $2.5 million in negotiable securities from the bank last Wednesday. In the course of the theft, an unidentified assailant, who was believed to have a gun, took the manager of the bank's securities department hostage............................ 2

CONGRESS WILL SEE to it that Edwin J. Gray, chairman of the Federal Home Loan Bank Board, gets his way regarding limits on direct investments by thrifts, according to congressional staffers...................... 2

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MARKETING TODAY

ALTHOUGH DEREGULATION has been a fact of life for several years, the banking industry will continue to change dramatically during the next five years, according to a new study by the MAC Group, an international management consulting firm based in Cambridge, Mass..... 7

THE PRIVATE BANKING group of Summit Bancorp's Chatham Trust Co. sends a message to its affluent customers by operating out of a turn-of-the-century mansion built on what was known as "Millionaires' Row" near Morristown, N.J.......... 7

ONE OF THE HOTTEST books around the Detroit area these days is a 32-page booklet on the Tax Reform Act of 1986, being distributed exclusively by NBD Bancorp, Michigan's largest bank holding company....... 7

IN AN ATTEMPT TO FIND a balance between bank needs and employee rights, the Bank Administration Institute, together with the testing service London House Inc., Park Ridge, Ill., has developed a paper-and-pencil test for job applicants that it bills as reliable, easy to administer, and less intrusive than a polygraph or a urinalysis.............. 16

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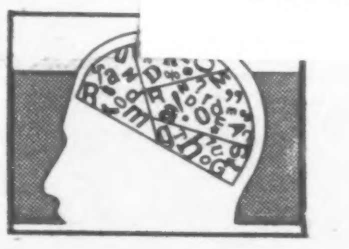
In order to rationalize their own behavior, they tend to think everybody steals. They think, 'I do it less than others, so I can live with myself.' The employee-thief is going to look at a question like, 'How much did you steal?' and say, 'If I say $0, they're going to know I'm lying; I've taken $1,000, but if I answer $250, I won't look so bad.'

William H. Hanton, manager of management advisory services for the Bank Administration Institute, which has developed a test for banks to screen job applicants. [Page 16]

Unquote

Random Thoughts



By SANFORD ROSE

Richard Lodge, a senior vice president of Banc One of Ohio, has created a certain amount of discomfort for many CEOs of banks that have affiliated with the Columbus-based institution. That's because Mr. Lodge, an investment type, insists on "turning" his portfolio in order to maximize its total rate of return.

Many traditional bankers are fixated on the accrual rate on bonds and thus are prone to ignore the need for active portfolio management. They look askance at the taking of capital gains and, equally important, capital losses. Indeed, in common with some misguided analysts and accountants, these bankers tend to regard securities profits as "dirty earnings."

Thus some CEOs of banks newly bought by Banc One are initially upset when, as of the date of the acquisition, Mr. Lodge almost routinely sells out the entire bond portfolio of the purchased institution, regardless of whether that portfolio is high yielding or low yielding. "Why are you taking us out of a portfolio yielding 12% in an environ-

Random Thoughts: Page 4 ➞

Commercial Banks Make Their Mark In Mergers and Acquisitions Business

By ANDREW ALBERT

NEW YORK — The chief of mergers and acquisitions at Bankers Trust New York Corp. says his unit's 1986 business volume — in terms of total value of deals completed — is about triple last year's level.

'86 preview '87

A Series of Articles Looking Back and Ahead At Issues Facing the Financial Services Industry

Merger specialists at First Chicago Corp. have seen a big boost in their fee income as a result of completing 50% more deals this year than last. Citicorp also reports significant increases in the volume of its merger and acquisition advisory business in 1986. And officials at Manufacturers Hanover Corp. say the yearend rush to wrap up pending business has weary professionals there "functioning on very little sleep, a lot of coffee, and hope for some much-needed time off next year."

Never mind that the merger business boomed in 1986. That was widely expected once Congress voted to raise the capital gains tax beginning Jan. 1, making it more profitable to sell corporate assets this year than next.

What's more noteworthy is that commercial banking companies finally made a name for themselves as merger and acquisition advisers. After years of stops and starts, they proved they could handle some of the year's larger and more difficult transactions.

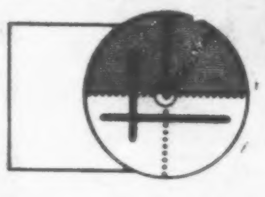
Most bank officials acknowledge that their 1986 bottom line was bolstered by a late flood of tax-motivated sales. What remains to be seen is whether the banks can continue to progress in the merger business next year, when no artificial tax reasons will apply.

"Probably everyone is worrying about that a little bit, myself included," said Andrew Robertson, a vice presi-

Mergers: Page 14 ➞

Fleet to Buy Big Servicer of Student Loans

By JEFFREY KUTLER



Corporate Strategy

NEW YORK — The Fleet Financial Group has reached an agreement in principle to acquire AFSA Enterprises, one of the nation's largest processors of student loans, the two companies announced Monday.

Fleet, an $11 billion-asset bank holding company based in Providence, R.I., said it expected to complete the cash purchase by Dec. 31. That is one day before the new tax rules take effect, making corporate acquisitions less financially attractive.

J. Terrence Murray, chairman and chief executive officer of Fleet, said the company intends to diversify fur-

Fleet: Page 15 ➞

How the Top 10 Firms Were Treated by Time

By THERESIA TREPEL

NEW YORK — The *American Banker* goes back in time today to publish the industry rankings of the top 10 firms in commercial banking, the thrift industry, mortgage banking, and the finance company industry over the past 86 years. The tables on pages 8 and 9 show:

- The top 10 commercial banks in the United States ranked by deposits at six different dates in this century: June 30, 1900; Dec. 31, 1925; June 30, 1959; June 30, 1975; June 30, 1981; and June 30, 1986.
- The top 10 bank holding companies ranked by assets on three dates: Dec. 31, 1976; Dec. 31, 1981; and June 30, 1986.
- The top 10 banks in the world

Rankings: Page 10 ➞

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Over the Years: Amer

Compiled by America

Top 10 Commercial Banks in the United States

Based on Deposits (In Millions of Dollars)

June 30, 1900

	Deposits
1. National City Bank, New York	130
2. National Bank of Commerce, New York	65
3. National Park Bank, New York	65
4. Hanover National Bank, New York	60
5. Chase National Bank, New York	52
6. First National Bank, Chicago	50
7. Western National Bank, New York	49
8. First National Bank, New York	45
9. Fourth National Bank, New York	33
10. Merchants' National Bank, New York	33

December 31, 1925

	Deposits
1. National City Bank, New York	922
2. Chase National Bank, New York	565
3. Guaranty Trust Co., New York	548
4. National Bank of Commerce, New York	544
5. Continental & Commercial Bank, Chicago	428
6. Equitable Trust Co., New York	419
7. Bankers Trust Co., New York	406
8. Bank of Italy, San Francisco	389
9. Illinois Merchants Trust Co., Chicago	381
10. Irving Bank-Col. Trust Co., New York	356

June 30, 1950

	Deposits
1. Bank of America NT&SA, San Francisco, Calif	5,919
2. National City Bank of New York	4,594
3. Chase National Bank, New York	4,299
4. Guaranty Trust Co., New York	2,335
5. First National Bank, Chicago	2,195
6. Continental Illinois National B&T Co., Chicago	2,114
7. Manufacturers Trust Co., New York	2,101
8. Security First National Bank, Los Angeles	1,588
9. Central Hanover B&T Co., New York	1,400
10. Chemical B&T Co., New York	1,390

June 30, 1975

	Deposits
1. Bank of America NT&SA, San Francisco	53,926
2. First National City Bank, New York	47,116
3. Chase Manhattan Bank NA, New York	34,214
4. Manufacturers Hanover Trust Co., New York	23,182
5. Chemical Bank, New York	19,228
6. Morgan Guaranty Trust Co., New York	18,626
7. Bankers Trust Co., New York	15,062
8. First National Bank, Chicago	13,821
9. Continental Illinois NB&T Co., Chicago	13,699
10. Security Pacific National Bank, Los Angeles	11,636

June 30, 1981

	Deposits
1. Bank of America NT&SA, San Francisco	92,415
2. Citibank NA, New York	75,604
3. Chase Manhattan Bank NA, New York	60,794
4. Manufacturers Hanover Trust Co., New York	44,474
5. Morgan Guaranty Trust Co., New York	38,435
6. Chemical Bank, New York	31,744
7. Continental Illinois NB&T Co., Chicago	28,024
8. Bankers Trust Co., New York	23,119
9. First National Bank, Chicago	22,427
10. Security Pacific National Bank, Los Angeles	22,093

June 30, 1986

	Deposits
1. Citibank NA, New York	96,265
2. Bank of America NT&SA, San Francisco	88,639
3. Chase Manhattan Bank NA, New York	58,911
4. Manufacturers Hanover Trust Co., New York	45,379
5. Morgan Guaranty Trust Co., New York	42,150
6. Chemical Bank, New York	34,896
7. Wells Fargo Bank NA, San Francisco	32,583
8. Security Pacific National Bank, Los Angeles	32,464
9. Bankers Trust Co., New York	28,666
10. First National Bank, Chicago	24,830

Top 10 Bank Holding Companies

Based on Assets (In Millions of Dollars)

December 31, 1976

	Assets
1. BankAmerica Corp., San Francisco	73,913
2. Citicorp, New York	64,282
3. Chase Manhattan Corp., New York	45,638
4. Manufacturers Hanover Corp., New York	31,483
5. J.P. Morgan & Co., Inc., New York	28,766
6. Chemical New York Corp	26,614
7. Bankers Trust New York Corp	22,249
8. Continental Illinois Corp., Chicago	21,975
9. First Chicago Corp	19,834
10. Western Bancorp., Los Angeles	19,672

December 31, 1981

	Assets
1. BankAmerica Corp., San Francisco	121,158
2. Citicorp, New York	119,232
3. Chase Manhattan Corp., New York	76,838
4. Manufacturers Hanover Corp., New York	59,109
5. J.P. Morgan & Co., Inc., New York	53,522
6. Continental Illinois Corp., Chicago	46,972
7. Chemical New York Corp	44,917
8. First Interstate Bancorp., Los Angeles	36,982
9. Bankers Trust New York Corp.	34,213
10 First Chicago Corp	33,562

June 30, 1986

	Assets
1. Citicorp, New York	183,388
2. BankAmerica Corp., San Francisco	117,314
3. Chase Manhattan Corp., New York	90,610
4. Manufacturers Hanover Corp., New York	75,574
5. J.P Morgan & Co., New York	72,664
6. Chemical New York Corp	56,900
7. Security Pacific Corp., Inc., Los Angeles	53,634
8. Bankers Trust New York Corp	52,400
9. First Interstate Bancorp., Los Angeles	49,230
10. Well Fargo & Co., San Francisco	43,563

Top 10 Banks in the World

Based on Deposits (In Millions of Dollars)

December 31, 1956

	Deposits
1. Bank of America NT&SA, San Francisco	8,937
2. Chase Manhattan Bank, New York	6,694
3. First National City Bank, New York	6,614
4. Midland Bank Ltd., London	4,038
5. Barclays Bank Ltd., London	3,913
6. Royal Bank of Canada, Montreal	3,440
7. Lloyds Bank Ltd., London	3,348
8. Chemical Corn Exchange Bank, New York	2,729
9. Bank of Montreal	2,716
10. Manufacturers Trust Co., New York	2,663

December 31, 1971

	Deposits
1. Bank of America NT&SA, San Francisco	29,101
2. First National City Bank, New York	24,369
3. Chase Manhattan Bank NA, New York	20,374
4. Barclays Bank Ltd., London	16,297
5. National Westminster Bank Ltd., London	15,489
6. Banque Nationale de Paris	15,399
7. Dai-Ichi Kangyo Bank, Ltd., Tokyo	15,218
8. Deutsche Bank, Frankfurt, W. Germany	14,235
9. Banca Nazionale del Lavoro, Rome	13,283
10. Credit Lyonnais, Paris	13,025

December 31, 1985

	Deposits
1. Dai-Ichi Kangyo Bank Ltd., Tokyo	124,646
2. Fuji Bank, Ltd., Tokyo	109,736
3. Sumitomo Bank Ltd., Osaka	108,531
4. Mitsubishi Bank Ltd., Tokyo	102,814
5. Banque Nationale de Paris	102,549
6. Sanwa Bank, Ltd., Osaka	99,051
7. Credit Lyonnais, Paris	95,744
8. Citibank NA, New York	94,386
9. Norinchukin Bank, Tokyo	93,197
10. Industrial Bank of Japan, Ltd., Tokyo	89,741

can Banker's 'TOP 10'

anker Copyright 1986

Top 10 Savings Banks

Based on Deposits (In Millions of Dollars)

December 31, 1965

	Deposits
1. Bowery Savings Bank, New York	2,211
2. Dime Savings Bank, Brooklyn, New York	1,667
3. Philadelphia Saving Fund Society	1,657
4. New York Bank for Savings	1,556
5. Emigrant Industrial Savings Bank, New York	1,377
6. Dollar Savings Bank, Bronx, New York	1,037
7. Williamsburgh Svgs Bank, Brooklyn, New York	1,021
8. Greenwich Savings Bank, New York	860
9. Lincoln Savings Bank, Brooklyn, New York	788
10. Seaman's Bank for Savings, New York	778

December 31, 1975

	Deposits
1. Bowery Savings Bank, New York	3,762
2. Philadelphia Saving Fund Society	3,644
3. Dime Savings Bank of New York, Brooklyn	3,368
4. New York Bank for Savings	2,735
5. Dollar Savings Bank, Bronx, New York	2,062
6. Emigrant Savings Bank, New York	1,973
7. Greenwich Savings Bank, New York	1,823
8. Williamsburgh Svgs Bank, Brooklyn, New York	1,700
9. Lincoln Savings Bank, Brooklyn, New York	1,645
10. Buffalo Savings Bank, N.Y	1,577

December 31, 1985

	Deposits
1. Philadelphia Saving Fund Society	12,970
2. Goldome FSB, Buffalo, N.Y.	9,664
3. CrossLand Savings FSB, Brooklyn, New York	6,971
4. Dime Savings Bank of New York FSB	6,732
5. Great American First Savings Bank, San Diego	5,891
6. Anchor Savings Bank FSB, Northport, N.Y.	5,871
7. Bowery Savings Bank, New York	5,044
8. Sears Savings Bank, Glendale, Calif.	4,944
9. Empire of America FSB, Buffalo, N.Y.	4,909
10. Dollar-Dry Dock SB, Bronx, New York	4,398

Top 10 Savings and Loan Associations

Based on Deposits (In Millions of Dollars)

December 31, 1965

	Deposits
1. Home Savings & Loan Assn., Los Angeles	1,706
2. American S&L Assn. of Calif., San Jose	992
3. California Federal S&L Assn., Los Angeles	973
4. Great Western S&L Assn., Los Angeles	628
5. Glendale Federal Savings & Loan Assn., Calif.	608
6. American Savings & Loan Assn., Whittier, Calif.	574
7. Coast Federal S&L Assn., Los Angeles	570
8. First Federal Savings & Loan Assn., Detroit	540
9. Twin City Federal S&L Assn., Minneapolis	535
10 First Savings & Loan Assn., Oakland, Calif.	474

December 31, 1975

	Deposits
1. Home Savings & Loan Assn., Los Angeles	5,336
2. Great Western S&L Assn., Beverly Hills, Calif.	4,232
3. American S&L Assn., Beverly Hills, Calif.	4,096
4. California Federal S&L Assn., Los Angeles	2,569
5. Glendale Federal Savings & Loan Assn., Calif.	1,878
6. Imperial Savings & Loan Assn., San Francisco	1,652
7. First Federal Savings & Loan Assn., Detroit	1,555
8. Gibralter S&L Assn., Beverly Hills, Calif.	1,534
9. Citizens Savings & Loan Assn., San Francisco	1,439
10. First Federal Savings & Loan Assn., Miami	1,362

December 31, 1985

	Deposits
1. Home Savings of America, FA, Irwindale, Calif.	19,486
2. Great Western Savings, FS&LA, Beverly Hills	17,455
3. American S&L Assn., Stockton, Calif.	17,434
4. California Federal S&L Assn., Los Angeles	13,045
5. Glendale Federal Savings & Loan Assn., Calif.	10,982
6. First Nationwide Svgs, FS&LA, San Francisco	8,802
7. World Savings, FS&LA, Oakland, Calif.	7,599
8. Home Fed. S&L Assn. of San Diego, Calif.	7,427
9. City Federal S&L Assn., Elizabeth, N.J.	6,469
10. Gibraltar Savings, Beverly Hills	6,198

Top 10 Finance Companies

Based on Total Capital Funds (In Millions of Dollars)

December 31, 1965

	Cap. Funds
1. General Motors Acceptance Corp., New York	1,009
2. C.I.T. Financial Corp., New York	745
3. Commercial Credit Co., Baltimore	572
4. Beneficial Finance Co., Wilmington, Del.	444
5. Associates Investment Co., South Bend, Ind.	342
6. Household Finance Corp., Chicago	336
7. Ford Motor Credit Co., Dearborn, Mich.	254
8. Sears Roebuck Accept. Cp, Wilmington, Del	232
9. General Electric Credit Corp., New York	196
10. Pacific Finance Corp., Los Angeles	181

December 31, 1975

	Cap. Funds
1. General Motors Acceptance Corp., New York	2,216
2. Ford Motor Credit Co., Dearborn, Mich.	1,499
3. Household Finance Corp., Chicago	1,011
4. C.I.T. Financial Corp., New York	925
5. Sears Roebuck Accept. Corp., Wilmington, Del.	917
6. Beneficial Corp., Wilmington, Del.	774
7. General Electric Credit Corp., New York	750
8. Commercial Credit Co., Baltimore	740
9. Chrysler Financial Corp., Troy, Mich.	711
10. Associates Corp. of No. America, New York	545

December 31, 1985

	Cap. Funds
1. General Motors Acceptance Corp., Detroit	6,563
2. Ford Motor Credit Co., Dearborn, Mich.	3,270
3. Chrysler Financial Corp., Troy, Mich.	2,791
4. General Electric Credit Corp., Stamford, Conn.	2,253
5. Sears Roebuck Accept. Corp., Wilmington, Del.	2,199
6. C.I.T. Financial Corp., Livingston, N.J.	1,592
7. Associates Corp. of No. America, Dallas	1,372
8. Household Financial Svcs, Prospect Heights, Ill	1,371
9. ITT Financial Corp., St. Louis, Mo.	1,277
10. Avco Financial Svcs, Inc., Newport Beach, Calif	1,167

Top 10 Mortgage Companies

Based on Servicing (In Millions of Dollars)

June 30, 1976

	Servicing
1. Lomas & Nettleton Fin'l Corp., Dallas	5,197
2. Advance Mortgage Corp., Southfield, Mich.	2,794
3. Colonial Mortgage Service Co., Philadelphia	2,644
4. Cameron-Brown Co., Raleigh, N.C.	1,929
5. Western Mortgage Corp., Los Angeles	1,904
6. Pennamco, Inc., Washington, D.C.	1,870
7. Kissell Co., Springfield, Ohio	1,837
8. Nat'l Homes Accept. Corp., Lafayette, Ind.	1,775
9. Stockton, Whatley, Davin & Co., Jacksonville	1,657
10. James T. Barnes & Co., Detroit	1,547

June 30, 1981

	Servicing
1. Lomas & Nettleton Fin'l Corp., Dallas	11,689
2. Manufacturers Han Mtge Cp, Farmington Hills	5,227
3. Banco Mortgage Co., Minneapolis	5,136
4. Advance Mortgage Corp., Southfield, Mich.	4,516
5. Weyerhauser Mortgage Co., Los Angeles	4,432
6. Suburban Coastal Corp., Wayne, N.J.	4,380
7. Colonial Mortgage Service Co., Philadelphia	4,238
8. Wells Fargo Mortgage Co., San Francisco	4,000
9. Mason-McDuffie Co., Berkeley, Calif.	3,578
10. Chemical Mortgage Corp., Columbus, Ohio	3,554

June 30, 1986

	Servicing
1. GMAC Mortgage Co., Philadelphia	21,761
2. Lomas & Nettleton Fin'l Corp., Dallas	21,300
3. Citicorp Homeowners Services, Inc., St. Louis	15,024
4. Fireman's Fund Mtge. Corp., Farmington Hills	14,792
5. Metmor Financial, Inc., Los Angeles	11,655
6. Commonwealth Mtge of America Cp, Houston	11,413
7. Weyerhaeuser Mortgage Co., Los Angeles	10,755
8. 1st Interstate Mortgage Co., Pasadena, Ca.	9,117
9. Cameron-Brown Co., Charlotte, N.C.	8,890
10. Fleet Mortgage Corp., Milwaukee, Wis.	8,712

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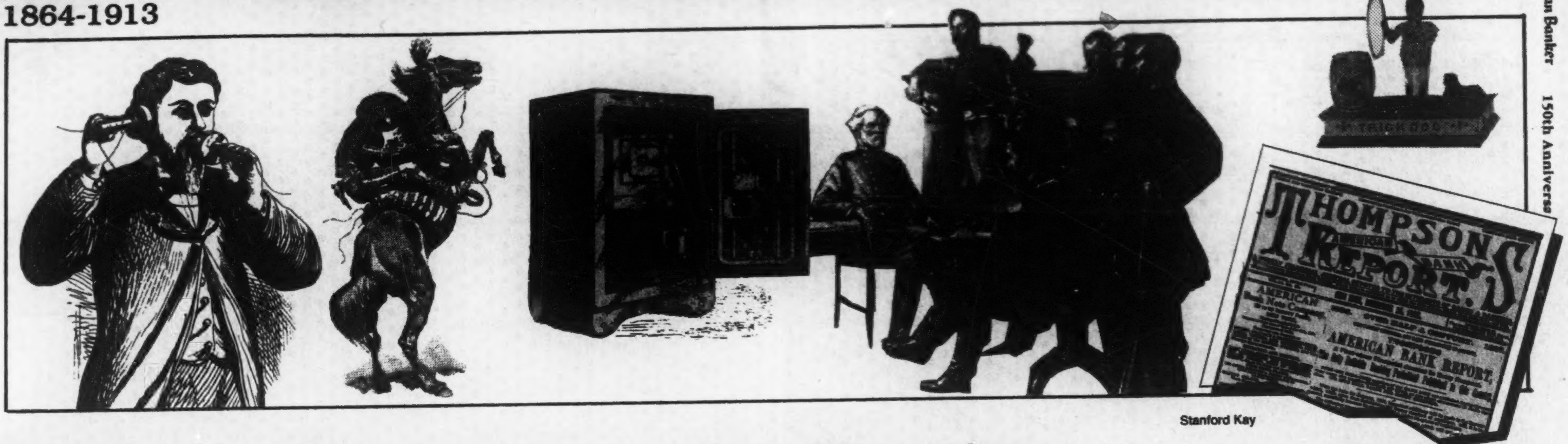
BANKING'S PAST, FINANCIAL SERVICES' FUTURE

1864-1913



Stanford Kay

Twixt Booms and Panics: Banking in the Gilded Age

Fifty years leading to Federal Reserve Act saw ballooning of US banking system and ills that made reform a must.

By Jeffrey Marshall

AT THE END OF 1913, when the Federal Reserve Act was signed into law, the United States was a burgeoning financial giant gradually weaning itself from its dependence on Europe. In the half-century since the surrender at Appomattox, the country had grown at a feverish pace, with the tide of immigration by the turn of the century helping to build urban ziggurats in cities like New York and Chicago.

The nation's banking system had grown with the country, though in a haphazard, often opportunistic way that led many to call for reform. The number of banks grew at a rate five times that of population in 1863-1913; farm towns, even if mere crossroads in a checkerboard of fields, sprouted banks like spring seedlings. In the small town of Meade, Kan., with a population of under 500, eight banks opened in 1886-87.

In 1865, the National Currency Act created a uniform national currency and formalized a system of chartering national banks. Under the rules, a group of five or more "distinguished" citizens could form an "association" for banking. The number of commercial banks leaped from 2,000 in 1865 to 20,000 by 1910, with 7,000 of those being national banks. The total hit 27,000 in 1913, more than twice the level of today. State-chartered banks far outnumbered national banks, but the number of private banks — formed chiefly to provide freighting and trading facilities for America's growing merchant class — had begun dropping sharply, falling from 5,200 in 1900 to 1,500 by 1910.

State-chartered banks proliferated in the late 1800s when state laws, usually requiring less capital than start-up banks, made it easier for leading citizens to start a bank by that route. State banks were usually given more latitude in lending as well, particularly with regard to real estate loans, which were off-limits to national banks.

Banks played a major role in developing the nation's cities, not only through lending but as buyers and custodians of state and local bonds and the utility bonds that financed the growing network of gas and utility lines.

More than anything else, banks were formed to grease the wheels of economic expansion. And expansion was the byword of American enterprise, the product of the concept of Manifest Destiny that pushed the boundaries of the country — and its population center — ever westward. The number of farms and farm output tripled in 1865-1910, while the value of goods and services grew from $6 billion in the late 1860s to $30 billion by 1900.

Railroads, which led much of the expansion, absorbed nearly $10 billion in capital in 1865-1915, much of it in the form of bank loans. Steel output mushroomed to meet the demand for rails and other industrial needs; from 100,000 tons in 1872, steel output passed 10 million tons a year by the turn of the century.

Yet much of the growth in commercial banking came after the dawn of the new century. With an inelastic, gold-backed currency, government-imposed efforts to limit the amount of money in circulation, and the entry of many new banks, the average bank was no larger in 1896 than it had been in 1870.

It was after 1900 that urban banks grew increasingly specialized and sophisticated and began building rapidly. National City Bank, New York — the forerunner of Citibank — had $276 million in deposits in 1913, making it the colossus of its day. The First National Bank of Chicago, chartered in 1863 with initial capital of $100,000, had grown to $145 million in assets that year.

Simultaneous with urbanization, the concentration of deposits and lending increased. The seven largest banks in New York City made 26% of all loans by state and national banks there in 1890; by 1910, that figure had climbed to 46%, and it would continue to rise.

Checking accounts, an important vehicle for merchants by the time the Civil War began, grew as a medium for consumer deposits. But certificates of deposit and savings deposits grew as well, rising from roughly one-fifth of consumer deposits by 1901 to a third by 1913, when half of all national banks were offering savings accounts.

The casualty list of national banks was not as long as many had feared back in 1863, when the system was established. By 1913, 538 of 10,472, or 5.1%, of national banks chartered to that time had failed; in contrast, the failure rate of other types of banks in 1863-96 was 17.6%. Many of those national banks chartered in the first days of the National Bank Act had prospered and were going strong.

IMPORTANT DATES 1865-1913

1865 — Tax on state bank notes is authorized. Allotment system is established for aggregate circulation of national bank notes.
1870 — Legislation raises ceiling of national bank notes in circulation.
1873 — National financial crisis begins in September. Stock market closes for 10 days.
1874 — U.S. Treasury is made the redeeming agency for national banks.
1875 — Resumption Act authorizes resumption of specie payments for paper bills.
1875 — American Bankers Association, the industry trade organization, is founded.
1879 — Resumption of specie payments begins Jan. 1.
1884 — Fiscal crisis begins in New York in May. More than 110 banks fail.
1890 — Financial crisis, concentrated in the East, begins in the fall, peaking in November. Pooled loan certificates are used to stem runs.
1893 — Panic of 1893, brought on by shrinkage in deposits, strikes hard in West and South.
1896 — Populist Party's presidential bid, based on call for minting of silver, fails. Silver agitation starts to fade.

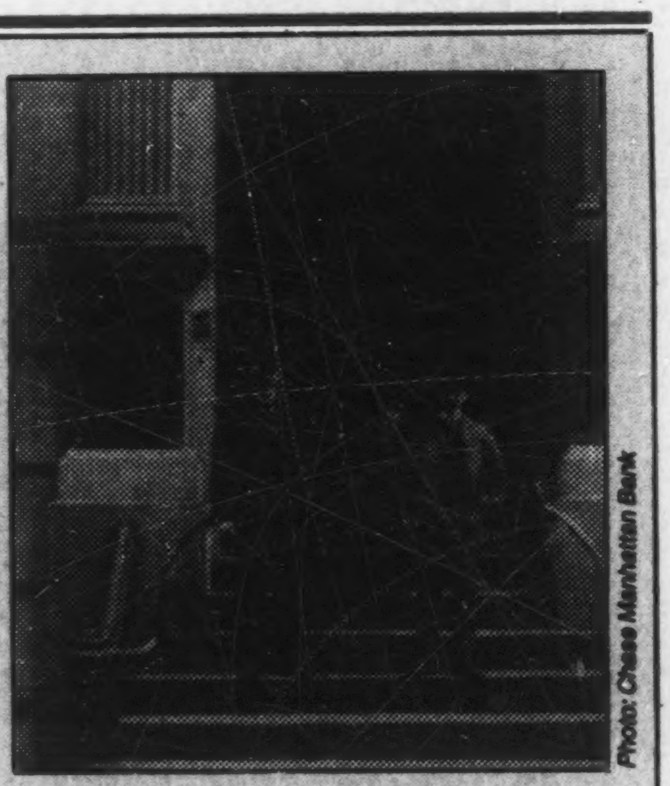


Photo: Chase Manhattan Bank

1900 — Capital requirements are eased for small-town national banks. Gold Standard Act permits banks to issue notes for 100% of capital instead of 90%.
1900 — Boston Clearing House begins uniform clearing procedure in New England that becomes basis for modern check-clearing operations.
1901 — American Institute of Banking is formed.
1907 — Panic almost brings down Wall Street. J.P. Morgan personally leads efforts to save brokerages, major banks.
1908 — Reserve requirement for federal deposits is eliminated.
1913— Federal Reserve Act creates Federal Reserve System.

Still, agitation for reform filled the air in the early 1900s. The inelastic currency and lack of liquidity in a banking system tied to strict observance of legal reserves — often in the form of deposits in exchange for government bonds — tended to foster a boom-and-bust accordion that expanded credit too quickly in good times and contracted too fast when times turned hard. Flows of gold in and out of the country played a significant role, and speculation in boom periods eroded the basic soundness of the system.

The nation's money supply, which grew at a meager 1.3% rate in 1867-79 (actually declining in five of those years), sprinted ahead at a 6% clip in the last two decades of the 19th century. In 1897-1914, it grew at an even faster average of 7.5%, much of that due to increased gold flows into the U.S. from abroad that enabled more money to go into circulation.

The bills that we know today were only a minor element of currency in those days. Federally printed "greenbacks," first issued in the Civil War, by 1913 trailed three other exchange mediums in overall representation in the system — notes issued by national banks, gold certificates, and silver certificates. For the consumer, coins played a far larger role than they would in later years, when federally issued paper money became the popular medium of exchange.

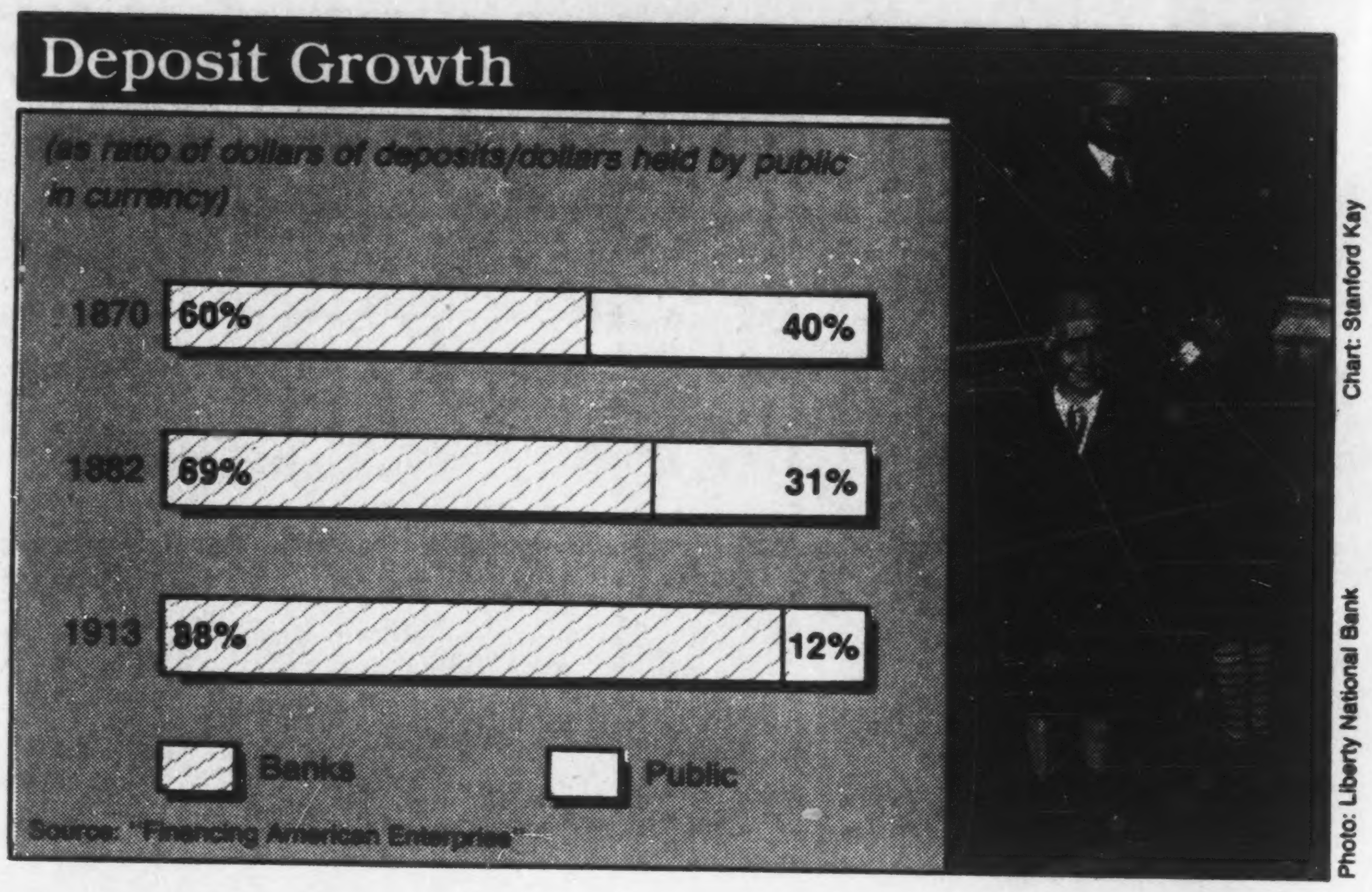
Even with more money in circulation, however, the system's weaknesses showed — and glaringly so in 1907, when a fiscal crisis in New York triggered by stock market troubles that shriveled available credit almost brought Wall Street to its knees. From that near calamity came a federal commission that scrutinized money and currency systems in this country and abroad. That commission would serve as the impetus for the Federal Reserve Act, the legislation that created the basic banking system we know today; this system would enable a reserve-poor banking industry to draw upon government-controlled reserves, not those pooled at will by banks themselves.

For too long, reformers argued, the nation's banks had relied on a pyramid of overlapping and often illusory reserves pledged by smaller banks to larger ones. The largest banks, particularly in New York, frequently loaned some of these reserves to stock speculators, in a pattern of call loans that could precipitate panic if banks started calling in the credits, and stocks bought chiefly on collateral had to be dumped quickly, as happened in 1907.

The public frequently held the banks at fault for the tightness of credit and a system that appeared too often to rely on powerful banks bailing out their lesser brethren. But historian Paul Trescott argued that limp capital investment, speculation, and commodity weaknesses also played a role; the banking system at the eve of the Feder-

Continued on Next Page

Jeffrey Marshall is senior editor/writer of Banking Week, an American Banker weekly publication.



Source: "Financing American Enterprises"

Chart: Stanford Kay

Photo: Liberty National Bank

Continued from Previous Page

al Reserve Act, he said, "was simply one unstable element among a considerable number."

No Rush to National Banks

The National Currency Act — its name was changed in 1874 to the National Bank Act — failed to spur the immediate rush to charter national banks that its framers had intended. Many state-chartered banks, with names they had carried for years, cared little for the idea of becoming "Second National," "Third National," or the like. And the New York Clearing House at first refused to admit national banks, considering them an evolution of the "wildcat banks" that had proved so unstable before the Civil War.

National charters, moreover, gave banks no initial financial incentive to join the national system: Notes issued by national banks in exchange for deposits were redeemed in the same way as notes issued by other banks that had no government backing. This situation was corrected in 1865, however, when a bill was enacted imposing a tax of 10% on the notes of all state banks paid out after July 1, 1866.

The tax had its desired effect. On Oct. 31, 1864, there were 453 national banks. A year later, the number had more than doubled, to 1,014, and deposits had tripled, rising from $79 million to $243 million. By July 1, 1866, the ranks of national banks had reached 1,634.

While the federal umbrella and the tax on state-chartered bank notes lured many banks to the national system, the growth of state and private banks attested to a widespread wish for fewer regulations and less-stringent capital requirements. By 1871, the percentage of deposits in state and private banks, as a percentage of all commercial bank deposits, had risen to 50%, from 40% in 1867.

Still, in the eyes of many, the currency reform of the National Banking Act was its biggest selling point. The notion of a standardized currency, be it in the form of greenbacks or national bank notes, offered the promise of money redeemable at par, or face value, anywhere in the country — a far cry from the prewar days when bank notes, sometimes fraudulent, were frequently redeemed at steep discounts and often in distant areas where the issuing bank's reputation could not be easily checked.

To Jay Gould, the financier who built up huge railroad holdings (he owed $20 million to banks by 1884, largely for rail borrowings), the federal banking system combined "the unity of action and general control, and the uniformity of currency — which were the best features of the [earlier] United States Bank — with the diffusion of issue and freedom in local management which characterize the state system."

Limiting Currency

A key element in the plan for setting up the national banking system was the notion of limiting the amount of currency in circulation. No national bank was allowed to issue notes exceeding its amount in capital stock, and each was required to hold bonds representing at least a third of its capital. The aggregate amount of national bank notes in circulation was set at $300 million. Meanwhile, the amount of "legal tender" notes, or greenbacks, was frozen at $356 million in 1868.

This limitation was a favorite idea of Eastern conservatives, who regarded increased circulation as an invitation to speculators to bet on inflation driving up the price of goods. But because banks in the East, which held the bulk of the nation's population and influence, appeared likely to take a disproportionate share of the $300 million circulation, Congress in 1865 amended the aggregate circulation regulations to allow just half to be allotted on the basis of representative population.

Still, by 1870, banks in the West and South complained that they were not getting their fair share. That year, a correcting law permitted states without a due proportion to draw from an amended aggregate that was increased by $54 million; states with more than their allotment were subject to a withdrawal of up to $25 million of that allotment. However, the South remained badly underrepresented in the ranks of national banks: Fewer than 100 of the 1,600 or so in 1870 were in the South, and there were none in Florida or Mississippi.

Reconstruction brought problems that reverberated beyond the South. The Panic of 1873, which started in New York, engendered a depression that lasted, according to some accounts, until 1879.

This panic set a pattern that was to be followed in subsequent crises. A seasonal crunch developed each fall when farmers sought payment for their crops in currency. But this currency wasn't on hand. During the spring and summer, farm banks would have sent the money to larger banks that would pay interest. These large banks, however, turned around and loaned this money to speculators and financial houses and were unable to give back to farm banks all the money they had taken.

The result was a tightness in the system that sometimes reached ossification, particularly when the stock market was falling and banks were hurriedly calling in loans.

Panic of 1873

The 1873 panic began in New York in September with several bank failures. A run on the larger banks by their smaller brethren began in the middle of the month, and the stock market began bleeding so heavily that it was closed for 10 days. A general suspension in the banking system was instituted and lasted more than a month, beginning with a halt to payments on checks calling for large amounts of legal tender. More than 5,000 companies failed in 1873, and close to 6,000 went under in 1874, many because credit they needed to ride out the economic slump was unavailable.

As would be the case in later crises, loan certificates issued by bank clearing houses were used to settle banks' demands on each other. At first, $10 million in certificates was issued; a few days later, another $20 million was issued, buttressing the system and enabling creditor banks to meet their obligations.

About this time, legislation was being drafted for a return to specie payment — payment in gold coin on demand. Specie payment had been suspended in 1861 by banks hoarding their reserves in fear of wartime instability, sending the price of gold skyrocketing and adding greatly to the cost of the Civil War. In 1874, Congress passed a bill that would have increased the amount of currency in circulation, but President Ulysses S. Grant vetoed it on the grounds that it would have delayed the date of currency convertibility to coin.

The Resumption Act, adopted in January 1875, set Jan. 1, 1879, as the date for resumption of specie payments. A victory for fiscal conservatives who sought to cap the amount of currency in circulation, the act did offer an olive branch to monetary expansionists. As historian Charles F. Dunbar noted, the act "fortunately swept away all the provisions limiting and apportioning the aggregate amount of bank notes to be authorized, as well as those calling for the withdrawal and redistribution of bank notes already authorized." With the fetters removed, in other words, the banking system was no longer chained to a system that constrained growth by preventing banks in a boom area from exceeding their allotment of authorized notes.

Throughout the 1870s, agitation had been building for the government to be the sole issuer of money. The Greenback Party, which met in Indianapolis in 1876, pushed for the retirement of national bank notes; it believed that government minting would surely increase the amount of money in public hands; because the availability of more money would decrease its overall value and bring inflation, crop prices would rise. As it was, crop prices were generally falling through the decade.

Natty bankers in 1908

Photo: Norstar Bank of Long Island

The Greenbackers made little impact on national policy, but the resumption of specie payment did bring a significant flow of gold back to the United States. With that, the lifting of the ceiling on national bank notes, and instructions for the government to build its gold reserve, the amount of currency in circulation did rise, and the depressed economy revived somewhat.

Financial Boom; Farm Bust

The last part of the century was a study in contrasts — a general boom in the financial markets, with financiers amassing titanic fortunes, but difficult times on the farm. Crop prices actually declined through much of the period, because the availability of crops continued to mount and an absence of inflation kept prices from rising. In 1886, prices were 60% below their 1864 wartime levels, and they dropped another 20% by 1896. Wheat, which sold for $3 a bushel in 1866, slid to $1 in 1884 and 56 cents in 1896.

But the rush to own land brought enormous growth to rural America, despite the depressed prices. Farm banks sprang up everywhere to provide capital to those tilling the land.

The national banking system got a shot in the arm in 1882, when a law extending the charter of national banks for 20 more years provided a change that prompted more banks to opt for the federal charter. The proportion of their capital that national banks were required to keep on reserve was reduced from one-third to one-quarter if the bank had less than $150,000 in capital.

Still, many states had much lower capital requirements — some only $10,000 for a similar-sized bank — and the dual banking system continued to grow, separately and apart. National banks' lending limits still were restricted to a function of their legal reserves, held in gold and coins, notes, and certificates; state laws were more forgiving.

In 1882, there were 2,239 national banks, and 704 state-chartered institutions. By 1900, however, state charters had zoomed to 5,000, while the number of national banks had grown to just 3,731.

Foreign banks still handled almost all credit and financing for U.S. banks engaged in business abroad. Many domestic banks, in fact, had one principal form of lending: short-term IOUs from merchants or middlemen holding goods. Banks discounted these IOUs, buying them from merchants at less than face value to account for interest that would be paid to the tradesmen, and considered them safe, short-term, and liquid.

Bank supervision was tightening. Only five states had examined banks regularly in 1863, and New York didn't do so until 1884. But by 1895, there were 15 state banking departments. Yet examiners were poorly paid and often poorly trained, and to save expenses, they often took regular routes that brought them to the same series of banks during one trip — giving banks toward the end of the line time to prepare for their arrival.

The shortcomings of many examinations were summed up by a banker from Ironton, Ohio, who told the American Bankers Association convention in 1887: "I found examiners to be gentlemen of high character, yet they have one great fault. They are too fast. One might think that . . . the Furies were driving them on, on, ON without rest."

Crisis of 1884

A crisis in 1884 started, according to some accounts, when public fears that specie payments would start being made in silver and not gold prompted large-scale withdrawals. New York, again, was where the crisis hit hardest, and historian Dunbar said that fraud played a part. The failure of Marine National Bank on May 6 that year, for instance, came "under circumstances of extraordinary dishonor," he wrote, and Second National Bank revealed a week later "an immense defalcation by its president."

The string of failures lasted a few weeks and claimed 11 national banks and 100 banks, several of them good-sized private institutions.

But this crisis was hardly the stuff to still expansion. In the 1880s, railroad lines began stretching everywhere, and the fortunes of their owners swelled. Edward Harriman, Cornelius Vanderbilt, and Jay Gould were the chief railroad moguls, and Andrew Carnegie and Henry Frick, among others, were making heaps of money forging the steel that the railroads quickly

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devoured. Not surprisingly, the bonds between banking and the railroads were often strong: a study in the late 1880s found that 69 of 100 prominent railroad capitalists in New England were officers or directors of local banks.

Growth in the national banking system slowed sharply in 1885-90, when only 138 national banks were chartered. But state-chartered banks grew like topsy, often because prominent merchants, dissatisfied borrowers, or immigrant groups wanted to form their own banks.

"Because new banks could be started easily, and because banking regulations were relatively mild in many areas, the banking system was highly sensitive and responsive to evolving credit needs," said historian Trescott.

Hard times in the Farm Belt brought continuing agitation for the minting of silver as a means of increasing the money supply and boosting prices. William Jennings Bryan, the spellbinding orator, rose to prominence through his impassioned pleas for silver. And the government responded in part, beginning the issue of silver-backed certificates in 1878 and continuing them until 1890, when they were replaced with Treasury notes based on silver bullion.

The scarcity of paper money was largely brought on by a major shrinkage in national bank note circulation. With U.S. bonds selling above par in the 1880s, and national notes selling for only 90% of par, many of the national notes were withdrawn. Moreover, the government was still keeping a lid on the amount of greenbacks in use.

National bank note circulation reached its highest point, $359 million, in 1882. By 1891, that total had shrunk by more than half, to $168 million, out of a total monetary circulation of $800 million to $900 million.

Trouble in '90, '93

Another crisis flared in the fall of 1890, again brought on by low prices, speculation, and inadequate reserves. Once again, pooled loan certificates were used in New York to stabilize the situation. Historian Dunbar wrote that "it appears [that] the confidence of the public is best secured by showing that the natural system is for a time suspended by something not unlike a vast consolidation."

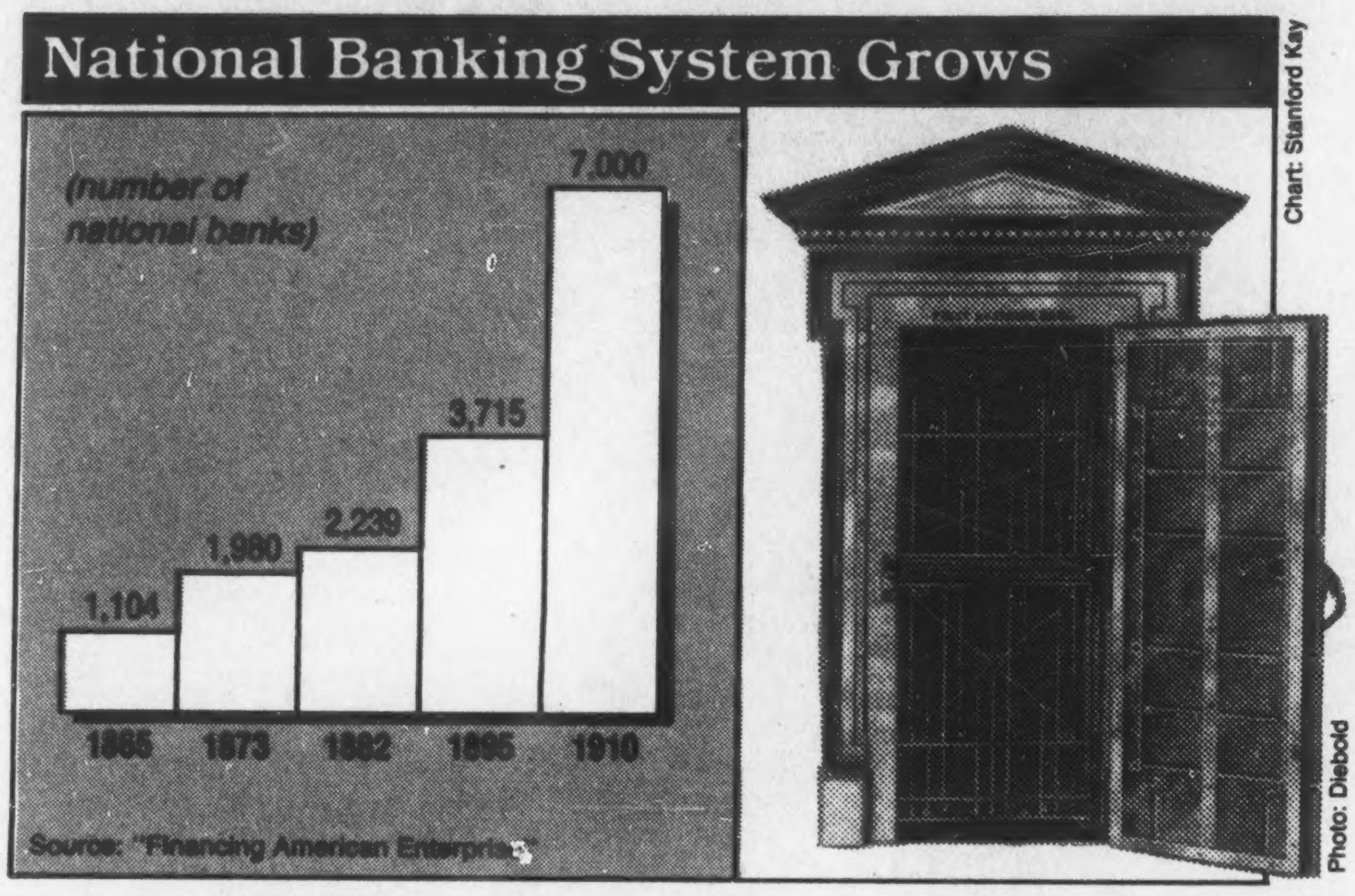
Three years later, in 1893, a more serious panic hit. Unlike most of the previous ones, this one struck hardest not in New York but in the South and West, where farm prices were still sliding. Of the 360 banks that failed, 343 were located south or west of the Potomac. Once again, clearing house loan certificates were used to quell the crisis.

The *American Banker* deemed it "a money panic signified by universal shrinkage of deposits. . . . Unable to realize cash on the best of securities because cash and not collateral is in general demand — is, in fact, being hoarded everywhere — the soundest institutions are compelled to suspend."

In an editorial, the newspaper fretted about the government insistence on unrestricted redemption from the Treasury in gold. If banks held the gold, the newspaper said, "its outward flow would be restrained somewhat or rendered harmless by the operations of certain powers which lie wholly in the banks."

The editorial went on to argue that "since the bulk of our business operations are founded upon credit, confidence in the future is more essential than the mere redemption of bills in gold; but if this confidence is sustained only because of gold payments, we cannot see any way out of the present situation." It was an old, familiar story: Even though the government was authorized to redeem bills in silver, officials feared that doing so would create a panic by depositors spreading the word that the government would no longer redeem in gold.

National Banking System Grows



Source: "Financing American Enterprise"

Chart: Stanford Kay

Photo: Diebold

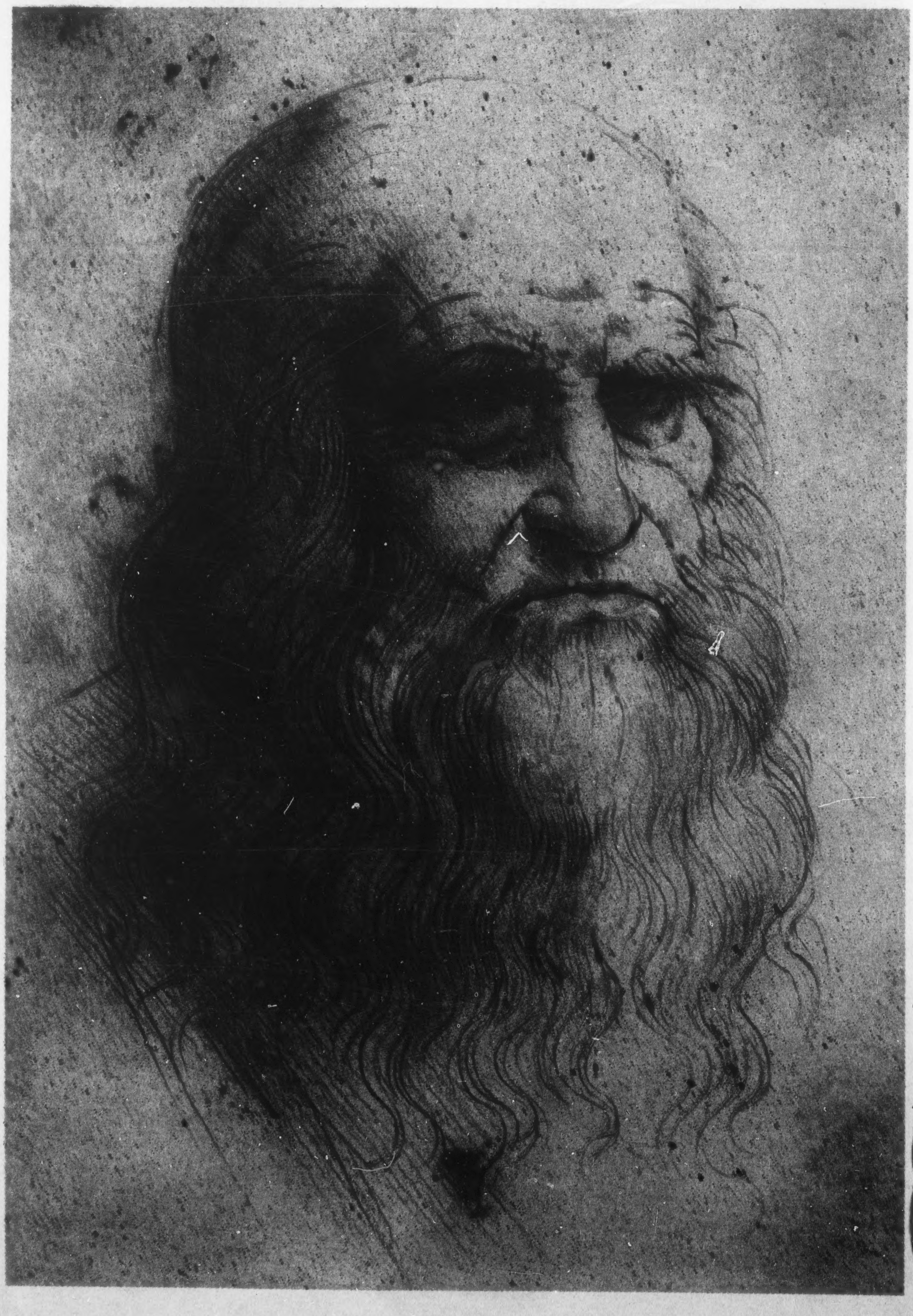
Throughout this period, individual deposits continued to grow, spurred by the extension of banking services to urban dwellers. By 1881, for instance, more than 90% of the total receipts of banks were in the form of checks, drafts, and bills. Checks were viewed as more convenient than bank notes for large transactions, and bank note use continued to dwindle in the biggest cities.

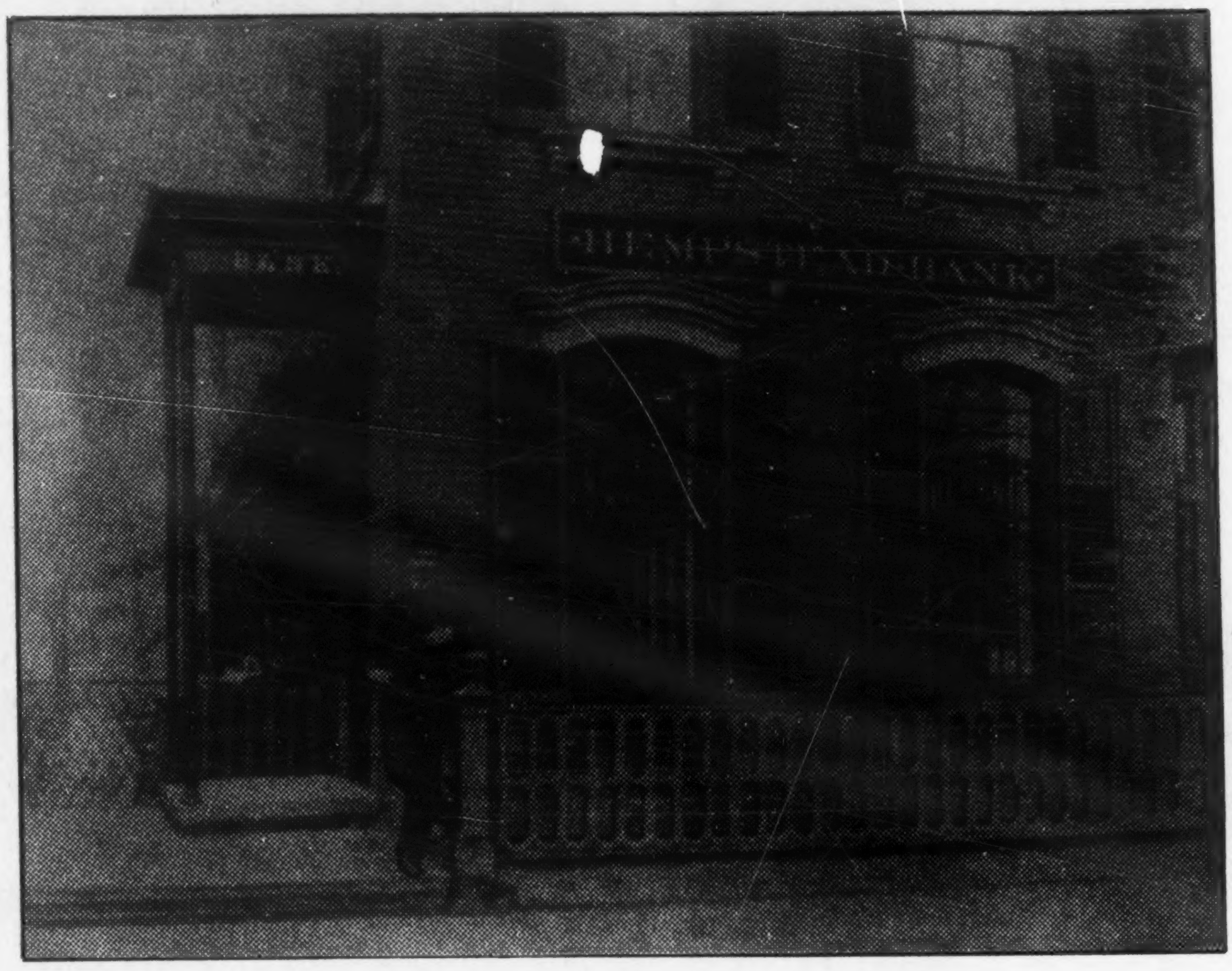
Growth of Trust Companies

Trust companies grew rapidly, especially in the financial centers. While trust companies could not issue money, they "adjusted themselves to meet the complex demands of business as it increased and ramified," noted historian Henry Wysham Lanier. They became invaluable to the well heeled, for they could perform all the functions that an individual, estate, or corporation needed, from acting as a guardian to safeguarding securities to preparing a will or reorganizing a railroad.

The trust companies served the growing web of investors and brokerages dealing in the stock market, then dominated by railroad and steel issues. A host of names came to prominence — Girard Trust Co. in Philadelphia, Rhode Island Hospital Trust Co., Illinois Trust & Savings. But most banks still catered to local enterprises — stores, farms, mills, and factories — that formed their basic borrowing populations.

By 1896, spurred in part by the panic of three years earlier, agitation for silver had reached its peak. The Demo-





Farmers, merchants, and artisans started this Long Island bank in 1887.

Photo: Norstar Bank of Long Island

cratic Party nominated William Jennings Bryan as its presidential standard-bearer. But the "cross of gold" that Bryan bemoaned didn't weigh heavily enough, and the Republican candidate, William McKinley, captured the presidency.

Coincidentally, gold exports from Africa began coming in heavily that year, and crop prices began to respond to the increase in the money supply that resulted. In fact, 1896 is generally viewed as the beginning of a heyday in American agriculture that lasted until 1920.

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Typical Bank, 100 Years Ago

BANKS TODAY certainly are different from their turn-of-the-century predecessors. Here is a description of the way things were 100 years ago at one major Southern institution:

Employees of the 1890s reported for work each day in rather formal attire, including, for the men, long-tailed coats and stiffly starched shirts with bat-wing collars. Women's hemlines swept the floor. Hats were in vogue for both men and women.

There were no automobiles, of course, so employees and customers alike arrived at the bank by streetcar, by carriage, or on foot.

Inside the bank, lobby furnishings reflected the technology and lifestyle of the era. Overhead ceiling fans rotated slowly, providing some relief from both the heat of summer and smoke from the highly popular cigar. Brass spittoons stood at discreet distances from each other around the room.

The forerunner of the sleek teller counters we know was a wire cage, designed to separate petty cash from the reach of nimble fingers. Tellers — primarily men until well into the 1930s — could enter and exit from a door in the rear.

Although women were allowed to use the main lobby of the bank in those early years, it was felt that many of them would be uncomfortable in such a man's world. For several decades, beginning about 1911, most banking offices maintained a department exclusively for women customers. There they could conduct banking transactions with their own special teller (a man), write business letters, or simply relax.

Turn-of-the-century lighting consisted of "three lamps of 16 candlepower each," according to the archives of one office. Later, 24-watt bulbs hung by a long cord over each desk.

"Bankers' hours," a term that today has little meaning for banks that provide all-day service, does have some historical basis.

In decades past, banks traditionally were open from 9 a.m. to 1 p.m. during the week, and 9 a.m. to noon on Saturday. Flexibility, however, was the order of the day and, as one former bank employee recalls, "If a customer came and knocked on the back door after we'd closed, we'd go open it and he'd come strolling in to make his deposit."

Flexibility was the norm for staff members, too. At the end of the month when statements were due, virtually the entire bank would pitch in, working until 7 or 8 p.m. to prepare and mail the statements. That completed, employees would return to their regular duties — until the end of the month rolled around once more.

— ***The Wachovia Bank & Trust Co.,***
Winston-Salem, N.C.

OVIA LOAN AN

Leonardo DaVinci was one of the greatest artists of the Italian Renaissance. His portrait *Mona Lisa* and religious scene *The Last Supper* are among the most famous paintings in the history of art. But . . .

look a little further.

A single talent applied to a specific category can be so broadly accepted and universally acclaimed that accomplishments in other areas may get overlooked.

Often we're pleasantly surprised to discover that the same imagination necessary to achieve recognition in one area has so frequently contributed to a wide variety of other successful endeavors.

Leonardo DaVinci is a classic example. It would be easy to acknowledge him only for his profound talent as an artist. His achievements in painting are a convincing argument that DaVinci dedicated his life and energy to the oil canvas.

But when we look a little further we discover Leonardo DaVinci was so much more.

He was among the first astronomers to proclaim that the earth revolves around a stationary sun. Perhaps this same interest in stars and space lead Leonardo to explore the reality of flight.

Some 500 years before the Wright Brothers made their mark in history, DaVinci completed drawings and plans for flying machines. His notebook drawings even reveal the first serious considerations for parachute design.

And as we look a little further, we discover Leonardo DaVinci was a remarkable scientist and prolific inventor. He made significant discoveries and contributions in the fields of medicine, botany, geology and jet propulsion.

Thomas Cook is another classic example of creative versatility. The pioneer in global travel services over a century ago, he also invented the Circular Note, the forerunner of the modern travelers cheque. Today, Thomas Cook Financial Services remains one of the largest issuers of travelers cheques.

But if you look a little further you'll learn that Thomas Cook Financial Services is the source of a unique variety of innovative wholesale services for financial institutions.

Leonardo DaVinci and Thomas Cook are two examples of the valuable knowledge and rich rewards that can be realized when we resist the temptation to take something for granted and take the initiative to look a little further.

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High-Water Mark for Banking

The period ending about 1913 was, at least in one respect, the high-water mark for American banking. By 1912, 88.2% of private citizens' available funds were held in commercial banks, up from 55.5% in 1867 and 81.3% in 1900. One study concluded that banks never again held such a high percentage of all fiduciaries' funds.

The high water came from many sources. In 1900, three-fourths of all banks were operating in small towns, often cheek-by-jowl with others of similar size. Half of all earning assets of commercial banks were in the form of short-term business loans to small and medium-size firms; long-term business credits, such as corporate bond holdings, were less than a fifth the total of short-term loans.

The small-bank phenomenon continued to blossom in the early years of the new century. In 1900, Congress amended the law to permit national banks to be formed in small towns with only $25,000 in capital, not $50,000, as it had been. But demand for banking services in rural areas played a larger role in the expansion. Oklahoma added an astounding 810 banks in the 1900-1914 period, and North Dakota added 613.

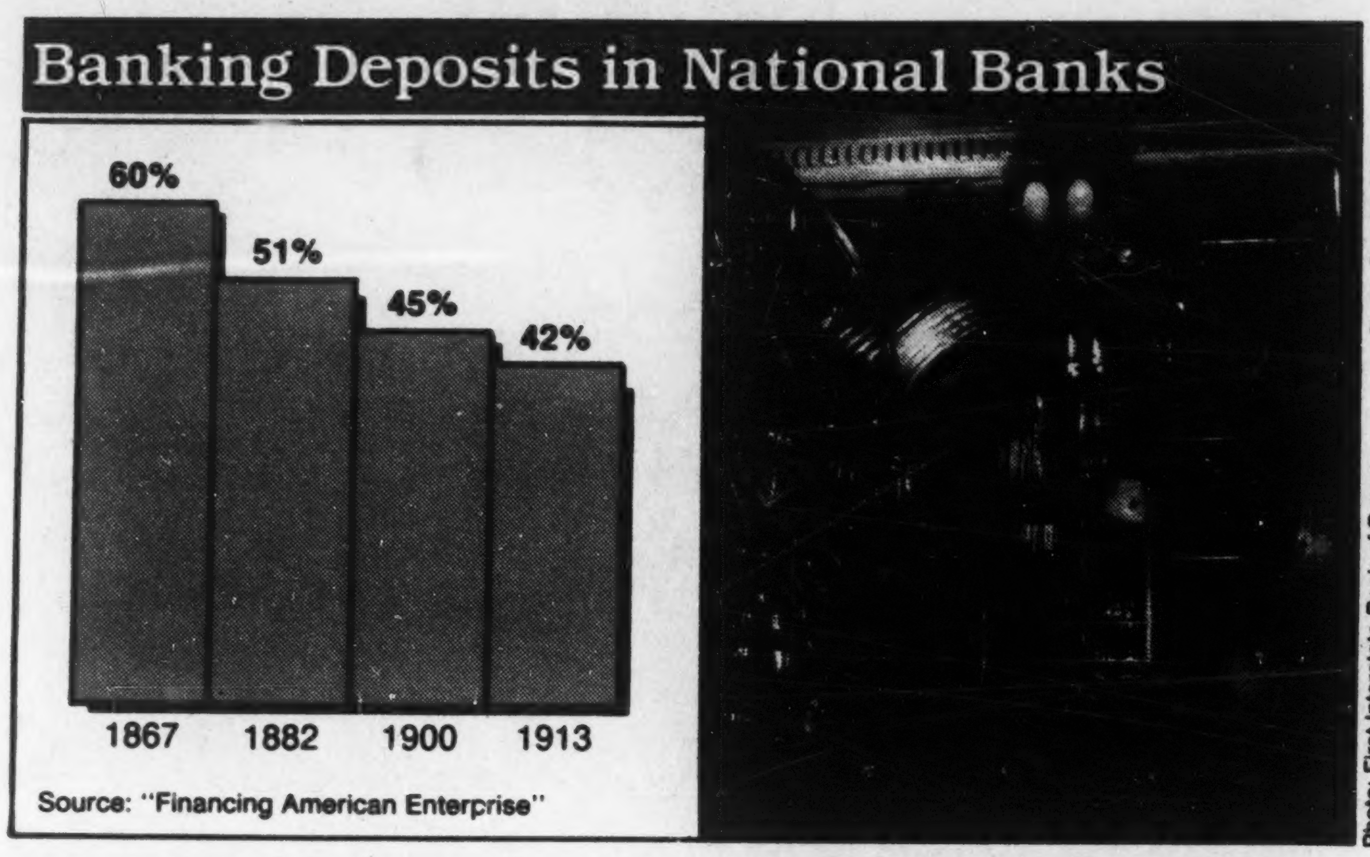
Competition stimulated innovation. Branch banking had been largely denigrated in the late 1800s; it was considered unwieldy, and, perhaps worse, a threat to the pioneer spirit that induced businessmen to form their own banks. Moreover, a network of correspondent banks, which offered services such as check-clearing, asset management, and stock trading to smaller-city cousins, continued to grow, mitigating the appeal of branches.

But the barriers began to erode. An 1898 law permitted branching in five New York counties, and California adopted a branching law in 1908. Chain banking — the development of banks owned by one "chain," or common owner — began to develop, particularly in the Midwest, West, and South.

Commercial paper, which had been in existence as far back as 1860, beckoned to many larger banks in the early 1900s. They began to buy this short-term debt, issued directly by corporations as a means of raising money, in the interest of diversification and liquidity. Much of their money, after all, was still invested in railroad bonds; by 1912, banks held $900 million in railroad paper.

Growth of Credit Analysis

It was in this period that credit analysis, the process of investigating existing and potential borrowers to determine their creditworthiness, became an important adjunct at many larger banks.



Banking Deposits in National Banks

Source: "Financing American Enterprise"

Chart: Stanford Kay

Photo: First Interstate Bank of Denver

Ignoble Managers Corrupted a Noble Notion In the Destruction of a Reconstruction Bank

GREED AND GRAFT — the two Gs that played an outsized role in Reconstruction — figured prominently in post-mortems of the Freedmen's Savings Bank, liquidated in 1874 after nine years of life. Like many Reconstruction-era efforts to help freed slaves, it began with noble aims and noble pronouncements and ended with that nobility in tatters, having been subverted by privateers who saw in government or quasi-government services for blacks a chance to line their own pockets.

The Freedmen's Savings Bank, chartered in March 1865 after Abraham Lincoln signed legislation authorizing its formation, was designed, as its name implied, to provide a place for freed slaves and other blacks to put their savings. Interest of 6% was to be paid on deposits, and principal targeted customers were the former soldiers who had mustered out with cash but had no history of saving or using banks.

Officially chartered as the Freedmen's Savings Bank & Trust Co., it aimed to improve the lot of blacks, according to its statement of purpose, by "fostering habits of thrift and economy, by encouraging them to save their earnings, and thus secure a safe, economic position in society."

Leading the drive for the bank was John W. Alvord, a Congregationalist minister who had traveled with Gen. William T. Sherman's army in the final weeks of the Civil War. Seeing first-hand the difficulties black soldiers experienced with military banks, he envisioned a network of branches across the South that would collect deposits and invest them largely in U.S. government securities. Attesting to its high purpose was a clause affirming that interest on deposits uncollected for two years after the death of a depositor would be set aside for the education of blacks.

From the outset, however, powerful ambiguities swirled around the bank. In the months after the war ended, Alvord himself was attached to the Freedmen's Bureau Educational Department, a government-sponsored entity under Gen. O.O. Howard that aimed to help blacks through education. Branches of the bank tended to be established in the same building where the department had its offices, and bank officials often wore uniforms — and frequently solicited deposits. Yet the bank never had any official ties to the government.

Moreover, Alvord, who was traveling through the South for the Freedmen's Bureau educational arm, apparently represented as an order a recommendation from Gen. Howard that blacks deposit their money with the Freedmen's Savings Bank.

Limits Ignored or Unknown

Another ambiguity centered around the bank's permissible activities. In passing the bill authorizing the bank, Congress intended that it be chartered in — and its activities limited to — the District of Columbia. The charter was made effective for the District, but Alvord and his colleagues never proposed to limit business to Washington; a network of branches across the South was their goal from the outset. Later accounts indicate that the founders either did not know or flaunted the charter's limits.

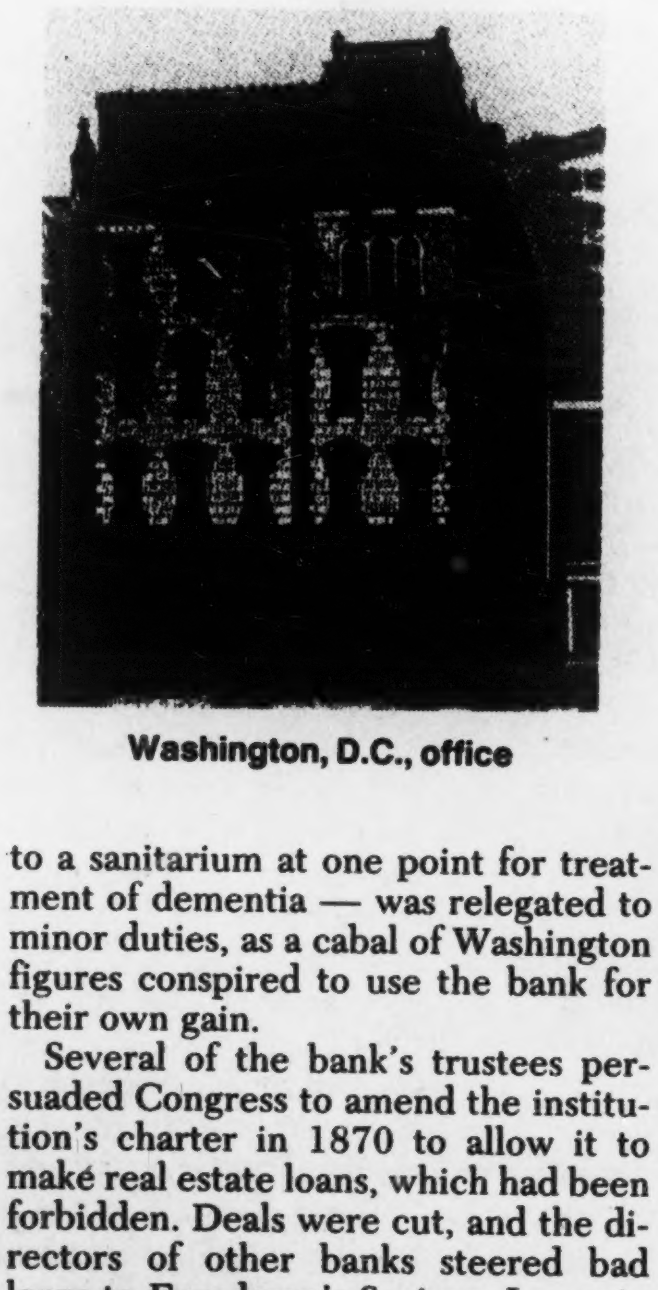
In any event, the Freedmen's Savings Bank set up headquarters in New York City in April 1865 and began accepting deposits. By May 16, a mere $700 had come in. The District of Columbia branch was set up in July, and, thanks to Alvord's efforts, the bank began adding branches in scattered locations around the South.

Military banks in Norfolk, Va., and Beaufort, S.C., were then absorbed, swelling deposits, and the bank had 10 branches by the end of 1865 and 10 more by the end of 1866. From then on, the pattern fluctuated sharply. No branches were opened in 1867, but three were in 1868, one in 1869, and eight in 1870. The addition of two more in 1871-72 gave the system its final total of 34, the vast majority in the Deep South.

Deposits grew apace with the opening of the branches. By the end of 1866, they stood at $305,167, rising to $12.6 million in 1870 and $57 million in 1874. Still, the average deposit was tiny; over the life of the bank, the average in any account at any one time was $50.

Alvord, who began as the Freedmen's Savings Bank's recording secretary, became its president in 1868, and its headquarters were moved from New York to what was described as "a fine building erected especially for it, opposite the United States Treasury."

The move to the capital was to play a large part in the bank's downfall. Alvord, who was aging and apparently somewhat addled — he was committed to a sanitarium at one point for treatment of dementia — was relegated to minor duties, as a cabal of Washington figures conspired to use the bank for their own gain.



Washington, D.C., office

Several of the bank's trustees persuaded Congress to amend the institution's charter in 1870 to allow it to make real estate loans, which had been forbidden. Deals were cut, and the directors of other banks steered bad loans to Freedmen's Savings. Loans in real estate proliferated after the charter change allowed half of all the original provisions for U.S. securities — initially, they represented two-thirds of the bank's portfolio — to be invested in real estate or bonds.

Misplaced Decimal Points

While the headquarters office was robbing the store, the branches were having problems of their own. Most were still merely collecting deposits and paying interest on them, but incompetence and fraud were rampant. Records showed that some entries were improperly recorded, often because decimal places were wrongly positioned; a draft of $31.60, for instance, was recorded as $3,160. Bookkeepers were often poorly qualified, particularly in smaller rural branches.

Regulatory laxity contributed to other problems. Overdrafts were frequently permitted to more prominent borrowers, and central authority was almost nonexistent. Nor were regular inspections carried out.

Corruption apparently became a province of those who would be least suspected of it — the clergy. "The white clergymen who were cashiers proved to be quite unable to withstand the pressure of cash in the vaults," wrote Walter L. Fleming in *The Yale Review* in 1914.

One such cashier, the Rev. Philip Cory of the Atlanta branch, tried to discourage black depositors, an obvious breach of the bank's mission. When he was removed, his black successor found that the Rev. Cory had embezzled $10,000. He was eventually convicted and sentenced to four years in prison; as it turned out, he was the only person connected with Freedmen's Savings ever to be prosecuted.

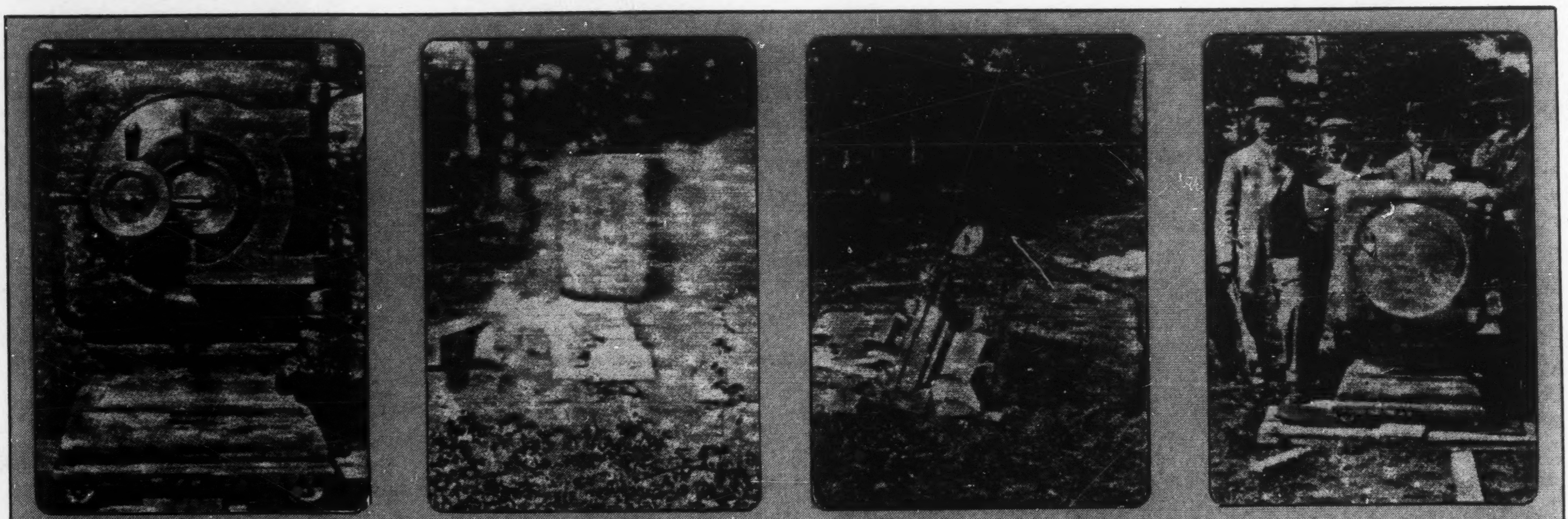
As the real estate market turned down in the early 1870s and the bank's real estate woes mounted, runs began. Three beginning in 1873 took $1.8 million out of the bank in 18 months. Trustees decreed in 1873 that withdrawals could be made only with 60 days' notice; the effect was to dry new deposits to a trickle. The Comptroller of the Currency that year reported serious mismanagement at the bank, and a report in February 1874 showed it had been insolvent for almost a year.

The string was played out slowly. Trustees were still trying to lure deposits, even after they had prudently pulled out their own funds. But Frederick Douglass, the black leader, blew the whistle. Elected president of the bank early in 1874 in an attempt to shore up the bank's credibility, he knew nothing of the insolvency for some time. But his suspicions grew, and by late spring he had gone to Congress to report his worries. After an investigation, officials decided in June to liquidate the bank.

The postscript for Freedmen's Savings was not a happy one. Commissioners were appointed in July 1874 to bring order to the books — losses were put at $280,000 — and to pay dividends to depositors. Three such dividends, all meager, were paid by 1880. A clamor went up from blacks, who pointed to the bank's professed congressional mandate and government connections and argued that Uncle Sam should make them whole.

But it never happened. Despite congressional investigations in 1876 and 1880 that uncovered widespread fraud and mismanagement, and recommendations by several comptrollers in the 1880s and 1890s that the government offer relief to depositors, Congress never responded. A bill for depositor relief did clear the Senate in 1888, but it died in the House, and no more dividends were ever declared.

— ***Jeffrey Marshall***



Field testing of safes in the late 1800s included attempts to blow them up to demonstrate their invulnerability, as Diebold did in this sequence. Bankers chose the safes for testing from a stockpile. Then the safes were transported to nearby farmland where they were blasted with explosives and inspected by the onlookers.

From fewer than 10 such departments in 1899, the credit analysis movement had spread to most major banks by 1911.

"Department store banking," the forerunner of today's "financial supermarkets," emerged as banks diversified to compete more effectively with trust companies, private banks, and savings institutions. Though barred from lending on real estate, commercial banks found ways to sidestep that ban. Frequently, they formed mortgage and trust companies, often in the same building as the bank. By 1913, banks held almost $700 million in farm mortgages, out of a total of $4.7 billion.

Bankers Trust Co., New York, was formed in 1903 as a specific reply by commercial bank opponents of the trust companies, many of which, bankers felt, were operating imprudently. That same year, the New York Clearing House began to demand a 10% reserve from trust companies to use the clearing house services; some trust companies proceeded to drop out of the clearing house network.

But it was another clearing house, in Boston, that provided a processing breakthrough. In 1899-1900, the Boston facility began a uniform clearing procedure for clearing the checks of all New England banks. Remittances would be at par, and any banks that refused to pay at par would be subject to an exchange charge.

The insistence on a standardized payment process enabled the Boston Clearing House to lower clearing charges dramatically — from $1.25 per check to 7 cents within a year, according to one study. The Boston experiment was soon emulated in St. Louis, Kansas City, and Detroit, and eventually by New York, and it later became a model for the Federal Reserve System.

Technology began to improve. Until the late 1890s, almost all entries were made by hand; gradually, however, practical adding machines came into general use, as did typewriters, punched card tabulators, and check-writing equipment.

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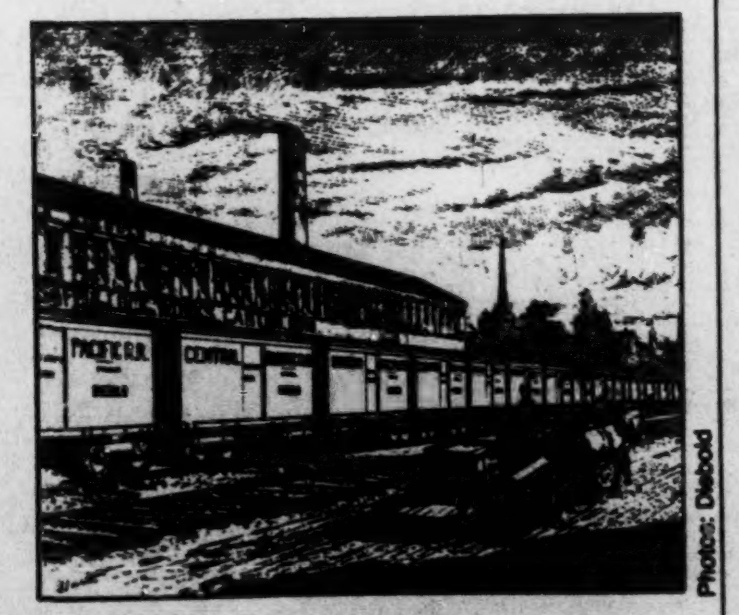

Photos: Diebold

Bank loans helped build railroads.

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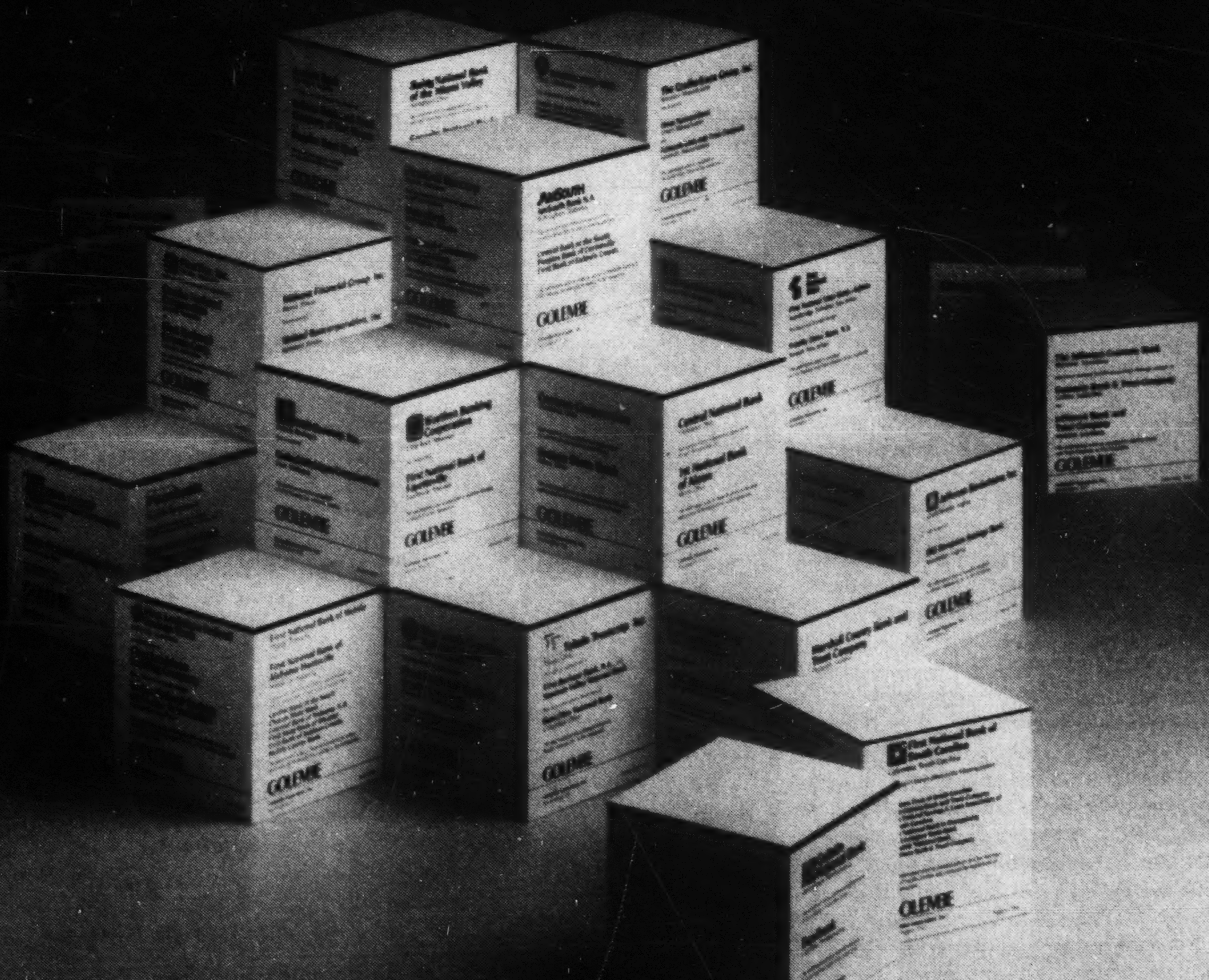

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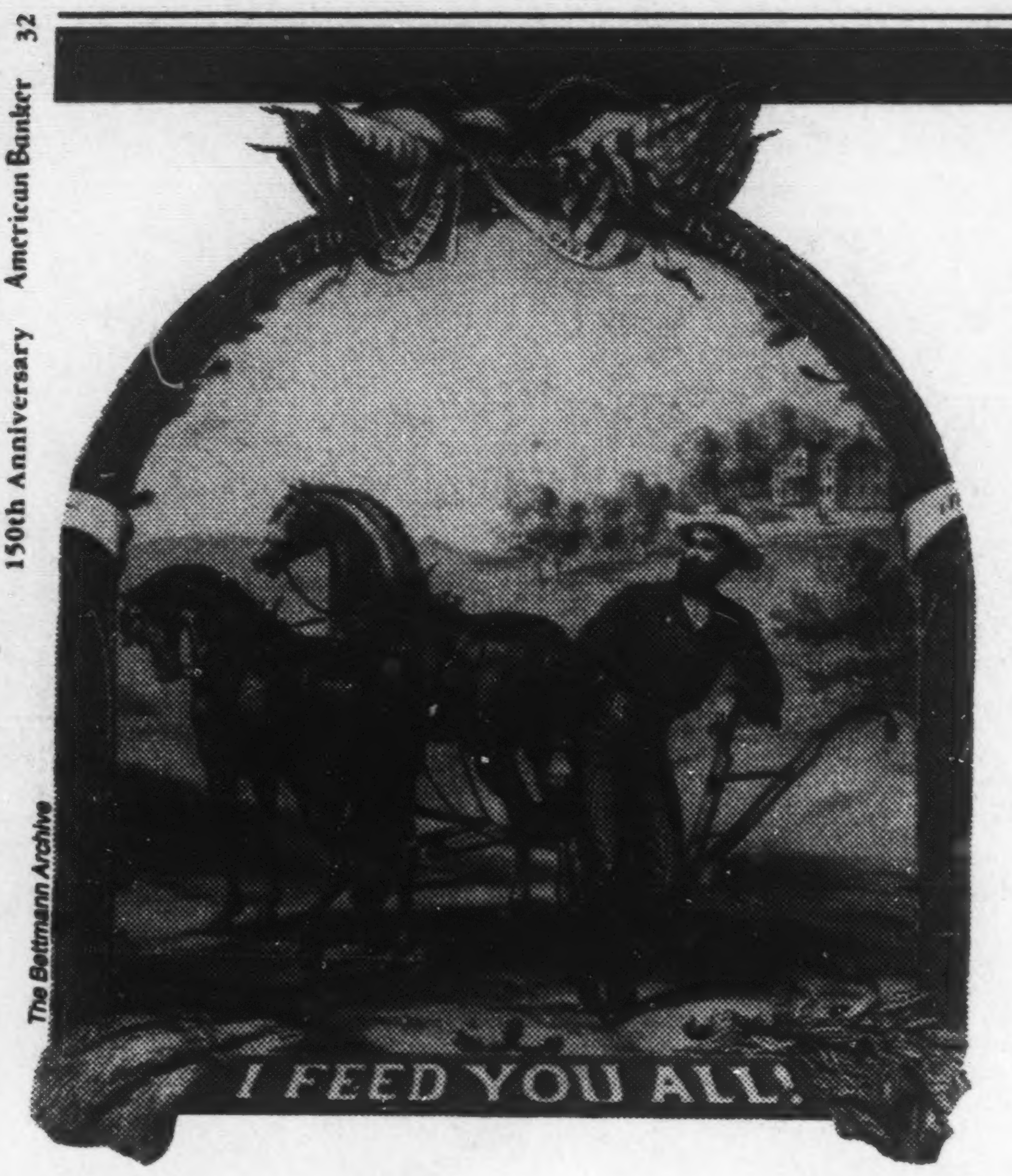
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> **"The number of banks grew at a rate five times that of population in 1863-1913; farm towns, even if mere crossroads in a checkerboard of fields, sprouted banks like spring seedlings."**

Team of horses and a confident farmer attest to importance of agriculture. Farm banks multiplied in late 1880s.

Continued from Previous Page

Bank fees are not a modern-day phenomenon. By the early 1900s, some banks required a minimum checking balance of $100 to $200, and some charged as much as $2 a month in fees. Nor was deposit insurance a product of the 1930s. A crude insurance system began in Oklahoma in 1907, and similar systems started in other Farm Belt states. The forerunners of private insurance systems in Ohio and Maryland that collapsed in 1985, these early deposit insurance schemes were small and poorly capitalized.

Rockefeller Millions in 1907

While banking was becoming increasingly dynamic, currency remained relatively rigid, and liquidity was minimal. Given that situation, the panic of 1907 was not surprising. But it was severe, prompting help from J.P. Morgan and John D. Rockefeller; Rockefeller loaned millions to keep the stock exchange running. One economist called the 1907 crisis "probably the most extensive and prolonged breakdown of the country's credit mechanism since the establishment of the national banking system."

The crisis pointed out in graphic terms just how vulnerable the banking system was to hoarded money. The *American Banker* noted in late October that "many brokers were unable to supply themselves with funds at any rate"; with the demands for cash mounting, mere collateral was scorned.

"One of the trust companies that closed its doors had in its possession live assets amounting to over $50 million, but all of this credit was dead," the *American Banker* wrote. "It could not do the work of a single dollar in the paying teller's cage."

Through the leadership of Morgan, and with a generous dollop of government aid, the crisis passed. But it required 60 clearing houses to issue pooled loan certificates worth $256 million, 2.5 times the volume of those issued in 1893.

The next year, the Aldrich-Vreeland Act established the National Monetary Commission to study the country's monetary system and make recommendations for reform. It also authorized a national currency association of at least 10 national banks to make note issues in emergencies, and eliminated the reserve requirement for federal deposits.

Woodrow Wilson's election in 1912 was to become a major force for currency reform, which Wilson supported. By the summer of 1913, led by Rep. Carter Glass of Virginia, the movement for a government reserve system began gathering steam as part of a larger currency bill.

Legislation was drafted calling for a reserve system comprised of locally controlled reserve banks that could put high-powered government money to work in situations where banks had previously had to step in. These reserve banks would pay a 6% dividend and do for banks what banks did for their customers — hold surplus funds, handle deposits, and offer remittance facilities.

Unlike the First and Second Banks of the United States, the reserve banks would not deal directly with the public — thus avoiding the apparent impropriety of the government becoming engaged in a profit-making venture.

Compromise on 12 Banks

As the legislation began to take shape, a compromise emerged. Some had argued for reserve banks in each state, but most believed that would be too unwieldy. And creating just three or four, others felt, would take away some of the local control the system was intended to provide. So a compromise was reached on 12 district banks.

Not everyone was happy with the plan. Rep. George McClean of Connecticut complained that "the present haste to organize the banking system of this country is purely political. There is not one man in ten thousand who cares anything about the subject . . . and his ignorance in this regard is as natural and excusable as his ignorance of the Chinese language."

But the legislation passed by healthy margins in both houses. In addition to providing an unprecedented level of reserves, the Federal Reserve Act gave national banks the right to make real estate loans and exercise trust powers. And by establishing a career system for salaried examiners — providing a path for promotion and expanded responsibilities — it attracted better people and gave the banking system more effective supervision.

The *American Banker* championed the plan, saying in March that the prospect that it would be passed was "almost too good to be true." When it was eventually signed, the *American Banker* hailed it as "the second great revolution in the financial history of the United States," creating "a new system that is at once stable and flexible, and thus removes all the evils from which the country has suffered during the past 40 years." ■

How a 'One-Man Federal Reserve' Rescued The Financial Markets in the Crisis of 1907

RETURNING TO HIS palatial home on New York's Madison Avenue on Sunday, Oct. 20, 1907, J.P. Morgan soon discovered that the financial crisis that had been festering before his departure earlier that month for the Episcopal Triennial in Richmond, Va., had become worse. United Copper stock had essentially collapsed in frenetic trading the previous Friday, and rumors of overextension by the Knickerbocker Trust Co., a big New York institution, were giving Wall Street a bad case of the jitters.

A tall, stout man of 70 with a huge nose that flushed red when he was ill or angry, John Pierpont Morgan had long been a titan. His firm, J.P. Morgan & Co., founded 12 years earlier, was a major force on Wall Street, and Morgan himself had amassed an immense fortune. Like other hugely wealthy men of the Edwardian era, Mr. Morgan — a staunch Anglophile — lived lavishly, buying estates in Britain, yachts, and European art treasures for his mansion.

Mr. Morgan, who had fashioned his empire by financing the industrialization of America, saw the deteriorating financial markets of that autumn as a threat to everything he had built. For his role in the next few days, some would brand him an opportunist, others a patriot. But whatever his motives, Mr. Morgan is credited with personally saving New York's trust companies and Wall Street's major brokerage houses from going under. In the days before the Federal Reserve System, he acted, said historian Frederick Lewis Allen, "like a one-man Federal Reserve."

Mr. Morgan's influence was widely recognized. On Aug. 24, when a bearish market was growing more restive and traders increasingly perturbed, the *American Banker* noted that "the arrival of J.P. Morgan from his trip to Europe sooner than has been expected gave the hope that interests with which he was connected would receive assistance from this banker and financier."

But an upturn in September offered "a more cheerful tone," *American Banker* reported Sept. 14. Two weeks later, the newspaper deemed the financial markets "dull and featureless but essentially cheerful" — presumably on the premise that anything short of catastrophe offered some hope. A month later, however, any lingering optimism had evaporated.

Summoned to Red Room

On Monday, Oct. 21, Mr. Morgan summoned several leading New York bank presidents to the Red Room of his library. Florentine masterpieces from the Renaissance served as backdrop for the likes of George Baker of First National and James Stillman of National City as they discussed the heavy withdrawals that started at the Trust Company of America in New York and were spreading to other banks in other cities and to brokerages as well. Mr. Morgan and the bank executives broached the idea of some collective action.

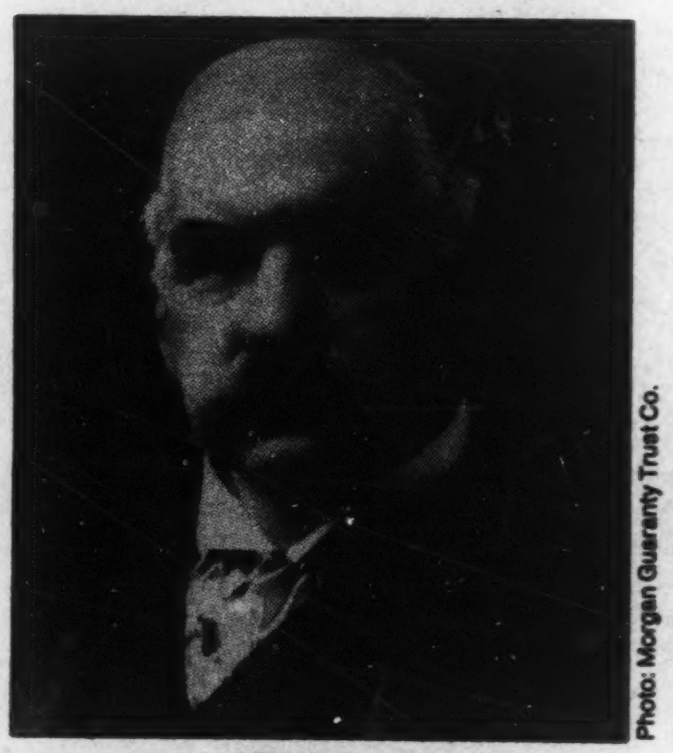


Photo: Morgan Guaranty Trust Co.

J.P. Morgan

Mr. Morgan monitored events from his office at 23 Wall Street through that day and the next. The Knickerbocker Trust Co., with about $40 million in assets, closed its doors at 12:30 Tuesday, sparking rumors that besides Trust Company of America, other trust companies — subject to fewer regulations than banks and closely tied to stock trading — were also on thin ice.

On Wednesday, Oct. 23, Mr. Morgan had decided to form a salvage fund to bolster the troubled institutions and prevent a wider run. His firm and the two big banks, First National and National City, would be the main contributors to a fund of pooled clearing house certificates, instruments that had been used to stem runs during earlier financial crises.

Then, Mr. Morgan called Treasury Secretary George B. Cortelyou, already in New York, to go over the pool plan and to ask for government help. Mr. Cortelyou told him that the problems besetting Trust Company of America were outside the government's jurisdiction, but he offered a promise of government help "through the national banks and private financial institutions, when they are united."

Meanwhile, the run on Trust Company of America continued. A frantic Oakleigh Thorne, president of Trust Company, told Mr. Morgan that the vaults would be empty by the close of business that day if withdrawals did not slacken. Mr. Morgan then convened an emergency meeting with Mr. Baker; Mr. Stillman; E.C. Converse, president of Bankers Trust; and Edwin S. Marston, head of Farmers Loan and Trust.

Mr. Morgan pledged J.P. Morgan & Co. assets to bolster Trust Company, and demanded that the others follow suit. But the bankers pleaded for time, and Mr. Morgan had to call on his bluster and his power to win them over. Trust Company was given an immediate credit of $10 million, which arrived just before the institution's assets were gone.

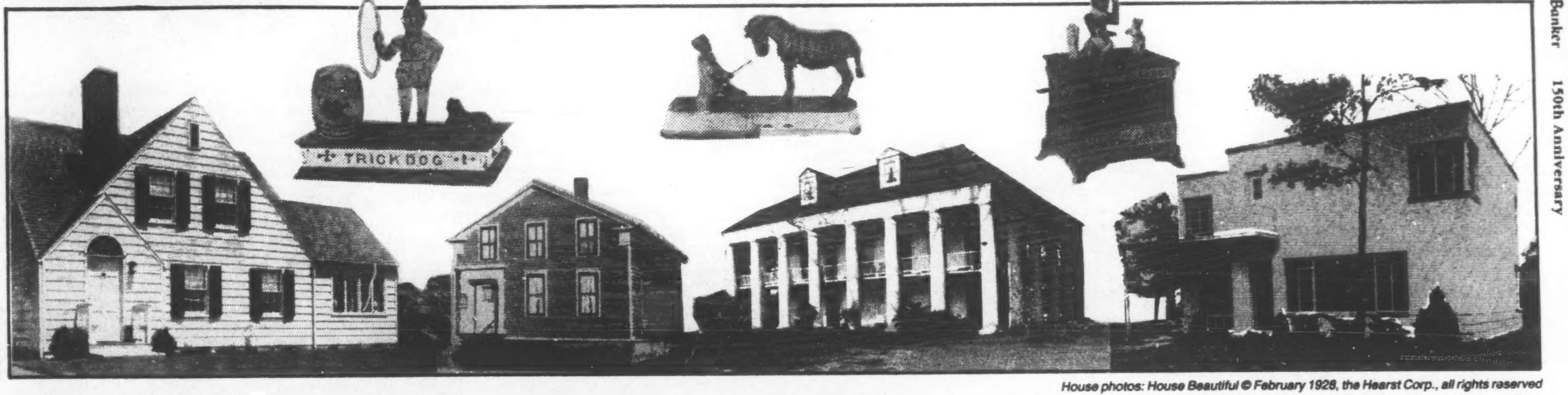
Exchange Needed Cash

Though suffering from a cold, Mr. Morgan worked through the night on the details of the salvage fund. The next noon, he was told by the president of the New York Stock Exchange that the exchange, battered by the panic selling of steel and railroad issues in recent days, was in danger of suspending operations. An immediate injection of cash was needed, the exchange executive told him.

Mr. Morgan sprang into action again, calling Secretary Cortelyou and getting a pledge of government aid to distribute as needed. He then summoned the bankers again and hammered out an agreement to put up a $25 million loan of pool money, using some of the federal guarantee funds, to the exchange at 10% interest. When news of the loan was telephoned to the trading floor, the interest rate on call money dropped from 100% to 6%, and a cheering pandemonium broke loose.

— *Jeffrey Marshall*

THRIFT HISTORY



Stanford Kay

House photos: House Beautiful © February 1928, the Hearst Corp., all rights reserved

A Thrift Is Not Just A Thrift, as Time Goes By

The mutual institution created for benefit of depositors evolved into full-service operation of the 1980s.

By Mark Basch

"TRUTH TO SAY, savings banks exercise much of the same influence upon a community that sunbeams do upon the earth, dispelling gloom and despair and giving in their place hope and happiness."

In 1916, the savings bank was celebrating its 100th birthday in the United States when James Hilton Manning, a former president of the Savings Bank Association of the State of New York, waxed poetic about the industry in a book titled "Century of American Savings Banks." And no one would argue back then that the Philadelphia Saving Fund Society, the oldest thrift institution in the country, did not exercise a strong influence on the Philadelphia community.

But today, as the American savings bank turns 170, it is unlikely that thrift industry observers still harbor those romantic notions. After all, when was the last time you saw "Meritor Financial Group" (the recently formed holding company for PSFS) and "sunbeams" in the same sentence?

Consider this passage from the *American Banker's* 100th anniversary edition in 1936:

"Continuously since its founding, the Philadelphia Saving Fund Society has been operated entirely for the benefit of its depositors. It was established for the sole purpose of receiving and investing such small sums of money as might be saved from the earnings of thrifty and industrious persons of modest means and of affording such persons the advantage of security and of interest."

Compare that to the comments of Frederick S. Hammer, chairman and chief executive officer of Meritor at the company's 1986 annual meeting:

"Our future began five years ago. In 1981, interest rates rose so significantly that PSFS incurred the first major loss in its long and distinguished history. This provided an unmistakable and dramatic signal that we could no longer remain a one-product company. At that critical juncture we had two alternatives — to be a strong niche player or become a full-service institution."

New workers helped banks grow.

PSFS opted for the full-service strategy. And that, in a nutshell, is the history of the thrift industry — beginning in the 19th century as mutual institutions operating for the benefit of their depositors and evolving into deregulated full-service financial institutions in the 1980s.

PSFS opened its doors on Dec. 2, 1816, as the first thrift institution in the United States. But the savings bank idea originated in Europe more than 200 years earlier. A Frenchman named Hugues Delestre is credited with being the first man to propose the general idea of a savings bank around 1610.

Another early advocate of the savings bank idea was English author Daniel Defoe, who suggested the organization of a savings bank in the late 17th century.

The earliest savings bank-type institution was formed in Germany in 1765, but historians recognize a "savings and friendly society" formed in Scotland in 1810 as the world's first actual savings bank. It was formed by the Rev. Henry Duncan in Ruthwell, Scotland, and opened on May 10, 1810.

By the time the first U.S. savings banks got off the ground, almost seven years later, there were 78 savings banks similar to Rev. Duncan's institution in the United Kingdom, according to Mr. Manning's book.

Three savings banks were formed in the United States in the fall of 1816, but PSFS got the jump on the other two and opened its doors first. The Bank for Savings in New York was actually formed a few days earlier, on Nov. 29, but slow legislative action prevented its opening for almost three years. The Bank for Savings finally received its charter from the state Legislature in March 1819, and opened on July 3, 1819. It was eventually acquired by the predecessor of Goldome FSB, Buffalo, N.Y.

PSFS opened without a charter in 1816, and was incorporated in 1819 under a special charter granted to it by the Pennsylvania legislature.

The first savings bank to receive a charter was the Provident Institution for Savings in Boston, which was incorporated on Dec. 13, 1816. The Provident opened for business in February 1817. It is now a subsidiary of Hartford National Corp. in Connecticut.

The first savings banks did not make mortgage loans, the principal activity of thrift institutions today. They were permitted to invest only in government bonds and bonds of their own states during their first few years of operation. It wasn't until 1830 that the Bank for Savings in New York became the first savings bank to receive authorization to make mortgage loans. It wasn't until the 1870s that the industry's investment in mortgages approached 50% of total assets.

In the 1980s, the differences between savings and loan associations and savings banks have been all but obliterated by regulatory and legislative changes. In fact, many savings and loans have converted to savings banks for no other reason than to put the word "bank" in their name as a marketing ploy. The name has nothing to do with the thrift institution's operations.

However, savings and loans and savings banks took two different evolutionary tracks before they merged into the modern thrift industry of today.

Continued on Next Page

Mark Basch is an American Banker staff reporter.

IMPORTANT DATES 1610-1982

1610 — Hugues Delestre, a Frenchman, first proposes the idea of a savings bank.

1765 — World's first savings bank-type institution is formed in Germany.

1781 — First building society is formed in Birmingham, England.

1810 — Rev. Henry Duncan forms first "modern" savings bank in Scotland.

1816 — Philadelphia Saving Fund Society, on Dec. 2, becomes first U.S. savings bank to open for business. On Dec. 13, Provident Institution for Savings in Boston becomes first savings bank to receive a charter.

1830 — Bank for Savings in New York becomes first savings bank to receive authorization to make mortgage loans.

1831 — Oxford Provident Building Association of Philadelphia County, Frankford, Pa., opens as the first U.S. savings and loan.

1843 — Charleston Savings Association in South Carolina becomes the first "permanent" savings and loan.

1851 — Oriental Building Association, oldest continuously operating S&L in the country, is formed in Washington, D.C.

1880 — Mutual Home and Savings Association, Dayton, Ohio, is formed and becomes the model for future "permanent" S&Ls.

1887 — National Building and Loan Protective Union in Minnesota is formed as the first "national" savings and loan.

1897 — Collapse of Southern Building and Loan Association, Knoxville, Tenn., leads to collapse of the "national" movement.

1919 — Federal Home Loan Bank System is proposed for the first time.

1931 — President Hoover formally proposes the Federal Home Loan Bank System.

1932 — Home Loan Bank Bill passes Congress.

1933 — Home Owners' Loan Act creates Home Owners' Loan Corp. and authorizes chartering of federal S&Ls.

1934 — Federal Deposit Insurance Corp. is formed in January with 236 mutual savings banks as members, but most drop out by June. Also in June, National Housing Act creates Federal Savings and Loan Insurance Corp.

1938 — Federal National Mortgage Association is created.

1939 — U.S. Building and Loan League becomes U.S. Savings and Loan League.

1944 — Servicemen's Readjustment Act authorizes Veterans Administration-guaranteed mortgages.

1966 — Interest Rate Adjustment Act sets federal limits on deposit interest rates.

1968 — Housing and Urban Development Act broadens S&L powers and splits Fannie Mae into two agencies — one to be called Government National Mortgage Association.

1970 — Emergency Home Finance Act creates Federal Home Loan Mortgage Corp.

1972 — Negotiated order of withdrawal, or NOW, accounts are offered for the first time, in Massachusetts and New Hampshire.

1974 — Congress allows limited number of conversions of mutual S&Ls to stock S&Ls.

1978 — Financial Institutions Regulatory and Interest Rate Control Act authorizes federal charters for savings banks.

1980 — Depository Institutions Deregulation and Monetary Control Act.

1982 — Garn-St Germain Depository Institutions Act ends most distinctions between savings and loans and savings banks.

PSFS, First US Savings Bank, Inspired by British Examples

"TO PROMOTE economy and the practice of saving amongst the poor and laboring classes of the community — to assist them in the accumulation of property that they may possess the means of support during sickness or old age — and to render them in a great degree independent of the bounty of others — is a duty incumbent upon all, who by their services or advice have it in their power to effect so desirable an end," according to an address to the public by the Philadelphia Saving Fund Society in December 1816.

"Of the charitable institutions that have had for their object the amelioration of the human condition, none perhaps deserve higher commendation than those which, under the title of Provident Societies or Savings Banks, have lately been established throughout the kingdom of Great Britain."

The first directors of the United State's first savings bank prepared this address as a sort of preamble to PSFS' articles of association to explain the savings bank principle to the people of Philadelphia "in the confident expectation that its motives may be properly estimated and that it may meet with the general support of the community.

"The office of the Society, which first commenced its operations by the receipt of deposits on Monday the 2nd, will be open every Monday morning from 9 to 11 o'clock for the deposit of money, and on every Thursday during the same hours, for the payment of such sums as may be withdrawn, at No. 22 Sixth Street, between Market and Chestnut Streets."

Twelve Philadelphians, under the direction of Condy Raguet, met in late November 1816 to form a "society" based on the savings banks that had been recently established in Great Britain. Although it did not have a charter (it wasn't incorporated until 1819), PSFS opened for business on Dec. 2, 1816, the first savings bank in the U.S. to open its doors.

According to the articles of association, "The Philadelphia Saving Fund Society is established for the sole purpose of receiving and investing in government securities, or other substantial public stock, such small sums as may be saved from the earnings of tradesmen, mechanics, laborers, servants, and others; and of affording to industrious persons the two-fold advantage of security and interest."

Deposits would bear an interest rate of 4.8%, but "no sum less than one dollar shall be received as a deposit; and no interest shall be allowed on any payments, until they amount to the sum of five dollars."

The first depositor in PSFS (and the first U.S. thrift depositor) was a man named Curtis Roberts, whose listed address was the same as Mr. Raguet's. Mr. Roberts was described as a waiter and a laborer in PSFS directories of the period. "The natural inference is that at the time of opening the account, he was a domestic in Mr. Raguet's home," according to a 1916 book titled "A History of the Philadelphia Saving Fund Society," by James M. Willcox.

Mr. Roberts' passbook shows that he deposited $5 in the Society on Dec. 2, deposited another $5 on April 21, 1817, and was credited with his first 40 cents interest in January 1818.

Few people need to be told today how successful the first U.S. savings bank became. From that first $5 in 1816, PSFS grew to $64,263 in deposits by 1820, passed the $1 million mark in the mid-1830s, and reached $130.9 million by its 100th anniversary in 1916.

Today, as it has been throughout the history of the thrift industry, PSFS is still one of the largest thrifts in the nation with about $13 billion in deposits.

— ***Mark Basch***

Continued from Previous Page

While savings banks were formed to encourage thrift among depositors, savings and loans began as "building societies" that were established to help members build homes.

Like savings banks, savings and loans trace their origin to Europe. The first building society was formed in Birmingham, England, in 1781.

In these building societies, the members would contribute a certain amount of money to the society every month. When enough money was collected for one of the members to build a house, a loan was made. In some cases, a monthly drawing would be held to determine which member would get the loan.

The process would be repeated until every member received a loan and repaid it. Then the society would go out of existence.

There were already 36 savings banks in the U.S. by the time the first American savings and loan was formed on Jan. 3, 1831 — the Oxford Provident Building Association of Philadelphia County, Frankford, Pa.

The Oxford Provident operated in a similar manner as the English building society. It was a terminating society, meaning that it would disappear when all its members had received and paid back a loan.

The spread of building and loans (early savings and loans were called building and loans) started slowly — the second institution was not formed until five years later in Brooklyn, N.Y. But the movement spread rapidly across the country in the middle of the 19th century.

The term "savings and loan" came into use in 1850 by an act of the Connecticut state government. And by 1890, every state in the nation had at least one savings and loan association. The savings banks were confined mainly to the Northeast.

As the savings and loan movement grew, two other types of savings and loans had developed in addition to the terminating society. One was the serial plan, which was developed in the 1850s. Under the serial plan, an association issued several series of shares at regular intervals, rather than issuing one series when the association was organized. With this method, new members could be brought in to the association when a new series of shares was issued. Each series was itself a terminating unit, however.

The serial societies lasted well into the 20th century. In fact, it was the most common type of savings and loan in states like New Jersey, Pennsylvania, and Massachusetts up until the Great Depression.

The third type of savings and loan society was the permanent plan, which originated with the Charleston Savings Association in South Carolina in 1843. But the idea of a permanent association

Who's the ATM

"We looked at all of them and

"We were introducing a new debit card that we wanted to tie into a national ATM system," cites William C. Nelson, executive vice president of InterFirst Bank of Dallas.

"It was critical for us to be able to issue these new cards to our customers as soon as possible. The Plus System® network's technology and expertise proved to be what we needed to meet our objectives.

"Another important factor in our decision was the international scope of Plus System, Inc. which is unique among ATM networks," reports Mr. Nelson. "InterFirst customers like to travel and now with Plus

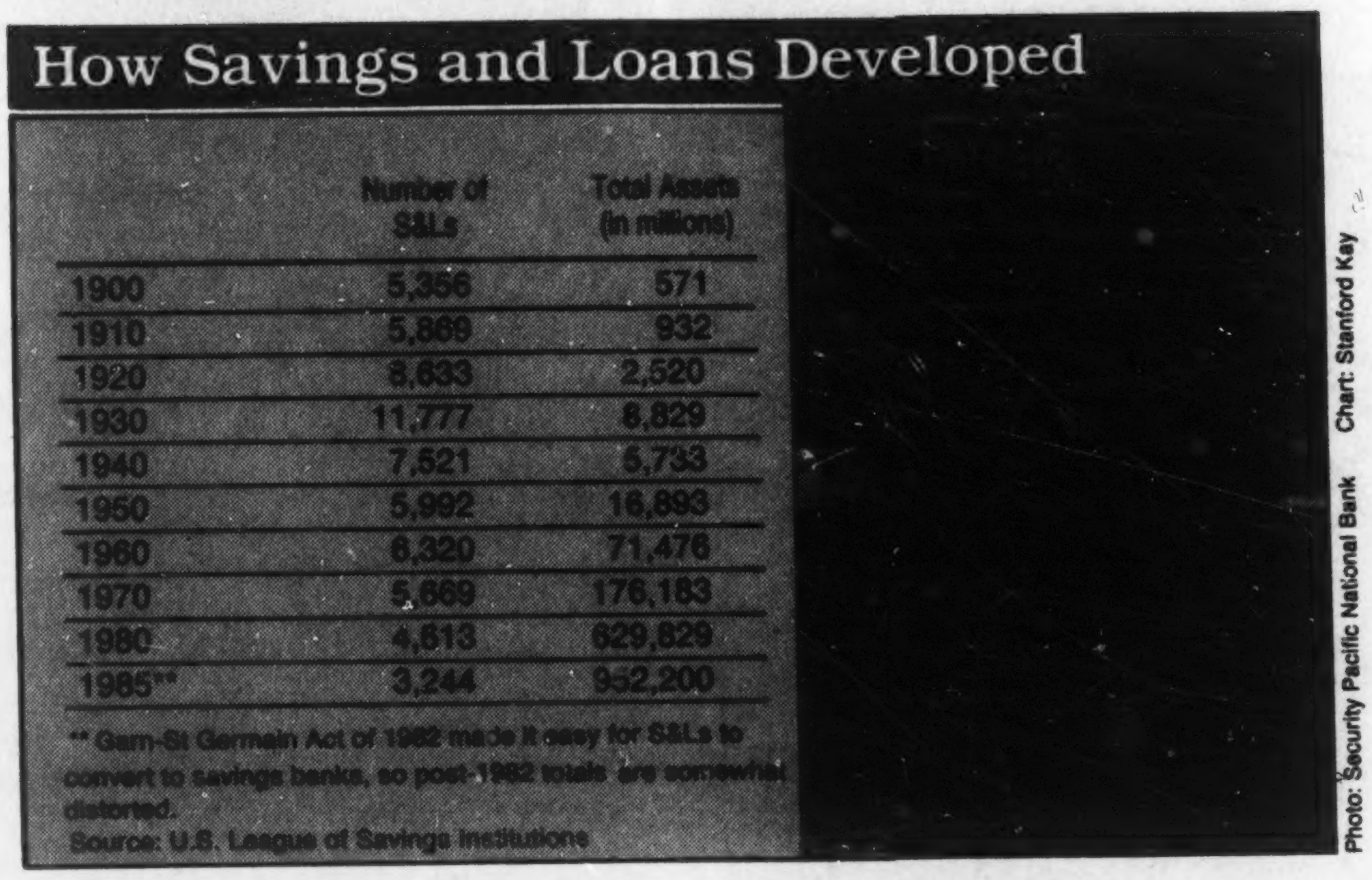
was not popularized until the formation of the Mutual Home and Savings Association of Dayton, Ohio, around 1880. For that reason, the permanent plan is also known as the "Dayton Plan."

The major feature of the Dayton Plan was the issuance of shares at any time, meaning that members could deposit or borrow money at any time instead of at the intervals prescribed by the association. They could also withdraw their money without the penalties imposed by the terminating and serial societies.

As the building and loan industry grew in the 19th century, it was not considered a serious threat to the savings bank business. "From 1816 to about 1890, no competitor of any consequence was disturbing the savings bank," wrote Frank P. Bennett Jr. in a 1924 book called "The Story of the Mutual Savings Bank."

The mutual savings bank was easily the dominant type of financial institution in terms of savings deposits held during that time period. In 1880, 87.5% of all U.S. savings deposits were in savings banks, compared with only 0.8% in savings and loans. Commercial banks held 11.7%.

Over the next 10 years, those patterns shifted somewhat. Savings banks still had most of the savings deposits, with 73.7% in 1890, but savings and loans made a big gain to 10%. Commercial banks' share rose to 16.4%.



How Savings and Loans Developed

	Number of S&Ls	Total Assets (in millions)
1900	5,356	571
1910	5,869	932
1920	8,633	2,520
1930	11,777	8,829
1940	7,521	5,733
1950	5,992	16,893
1960	6,320	71,476
1970	5,669	176,183
1980	4,613	629,829
1985**	3,244	952,200

** Garn-St Germain Act of 1982 made it easy for S&Ls to convert to savings banks, so post-1982 totals are somewhat distorted.
Source: U.S. League of Savings Institutions

Photo: Security Pacific National Bank   Chart: Stanford Kay

The earliest figures compiled by the U.S. League of Savings Institutions, organized as the United States League of Building and Loan Associations in 1892, show that there were 5,598 savings and loans in the country in 1893 with assets of about $473 million. Figures from Federal Reserve Board research show that there were 638 mutual savings banks in the U.S. in 1896 with $1.9 billion in assets.

The savings and loan figures do not include the so-called "nationals," savings and loans that were organized in the 1880s mostly as speculative ventures. There were about 240 nationals in 1893.

The movement began in Minnesota in 1887 with the formation of the National Building and Loan Protective Union. These associations solicited deposits on a national basis through newspaper advertisements, offering depositors a high return on their investment. In many cases (but not all), these were fraudulent schemes and most of them disappeared by the depression of 1893 to 1897.

The final downfall of the nationals was sparked by the 1897 collapse of the Southern Building and Loan Association, a large national in Knoxville, Tenn. It led to the failure of other southern nationals, and the nationals just about disappeared altogether by the end of that year.

The period from the 1890s to the Great Depression was one of strong growth for both segments of the thrift industry. Assets of savings banks grew from $1.9 billion in 1896 to $10.2 billion by 1930. Assets of savings and loans rose from $473 million in 1893 to $8.8 billion in 1930.

On the eve of the stock market crash in October 1929, the biggest concern of the savings banks was competition from building and loans. A survey by the savings bank division of the American Bankers Association revealed that 129 of 274 savings banks regarded the building and loan association as the most serious competition in the future development of the savings business.

"No doubt, the building and loan associations are being used as depositories for savings by many individuals who would ordinarily lodge their accumulations in a regular savings bank," the *American Banker* reported on Oct. 9, 1929. "Many such do not contemplate becoming borrowers. They are attracted by the comparatively high security which they [building and loans] offer, and the prospect of a higher return on deposits.

"Perhaps the day may come when the savings bank will be enabled to offer a service to home builders and so meet the building and loan associations on their own terms."

Surviving the Depression

The savings bank industry did not suffer the large number of failures that commercial banks did during the Great Depression, as the public retained its confidence in those institutions.

"The mutual savings banks are governed by wise laws and guided by a great tradition, which are good reasons why the savings entrusted to their care remain secure," wrote Philip A. Benson, president of the National Association of Mutual Savings Banks, in 1934.

But the Depression's effect on the housing industry produced potential problems for the savings and loan industry, so the idea of a central bank for housing lenders, first discussed in 1919, was revived in the early 1930s. The plan had been tabled by the housing boom of the 1920s.

President Herbert Hoover formally proposed the creation of 12 home loan discount banks in November 1931 as a way to stimulate home construction. These banks, under the direction of a Federal Home Loan Board, would "make no initial or direct mortgages," the President said, but would "loan only upon the obligations of the loaning institutions secured by mortgage loans as collateral so as to assure and

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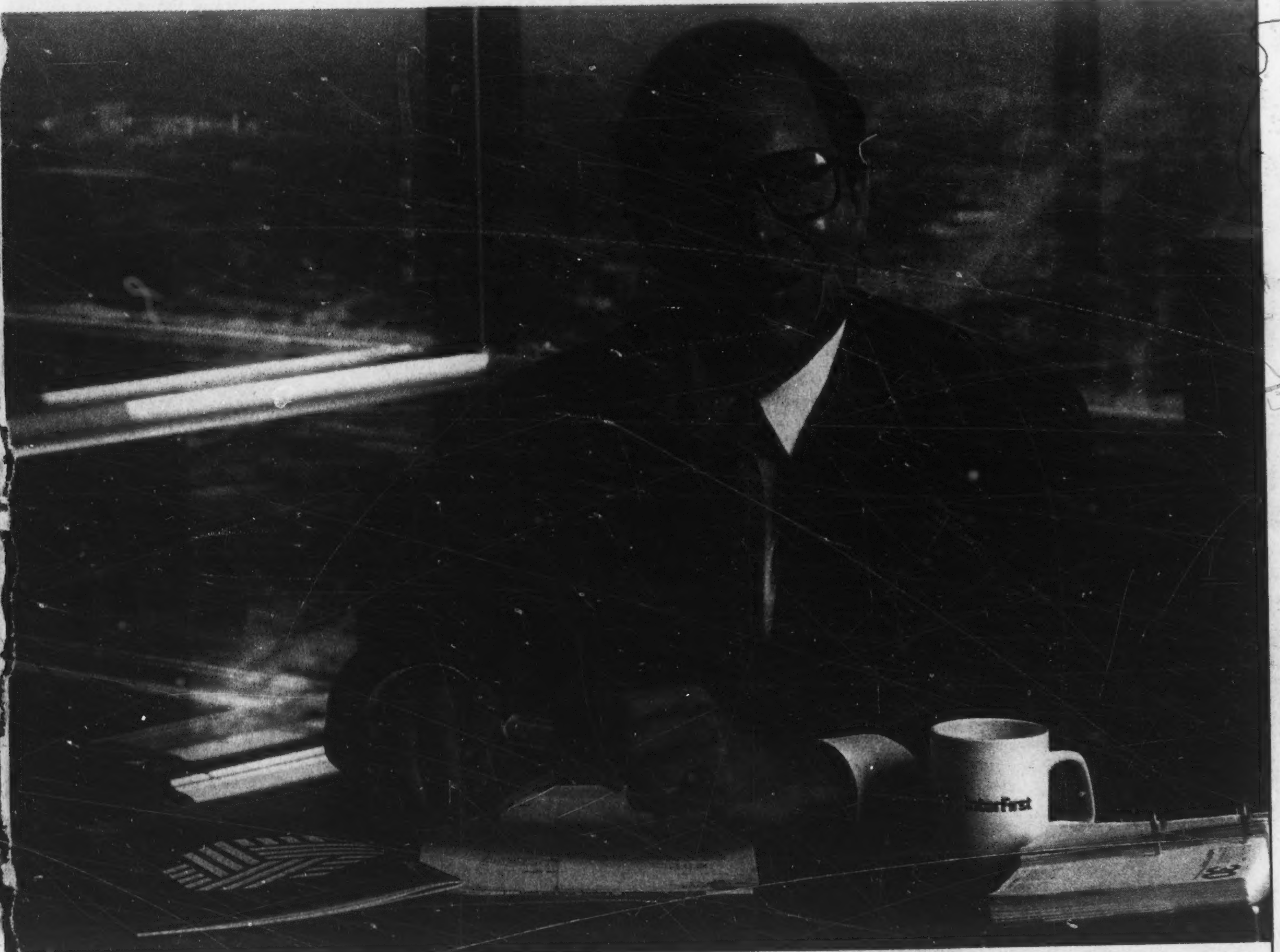
network leader?



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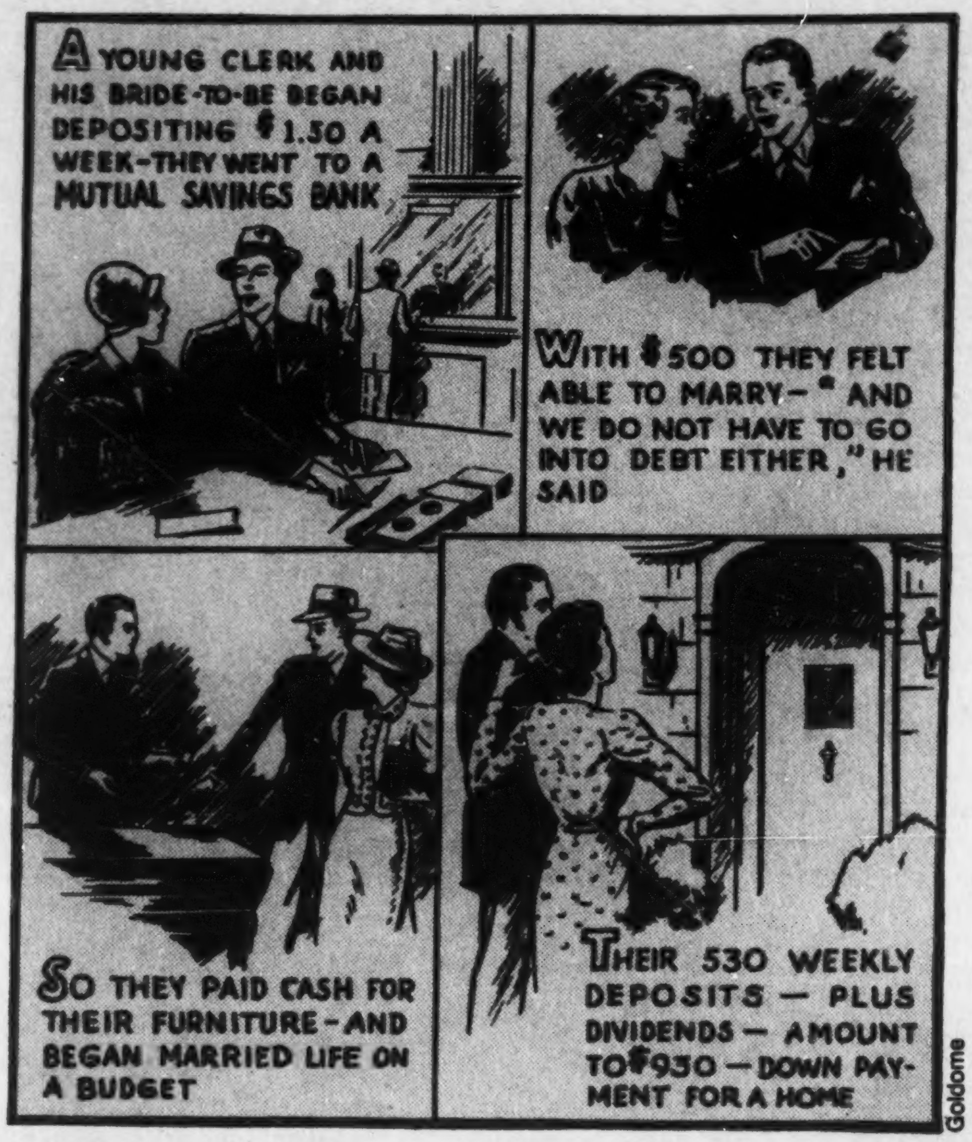
REAL LIFE STORIES OF MUTUAL SAVINGS BANK DEPOSITORS


A YOUNG CLERK AND HIS BRIDE-TO-BE BEGAN DEPOSITING $1.50 A WEEK—THEY WENT TO A MUTUAL SAVINGS BANK
WITH $500 THEY FELT ABLE TO MARRY—" AND WE DO NOT HAVE TO GO INTO DEBT EITHER," HE SAID
SO THEY PAID CASH FOR THEIR FURNITURE—AND BEGAN MARRIED LIFE ON A BUDGET
THEIR 530 WEEKLY DEPOSITS — PLUS DIVIDENDS — AMOUNT TO $930 — DOWN PAYMENT FOR A HOME

Goldome

He swept her off her feet with his savvy savings sense. Let the wedding bells ring.

How Mr. Rich Bought a House

THE OLDEST monument to the American savings and loan industry is a little two-story house that still stands in Philadelphia about 160 years after it was built. The house, which was bought by a man named Comly Rich in 1831, was the first house to be purchased with a mortgage loan from a savings and loan institution.

Mr. Rich purchased the home with the first loan made by the nation's first savings and loan — the Oxford Provident Building Association of Philadelphia County, in Frankford, Pa. (Frankford has since become a part of the city of Philadelphia.)

Oxford Provident was formed by 37 citizens of Frankford on Jan. 3, 1831. The association was modeled after the British building societies, in which members made monthly payments to the society, and when enough money was accumulated to purchase a home, a loan was made to one of the members. When all members had received and paid back a loan, the society would terminate.

Portions of the Oxford Provident's constitution show how the early U.S. building and loans were organized:

- "Each member to pay $5 per share of stock at the beginning of the month and $3 a month thereafter;"
- "Trustees to give notice at a stated meeting the month before there is enough money for a loan of $500. Loans to be used to buy or build dwelling house only. Members, wishing to borrow, to write on a ballot their names and premium they are willing to give. Highest premium gets the loan;"
- "Members can withdraw from association on one month's notice. The amount due them would consist of initiation fee and contributions paid in minus 5%;"
- "No member to hold more than five shares;"
- "No loan on a property farther than five miles from the Frankford markethouse;"
- "Association to stay in existence until every member has had chance to get one house for each share of stock held in the association; balance in treasury to be divided equally among the members, according to number of shares held."

The original bylaws were amended later in the year to allow members to sell their shares and to let new members in if the existing members voted them in.

Oxford Provident received bids for its first home loan in April 1831. Comly Rich, described in various sources as a comb maker or a lamplighter, offered a $10 premium and was awarded the loan to purchase a house that had been built several years earlier. He actually received the first part of his loan, $375, in February of the following year. He was given an additional $125 two years later to complete the loan.

Ironically, the first man to receive a mortgage from a savings and loan was also the first delinquent borrower. Mr. Rich had trouble keeping up the payments almost from the start, and he gave up the house in 1836.

Oxford Provident terminated 10 years after its formation, but a second Oxford Provident Building Association was formed in its place with 79 members, including eight women. A third Oxford Provident was organized in 1852, but unlike the first two terminating societies, the third one was a serial association, issuing several series of shares.

The eventual fate of the third Oxford Provident is unclear. Some thrift industry officials believe it may have been merged into another institution, but the only thing known for sure is that it no longer exists today.

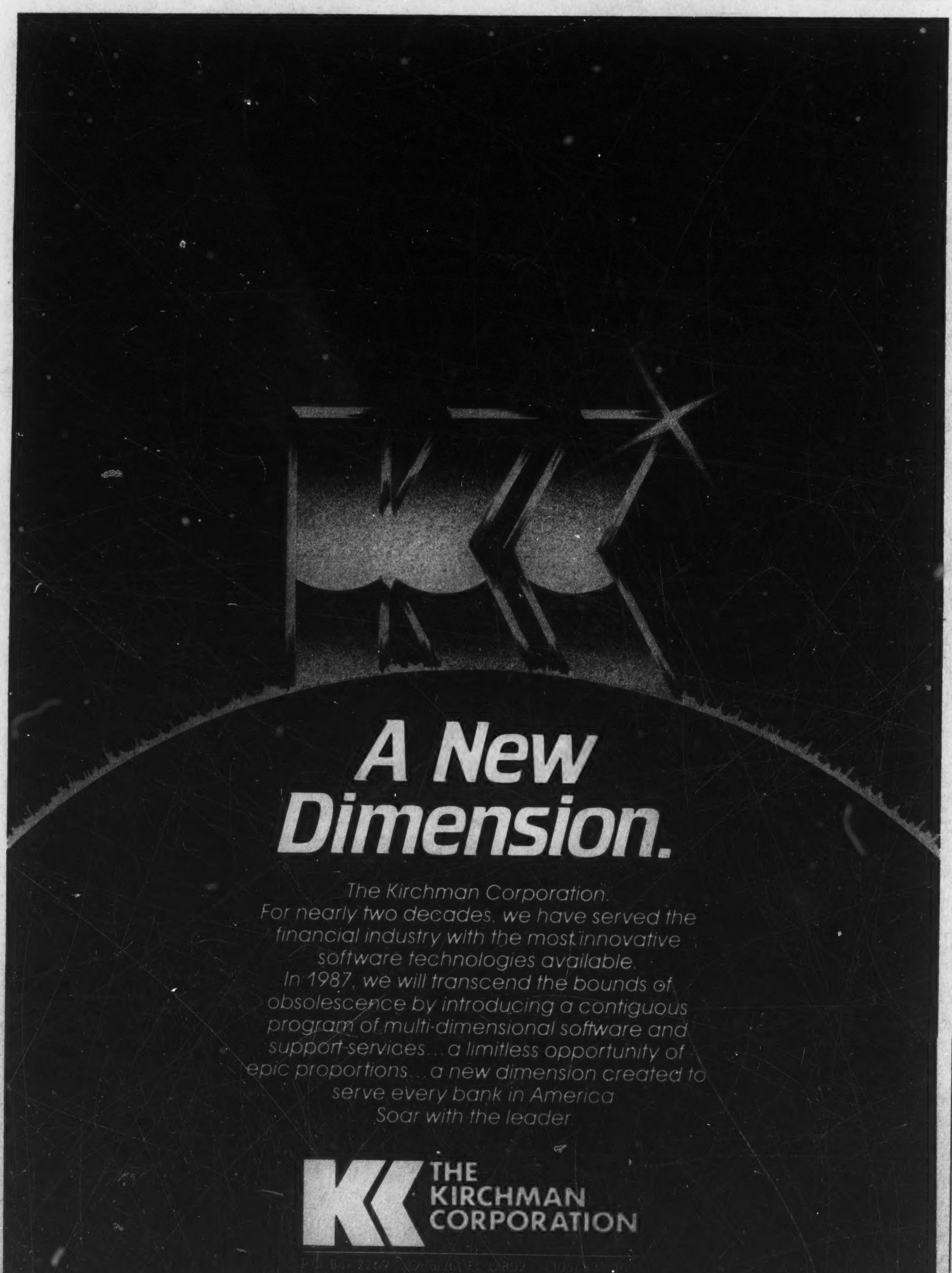
The oldest continuously operating savings and loan in the country is the OBA Federal Savings and Loan Association, Washington, D.C. It was organized as the Oriental Building Association on April 3, 1861.

The Oriental Building Association was organized as a serial association, and it was still operating as a serial association during World War II. With the swelling of savings during the war and the resulting large amount of funds available for the post-war housing boom, the *sixth Oriental Building* Association became a permanent association at the end of World War II.

The 125-year-old institution, which converted to a federal charter and changed its name in 1975, has remained a relatively small, community-oriented savings and loan. It has grown from a $151,198-asset thrift in 1886 to a $29.4 million-asset thrift at its 100th anniversary and to $92.5 million in assets in the spring of 1986.

Current OBA chairman W.B. Tascher said that the thrift hasn't had a foreclosure since 1970. "We put the emphasis on high quality," he said. "We've been very, very careful."

— Mark Basch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Continued from Page 73

expand the functioning of such institutions."

Mr. Hoover outlined four purposes for the home loan banks:

- "Relieving the financial strain upon sound building and loan associations, savings banks, deposit banks, and farm loan banks that have been giving credit through the medium of small mortgage loans upon urban and farm mortgages."
- "To put the various types of institutions loaning on mortgages in a position to assist in the revival of home construction in many parts of the country and with its resultant increase in employment."
- "To safeguard against the repetition of such experiences [the drying up of the housing market] in the future."
- "For the long-view purpose of strengthening such institutions in the promotion of home ownership."

The President reiterated the need for a home loan bank system in his State of the Union address a month later. "I recommend the establishment of a system of home loan discount banks as the necessary companion in our financial structure of the Federal Reserve banks and the Federal Land banks," he said.

The Home Loan Bank Bill

The Home Loan Bank Bill was passed by Congress in July 1933. It called for the creation of eight to 12 regional banks under the supervision of the Federal Home Loan Bank Board. Membership would be open to building and loans, savings banks, cooperative banks, homestead associations, trust companies, state banks, and national banks having savings deposits.

Members would have to purchase shares in the Federal Home Loan Bank up to 1% of the amount of home mortgages they held. Members could borrow from the bank by depositing mortgages for collateral, with no mortgage of more than $20,000 accepted and no loan by the Federal Home Loan Bank exceeding 40% of the value of property behind the mortgage deposited.

The 12 district banks were first placed in cities that did not have Federal Reserve district banks. For example, instead of New York, the second district bank was placed in Newark, N.J., and instead of Chicago, the seventh district bank was placed in Evanston, Ill.

The thrift industry did not exactly embrace the Federal Home Loan Bank system with open arms. Both mutual savings banks and savings and loans in New York expressed strong opposition.

"The mutuals object particularly to the provisions of the Home Loan Bank Act which make each Home Loan Bank jointly liable for the liabilities of all the Home Loan Banks in the system," the *American Banker* reported. "The local mutual savings banks will not participate with their funds in any bank which is liable for losses outside of the state."

The New York mutuals had set up a mortgage liquidity fund to assist each other in times of trouble, and also had access to the Reconstruction Finance Corp. if necessary, the *American Banker* said. "Under the circumstances, the savings banks do not need the Home Loan Bank and they will not be inclined to become members so long as the assets they must post for membership are liable to be used outside of the state in making good on the losses of other proposed home loan banks."

In addition to the objections of the savings banks, savings and loans added their view that "the Home Loan Bank System is absolutely unsound in principle," the *American Banker* reported.

Membership grew slowly, with only 118 institutions joining by January 1933. But membership jumped to 3,500 by 1936, according to a statement of purpose made by the Federal Home Loan Bank Board in May 1936.

"Although savings banks and life insurance companies are eligible for membership in the Federal Home Loan Bank System, as well as building and loan associations, the membership at present is mostly of the building and loan type, which includes building and loan associations, cooperative banks, homestead associations and savings and loan associations," the document said.

The mutual savings banks did not join the Federal Home Loan Bank System, but many of them did join the Federal Deposit Insurance Corp. when the bank deposit insurance agency was formed as a temporary fund in January 1934.

The issue of whether or not to join the FDIC sparked great debate among savings banks in the fall of 1933. Some savings bankers felt they would be forced to join the insurance agency as part of a Roosevelt administration plan to create a unified federal banking system. Mr. Benson, the president of the National Association of Mutual Savings Banks, said in October 1933 that a majority of mutual savings banks were opposed to membership in the FDIC and were waiting to see if they would be forced to join.

States with large numbers of savings banks — like New York, Massachusetts, and Connecticut — already had in place or had plans for some form of state insurance fund for savings banks.

"Hence the mutual bankers from these states ask why they should place themselves under federal control when they have themselves insured their own deposits probably just as effectually as the federal government could

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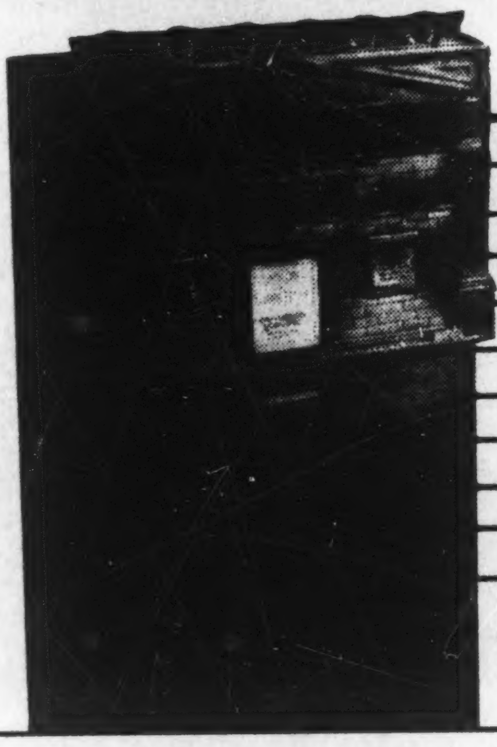
The Growth of Savings Banks

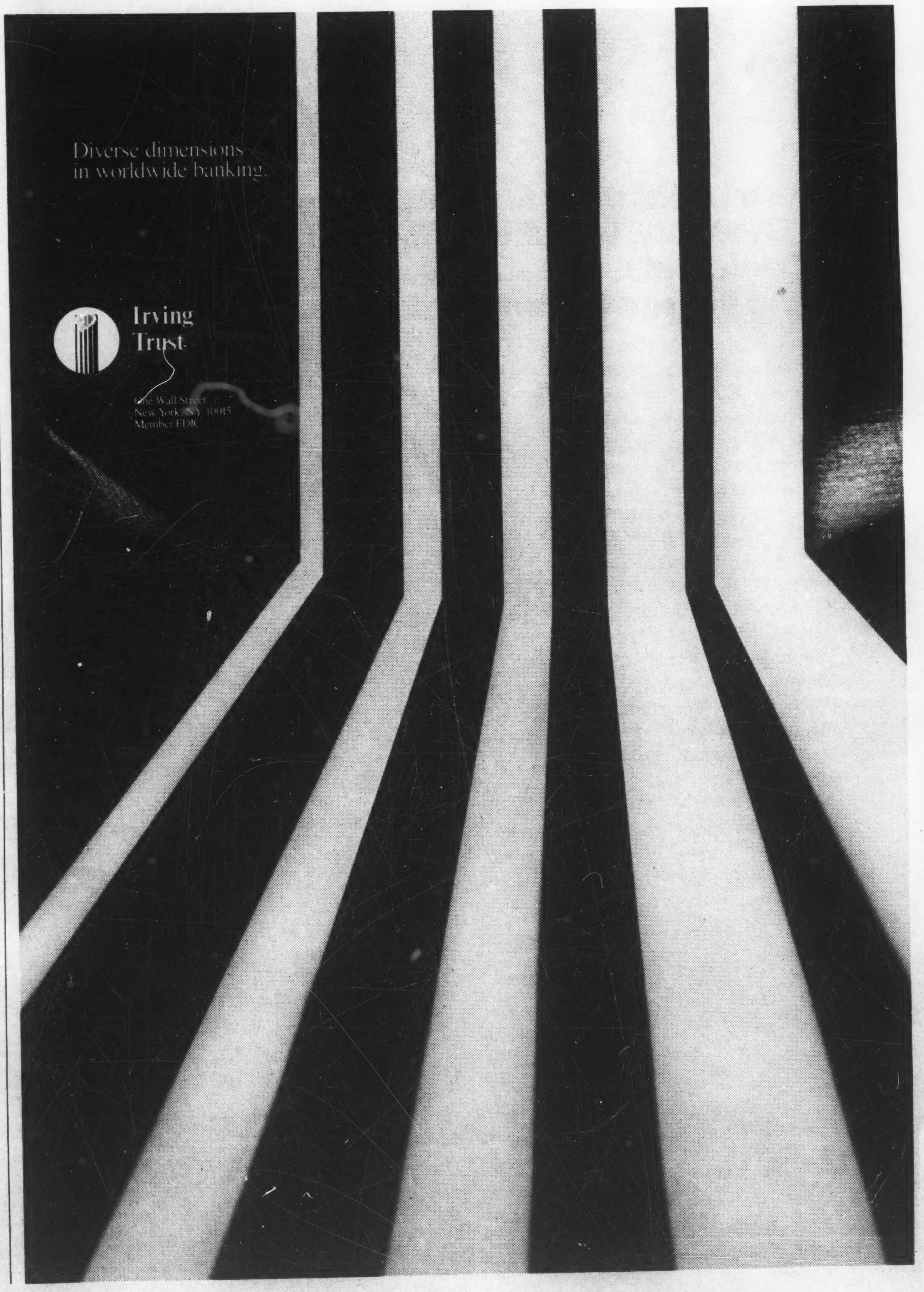


	Number of savings banks	Total Assets (in millions)
1900	626	2,328
1910	637	3,598
1920	618	5,586
1930	594	10,164
1940	542	11,925
1950	530	22,252
1960	515	40,571
1970	494	78,995
1980	463	171,564
1985**	659	325,700

* Garn-St Germain Act of 1982 made it easy for S&Ls to convert to savings banks, so post-1982 totals are somewhat distorted.

Source: Federal Reserve Board; U.S. League of Savings Institutions

Photo: Long Island Savings Bank Chart: Stanford Kay



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hope to do," the *American Banker* reported. "And especially since they have done it under non-political auspices, and without liability for losses in less maturely banked states."

But by November, the New York savings banks decided to join the FDIC with the hope that changes would be made in legislation to make the FDIC better serve the mutuals.

"The consensus of opinion among the savings bankers is still strongly against the principle of deposit insurance as a permanent solution to the nation's banking problems," said Henry R. Kinsey, president of the Savings Banks Association of New York, on Nov. 4, 1933. "We are planning to cooperate with the recovery program of the government along the only lines now open to us, but we are dead against deposit insurance as a permanent policy and hope to cooperate with the Administration and with leaders in Congress in working out a better plan.

"Mutual savings banks differ from other types of banks in nature and structure and our status calls for special methods of treatment," he said. "The necessary haste with which the Banking Act of 1933 was framed made such consideration impracticable and we have every confidence that mature attention will enable Congress to take cognizance of our distinctive position."

Elevated trains, rumbling past the Bowery Savings Bank, New York, circa 1903

Photo: Bowery Savings Bank

On Jan. 1, 1934, 236 mutual savings banks joined the FDIC, but none of the savings banks from Connecticut, Massachusetts, New Hampshire, and Rhode Island joined.

A Fund for Mutuals

But six months later, after Congress had passed an extension for the FDIC, only 66 savings banks remained in the fund, representing 11.6% of the country's savings banks. With about 13,700 commercial banks in the fund, the savings bank total represented only one-half of 1% of all institutions in the FDIC.

James D. Garrett, president of the Central Savings Bank of Baltimore, explained why his institution and other savings banks dropped out of the FDIC in July 1934:

"The associated mutual savings banks of Baltimore entered the temporary fund of the Federal Deposit Insurance Corp. last January in order to help stabilize the general banking situation. That purpose has been accomplished, and as temporary membership only was contemplated, they are now voluntarily withdrawing from the insurance fund."

The FDIC extension act passed in June 1934 included a provision that the FDIC directors could set up a separate "fund for mutuals" that would keep the savings banks in the FDIC, albeit with a fund separate from the one for commercial banks. The major difference between the two funds would be that the mutuals' fund would insure deposits up to $2,500, while the commercial bank fund would insure deposits up to $5,000.

The *American Banker* reported that some Washington officials felt that through the FDIC, "a new nationwide solidarity of the mutual savings bank idea can be created which will even bring the Massachusetts and New Hampshire mutuals into the one fold [and] could serve as a springboard from which a national mutual savings bank system can be developed."

"The mutuals on the other hand appear somewhat chafed under the prospect of FDIC regulation and eventual mandatory Federal Reserve Bank membership and regulation," it said. "That this regulation may be dictated by the interests of commercial banks rather than by their special interests seems a reasonable apprehension, and it may be that much more recognition of their special case will be necessary by Congress before they can be persuaded that their participation in federal banking unification will not mean serious subordination of their form of banking service."

Some people pointed out that, during the Depression, many depositors shifted their money from commercial banks to savings banks because savings banks were not failing, but that competitive advantage for savings banks was lost after the FDIC was organized.

"In the next depression, since deposits in commercials will be insured under the auspices of the FDIC, there is not likely to be the same shift of deposits from commercials to mutuals which there was during 1930-32," the *American Banker* said.

The savings banks basically stayed away from the FDIC until the middle of World War II. In the second half of 1943, 122 mutuals joined the FDIC to increase savings bank membership in the insurance fund to 184.

Federal Regulation of S&Ls

While the mutual savings bank industry managed to avoid federal regulation during the 1930s, more federal legislation affecting savings and loans was passed in the two years following the establishment of the Federal Home Loan Bank System.

The first piece of legislation, passed June 13, 1933, was the Home Owners' Loan Act. The act's main purpose was the establishment of "a mortgage distress relief agency to halt the ruinous deflation of real estate and irretriev-

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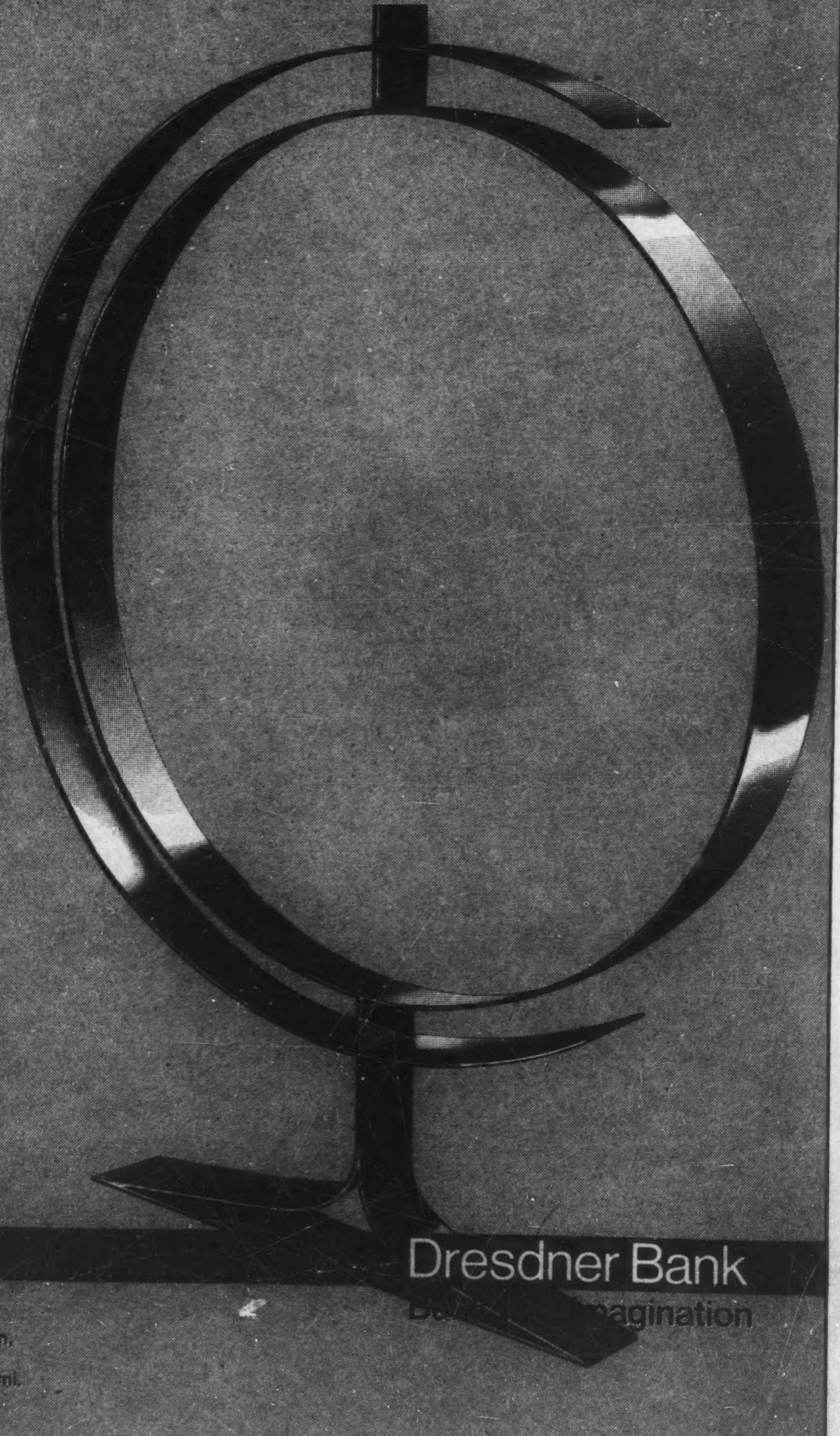

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Some of the Oldest Thrift Institutions in the United States

1816	**PSFS, Philadelphia** (formerly Philadelphia Saving Fund Society); **Provident Institution for Savings**
1818	**Savings Bank of Baltimore** (formerly Bank of Baltimore)
1819	**Society for Savings, Hartford, Conn.; Goldome FSB, Buffalo, N.Y.** (formerly New York Bank for Savings); **Savings Bank of Newport, R.I.**
1823	**Portsmouth Savings Bank, N.H.**
1827	**Saco & Biddeford Savings Institution, Me.**
1832	**Wilmington Savings Bank Society**
1834	**Northeast Savings FA, Schenectady, N.Y.** (formerly Schenectady Savings Bank); **Bowery Savings Bank, New York; Cambridge Savings Bank**
1861	**Franklin Savings & Loan Assn., Salem, N.J.**
1866	**Home Unity Savings & Loan Assn., Philadelphia**
1869	**Laurel Federal Savings Bank, Md.**
1870	**Pawling Savings Bank, N.Y.**
1871	**Ottawa Federal Savings & Loan Assn., Ill.; First Border Savings Bank, Piqua, Ohio**
1881	**Mutual Savings & Loan Association, Charlotte, N.C.**
1885	**Great American First Savings Bank, San Diego** (successor of San Diego Building & Loan Association); **Citizens Savings & Loan Association, San Francisco; First Federal Savings Bank of Colorado, Denver; United Savings & Loan Association, Sheboygan**
1887	**Cullman Savings & Loan Association, Ala.; Homestead Savings FS&LA, San Francisco; Spratt Savings & Loan Association, Chester, S.C.**
1889	**Home Savings of America FA, Irwindale, Calif.** (formerly Home Savings of America); **Far West Savings & Loan Association, Newport, Calif.; First Mutual Savings Association of Florida, Pensacola; Franklin Savings Association, Ottawa, Kan.; Detroit & Northern Savings FA, Hancock, Mich.** (formerly Detroit & Northern Savings)
1890	**Eureka Federal Savings & Loan Assn., San Carlos, Calif.; Great Lakes Federal S&L Association, Ann Arbor, Mich.; Bankers Federal Savings & Loan Association, New York**
1891	**Heritage Savings & Loan Assn., Inc., Manchester, Conn.; Newport News Savings & Loan Association, Va.**
1892	**Central Jersey Savings & Loan Assn., E. Brunswick, N.J.** (formerly South River Building & Loan Assn.); **ComFed Savings Bank, Lowell, Mass.** (formerly First Federal Savings & Loan Assn.)
1893	**Farm & Home Savings Association, Nevada, Mo.**
1894	**Atlantic Permanent Federal S&L Association, Norfolk, Va.** (formerly Atlantic Permanent Building & Loan Assn.)
1898	**Home Federal Savings Bank, Hagerstown, Md.; Continental Federal Savings & Loan Assn., Oklahoma City**
1901	**Liberty Federal Savings Bank, Philadelphia** (formerly Lithuanian Building & Loan Association)
1902	**North Carolina Federal Savings & Loan Assn., Charlotte**
1905	**Cartersville Federal Savings Bank of Georgia**
1907	**Columbia Federal Savings & Loan Assn., Washington, D.C.**
1908	**Local Federal Savings & Loan Association, Oklahoma City** (formerly Local Building & Loan Association)

Based on available information from American Banker surveys and state banking departments.

Compiled by Kenneth J. Hicks

able loss of their properties for hundreds of thousands of helpless families through foreclosure or tax sale," the Bank Board said.

The Home Owners' Loan Corp. refinanced about $3.5 billion in mortgages during the 1930s, doing most of its work in its first three years of existence. "The task of the Home Owners' Loan Corporation has now been practically completed throughout the United States," the Bank Board said in 1936, "paving the way for private thrift and home finance to resume their traditional function more safely than ever before."

The Home Owners' Loan Corp. was liquidated in May 1951.

Another provision hidden in the Home Owners' Loan Act resulted in the creation of federal savings and loan associations chartered by the Bank Board. The Bank Board noted that only 1,016 of the 3,072 counties in the country were served by mortgage lending institutions at the time. "Federal associations were authorized both to serve neglected communities and to incorporate in their purposes and operations the best methods, organization and practices of existing lending institutions both in this country and in Europe," according to the Bank Board.

The first savings and loan chartered by the Bank Board was First Federal of Miami, which received its charter on July 31, 1933. That S&L was renamed AmeriFirst Federal Savings & Loan Association in 1979.

The final major legislative development in the 1930s was the establishment of the Federal Savings and Loan Insurance Corp. in June 1934 to insure savings and loan deposits in the same way the FDIC insured bank deposits. The FSLIC originally insured deposits up to $5,000 at member S&Ls.

A more subtle change during the Depression was the name change of *building* and loans to *savings* and loans. The building and loan was still the prevalent name for these institutions in the 1920s, but the best indication that things changed during the 1930s is the fact that the U.S. *Building* and Loan League changed its name to the U.S. *Savings* and Loan League in 1939.

S&Ls Go to War

The savings and loan business changed dramatically during World War II. On the deposit side, consumers were finding few consumer goods to spend money on, so instead they saved their money, resulting in large increases in deposits at savings institutions. But on the lending side, the mortgage lending business was stopped by the lack of new home construction.

The Bank Board also underwent wartime changes. Under the War Powers Act of 1941, the Bank Board was reduced to one member for the duration

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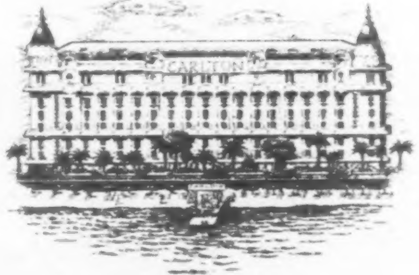

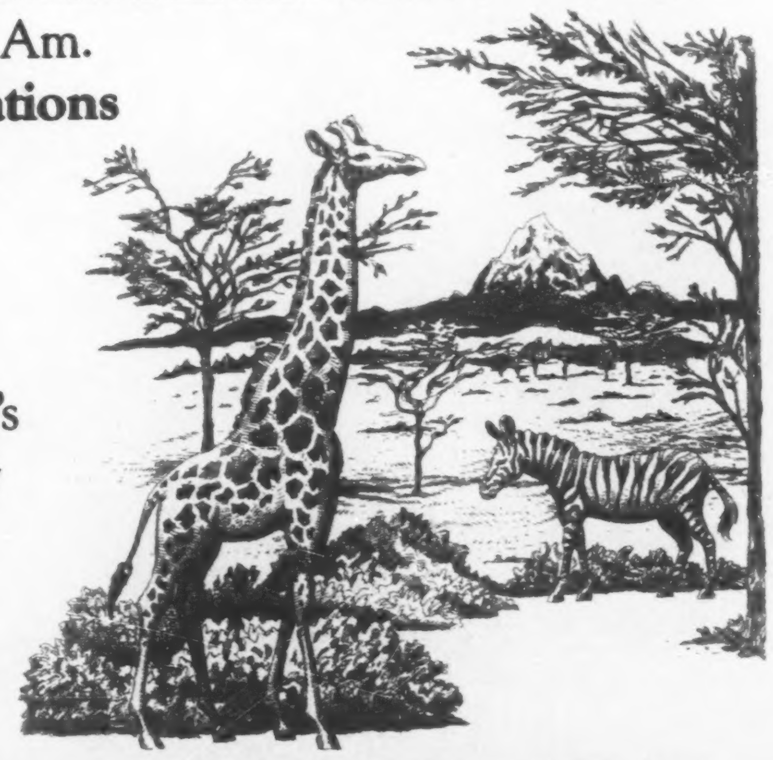

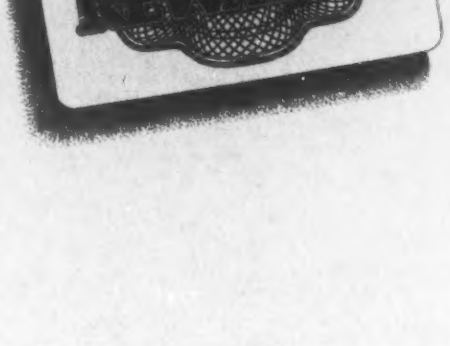

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of the war. It was returned to its present three-member board in 1947.

There was one significant piece of legislation passed during the war. The Servicemen's Readjustment Act, more commonly known as the G.I. Bill of Rights, was passed in June 1944.

It established a program under which lenders could make mortgage loans to veterans with guarantees from the Veteran's Administration. And with the surplus of funds taken in by savings institutions during World War II, lenders were more than ready to help fund the nation's postwar housing boom.

Little regulatory change occurred from the postwar years until the 1960s. The thrift industry began to shrink in terms of number of institutions, but total assets in the industry skyrocketed. The number of S&Ls fell from 7,521 in 1940 to 6,320 in 1960, but total assets jumped from $5.7 billion to $71.5 billion during that time. Savings banks fell slightly from 542 in 1940 to 515 in 1960, but assets nearly quadrupled from $11.9 billion to $40.6 billion.

The next big change in the industry came in 1966, when the Interest Rate Adjustment Act was passed by Congress. The new law put federal interest rate controls on savings and loans and savings banks for the first time.

The Federal Reserve's tight monetary policy in 1966 created high competition for funds between commercial banks and thrifts, with banks generally winning the battle. Banks were offering certificates of deposit at higher interest rates than thrifts could afford to pay and in smaller denominations to bring in a broader range of savers. The Interest Rate Adjustment Act was intended to return some of the competitive advantage for savings to thrifts.

Interest Rate Ceilings

The bill gave the Bank Board, the Fed, and the FDIC authority to establish interest rate ceilings for institutions under their jurisdictions. And within two hours after the bill was signed by President Lyndon Johnson on Sept. 21, the three agencies announced a joint plan for interest rate restrictions.

The ceiling on savings accounts at thrift institutions was set at 4¾%, with some exceptions, while the passbook rate at banks was set at 4%. Commercial banks were also limited to paying 5% on time deposits of less than $100,000.

Bank Board Chairman John E. Horne said that day that the new regulations would "give the savings and loan a better competitive opportunity as far as new deposits are concerned" and would "prevent a further shrinking of funds available to housing and provide more relief to the home builders."

From the late 1960s until the two major deregulation bills of the 1980s, Congress passed several pieces of legislation that helped shape the modern thrift industry. The Housing and Urban Development Act of 1968 included a relatively minor provision that helped modernize S&Ls — it allowed savings and loans to use the term "deposits" instead of shares and "interest rate" instead of "dividend rate."

"It comes so naturally to the lips," said Rep. Richard T. Hanna, D-Calif. "Why shouldn't the terminology be updated?"

The HUD Act also broadened the lending authority of federal savings and loans and gave them the authority to raise capital through the issue of notes, bonds, and debentures.

Another provision of that legislation divided the Federal National Mortgage Association (which had been created in 1938) into two entities — a privately owned corporation retaining the Fannie Mae name and a corporation within HUD called the Government National Mortgage Association.

The Emergency Home Finance Act

Opening Date of 25 Largest Thrifts

		Year Operations Began	Deposits ($ Bil.) 12/31/85
1.	Home Savings of America, Irwindale, Calif.	1889	$20.6
2.	Great Western Savings, FS&LA, Beverly Hills	1888	$17.1
3.	American Savings & Loan Assn., Stockton, Calif.	1922	$16.6
4.	California Federal S&L Assn., Los Angeles	1925	$14.2
5.	Meritor Savings Bank, Philadelphia	1816	$12.8
6.	Glendale Federal Savings & Loan Assn., Calif.	1934	$11.7
7.	Goldome FSB, Buffalo, N.Y.	1846	$9.9
8.	First Nationwide Bank FSB, San Francisco	1885	$9.7
9.	Great American First Savings Bank, San Diego	1885	$8.4
10.	World Savings, FS&LA, Oakland, Calif.	1912	$7.8
11.	Home Fed. Savings & Loan Assn. of San Diego	1934	$7.7
12.	City Federal Savings Bank, Elizabeth, N.J.	1887	$7.2
13.	CrossLand Savings FSB, Brooklyn, N.Y.	1860	$7.1
14.	Dime Savings Bank of New York FSB	1859	$6.7
15.	Anchor Savings Bank FSB, Northport, N.Y.	1868	$6.4
16.	Gibraltar Savings, Beverly Hills	1886	$6.3
17.	Imperial Savings Assn., San Diego	1926	$5.9
18.	Sears Savings Bank, Glendale, Calif.	1946	$5.1
19.	Bowery Savings Bank, N.Y.	1834	$5.1
20.	Empire of America FSB, Buffalo, N.Y.	1854	$5.0
21.	First Federal of Michigan, Detroit	1933	$4.9
22.	Coast Savings & Loan Assn., Los Angeles	1935	$4.9
23.	Talman Home Federal S&L Assn., Chicago	1922	$4.8
24.	Columbia Savings & Loan Assn., Beverly Hills	1958	$4.7
25.	Dollar-Dry Dock Savings Bank, Bronx, N.Y.	1890	$4.4

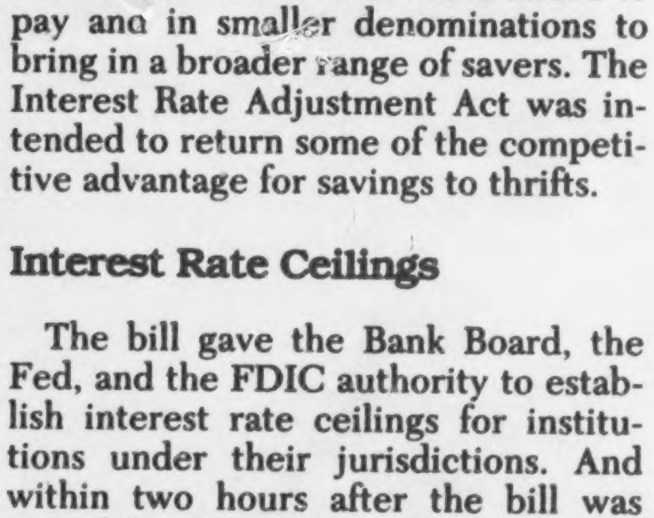

Photo: Provident Institution for Savings

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> “The spread of building and loans started slowly.”

Photo: Republic Pictures

Donna Reed hands movie husband Jimmy Stewart their personal savings, hoping to stop a run on his building and loan, in “It's a Wonderful Life.”

of 1970 created a third mortgage corporation called the Federal Home Loan Mortgage Corp., which was organized to provide a secondary market for Federal Housing Administration, Veterans Administration, and conventional mortgages.

NOWs and Stock Conversions

State-chartered savings banks in Massachusetts and New Hampshire were given permission in 1972 to offer negotiable orders of withdrawal — or NOW — accounts. This was a product that worked basically as an interest-bearing checking account and became a hot issue during the 1970s as only a few states authorized institutions to offer NOWs. It wasn't until the Depository Institutions Deregulation and Monetary Control Act of 1980 that every institution nationwide was allowed to offer NOWs.

The 1970s also saw the spread of stock conversions by S&Ls. Some savings and loans had been organized as stock associations, but Congress gave limited authority to the Bank Board in 1974 to allow mutual S&Ls to convert for a period of two years. The Bank Board could allow 1% of the industry, or 43 institutions, to convert during that time.

Only six associations received Bank Board approval to convert in 1975, but Congress extended the Bank Board's authority to approve conversions in 1976 and the number of stock institutions has nearly doubled since the early 1970s. There were 616 stock S&Ls in 1975, 789 in 1980, and 1,129 in 1985 (including stock savings banks), according to figures compiled by Keefe, Bruyette & Woods Inc., a securities firm specializing in the banking industry.

After several attempts since the 1930s to establish a system of federal savings banks, the Bank Board was finally authorized to charter savings banks through the Financial Institutions Regulatory and Interest Rate Control Act of 1978. The Garn-St Germain Depository Institutions Act of 1982 greatly increased the number of federal savings banks by making it easier for savings and loans to convert to savings banks.

One Industry

The Depository Institutions Deregulation Act of 1980 and the Garn-St Germain act of 1982 basically completed the deregulation of the thrift industry to the point where savings and loans and savings banks merged into one industry.

The *American Banker* noted the change in its midyear ranking of the top thrifts in 1983 when it combined the ranking of savings and loans and savings banks into a ranking of one single thrift industry.

“The new listing was devised to reflect the dramatic changes that have occurred in the thrift industry since enactment of the Depository Institutions Act of 1982, which permitted changes in charter from a savings and loan association to a federal savings bank,” it said. “Passage of the '82 act and other recent regulatory changes have resulted in the elimination of most of the differences between savings banks and savings and loans. For that reason, the *American Banker* believes that a consolidated thrift listing more accurately reflects the industry today.”

The early 1980s were hard times for the thrift industry, as high interest rates resulted in heavy losses for much of the industry and put many institutions in danger of failing.

And just when the industry was beginning to recover and turn profitable in 1985, thrift crises in Ohio and Maryland caused the collapse of private deposit insurance and threatened the public's confidence in the nation's thrift institutions.

But the industry survived, recording profits totaling $3.8 billion in 1985, according to the Bank Board. And despite the large number of problem institutions, regulators and legislators have assured the survival of thrifts by pledging their support for maintaining a thrift industry separate from other financial services organizations.

“Savings institutions have been here during tough times and good times,” said Gerald J. Levy, 1985-86 chairman of the U.S. League of Savings Institutions. “And we always will be.” ■

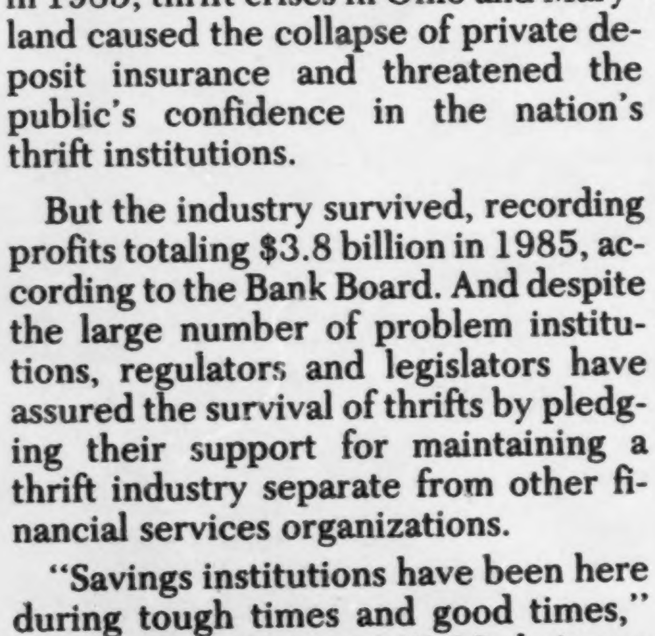
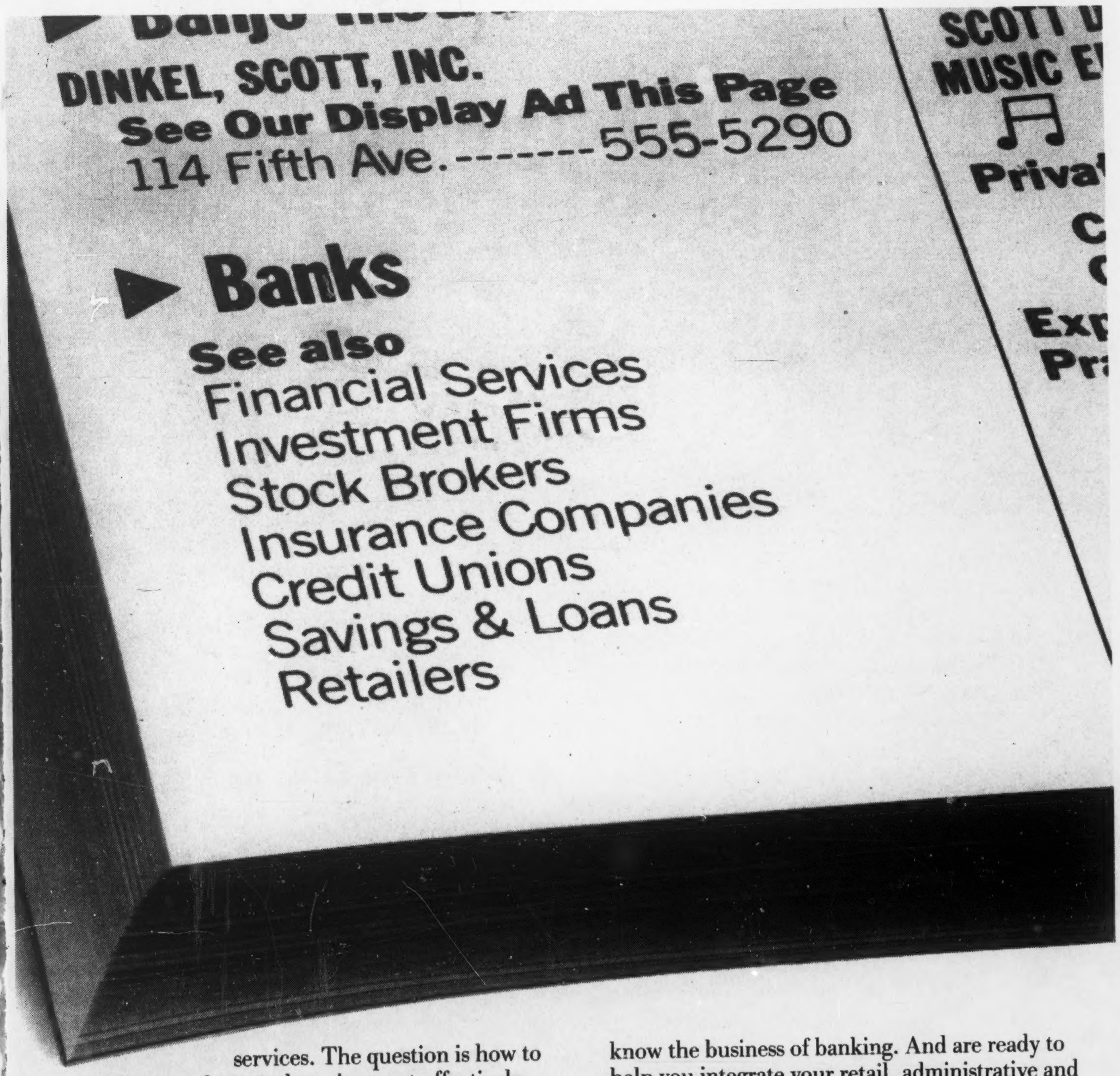


Photo: Home Federal Savings and Loan Association

Petitioning Congress for NOW accounts.



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Some of the Oldest Commercial Banks in the United States

	CURRENT NAME OF BANK	ORIGINAL NAME OF BANK	Deposits ($ Mil.) 12/31/85	Deposit Rank 12/31/85	Year Operations Began
1	First Pennsylvania Bank NA, Philadelphia	Bank of North America	3,869.9	67	1782
2	First National Bank, Boston	The Massachusetts Bank	14,461.3	15	1784
	Bank of New York	The President, Directors & Co. of the Bank of New York	12,330.9	17	1784
3	Fleet National Bank, Providence, R.I.	Providence Bank	3,944.3	65	1791
4	Connecticut National Bank, Hartford	The Hartford Bank	5,536.7	41	1792
5	Chase Manhattan Bank NA, New York	Bank of the Manhattan Co.	58,774.9	3	1799
6	Bank of New England-Old Colony, Newport, R.I.	Newport National Bank	91.9	2,504	1803
	Norstar Bank of Upstate New York, Albany	State Bank of Albany	2,439.9	113	1803
	Philadelphia National Bank	Philadelphia Bank	5,744.5	39	1803
7	New Jersey National Bank, Trenton	Trenton Banking Co.	1,538.2	161	1804
8	First National Bank of Maryland, Baltimore	Mechanics Bank	3,113.7	85	1806
9	National Bank of Washington, D.C.	National Bank of Washington	1,189.6	221	1809
10	Hamilton Bank, Lancaster, Pa.	Farmers Bank of Lancaster	2,155.2	126	1810
11	National State Bank, Elizabeth, N.J.	State Bank at Elizabeth	1,328.1	204	1812
	Citibank NA, New York	City Bank	94,386.0	1	1812
12	Bank One Dayton NA	Dayton Manufacturing Co.	1,263.0	216	1814
	BayBank Valley Trust Co., Springfield, Mass.	Springfield Bank	637.6	372	1814
	Commonwealth National Bank, Harrisburg, Pa.	Harrisburg Bank	1,083.2	241	1814
13	Bank of Baltimore	Savings Bank of Baltimore	1,545.9	178	1818
14	Vermont National Bank, Brattleboro	N.A.	432.5	504	1821
15	Chemical Bank, New York	New York Chemical Manufacturing Co.	35,961.3	6	1824
16	Key Bank NA, Albany, N.Y.	Commercial Bank of Albany	1,589.8	174	1825
17	Key Bank of Southern Maine, Portland	Canal National Bank	322.6	654	1826
18	Bank of New England NA, Boston	Merchants Bank	4,773.4	54	1831
	First National Bank of Commerce, New Orleans	New Orleans Canal & Banking Co.	1,629.1	171	1831
19	Indiana National Bank, Indianapolis	State Bank of Indiana	2,862.2	93	1834
	Norstar Bank of Hudson Valley NA, Newburgh, N.Y.	Highland National Bank of Newburgh	559.0	418	1834
	Old National Bank, Evansville	Branch Bank of the State of Indiana	593.5	396	1834
	South Carolina National Bank, Columbia	South Carolina National Bank of Charleston	3,050.2	86	1834
	Terre Haute First National Bank, Ind.	Terre Haute Branch of the State Bank of Indiana	480.6	463	1834
20	Northern Central Bank, Williamsport, Pa.	West Branch Bank	536.7	431	1835
21	Mellon Bank (East) NA, Philadelphia	Girard Trust Bank	3,000.4	89	1836
	Shawmut Bank of Boston NA	Shawmut Bank of Boston NA	2,661.1	101	1836
	South Shore Bank, Quincy, Mass.	South Shore National Bank	696.9	350	1836
22	First Fidelity Bank NA, Burlington Twp., N.J.	Mechanics Bank of Burlington	1,483.5	189	1839
	American Fletcher National Bank & Trust Co., Indianapolis	S.A. Fletcher & Co.	2,884.8	92	1839
	Marine Bank NA, Milwaukee, Wis.	Marine Fire & Insurance Co.	1,115.0	232	1839
23	First National Bank, Elkhart, Ind.	First National Bank, Elkhart, Ind.	607.5	389	1842
24	National City Bank, Cleveland	City Bank of Cleveland	3,231.4	82	1845
25	Boatmen's National Bank, St. Louis	Boatmen's Savings Institution	2,199.9	123	1847
	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	Marshall & Ilsley	1,528.0	182	1847

Compiled by Kenneth J. Hicks

Some of the Oldest Commercial Banks by State

	CURRENT NAME OF BANK	ORIGINAL NAME OF BANK	Deposit Rank 12/31/85	Year Operations Began
Alabama	First Alabama Bank, Montgomery, Ala.	First National Bank of Montgomery	381	1871
Alaska	B.M. Behrends Bank, Juneau	B.M. Behrends Bank	4,306	1891
Arizona	First Interstate Bank of Arizona NA, Phoenix	Bank of Arizona	47	1877
Arkansas	Worthen Bank & Trust Co. NA, Little Rock, Ark	W.B. Worthen Co., Bankers	298	1902†
California	Bank of California NA, San Francisco	Bank of California	99	1864
Colorado	First Interstate Bank of Denver NA	Clark, Grueber & Co., Bank & Mint	149	1860
Connecticut	Connecticut National Bank, Hartford	The Hartford Bank	45	1792
Delaware	Bank of Delaware, Wilmington	Security Trust & Safe Deposit Co.	238	1885
District of Columbia	National Bank of Washington, D.C.	National Bank of Washington	221	1809
Florida	Barnett Bank Jacksonville NA, Fla.	Barnett First National Bank	252	1877
Georgia	Savannah Bank & Trust Co., Ga.	Savannah Bank & Trust Co.	491	1869
Hawaii	First Hawaiian Bank, Honolulu	Bishop & Co.	111	1858
Idaho	Idaho First National Bank, Boise	First National Bank of Idaho	116	1867
Illinois	Marine Bank of Springfield, Ill.	Springfield Marine & Fire Insurance Co.	428	1851
Indiana	Indiana National Bank, Indianapolis	State Bank of Indiana	96	1834
	Terre Haute First National Bank, Ind.	Terre Haute Branch of the State Bank of Indiana	450	1834
Iowa	Norwest Bank Des Moines NA, Iowa	Iowa National Bank of Des Moines	226	1888
Kansas	Bank IV Witchita NA, Kan.	Fourth National Bank & Trust Co.	228	1887
Kentucky	Liberty National Bank & Trust Co., Louisville, Ky.	German Insurance Co.	195	1854
Louisiana	First National Bank of Commerce, New Orleans	New Orleans Canal & Banking Co.	167	1831
Maine	Key Bank of Southern Maine, Portland	Canal National Bank	671	1826
Maryland	Bank of Baltimore	Savings Bank of Baltimore	186	1818
Massachusetts	First National Bank, Boston	The Massachusetts Bank	15	1784
Michigan	Comerica Bank-Detroit	Detroit Bank Corp.	35	1849
Mississippi	Bank of Mississippi, Tupelo	Raymond Trice & Co.	404	1876
Missouri	Boatmen's National Bank, St. Louis	Boatmen's Savings Institution	274	1847
Nebraska	First National Bank of Omaha, Neb.	First National Bank of Omaha	393	1863
New Hampshire	Amoskeag National Bank & Trust Co., Manchester	Amoskeag National Bank	1,256	1848
New Jersey	National State Bank, Elizabeth, N.J.	State Bank at Elizabeth	204	1812
New Mexico	Sunwest Bank of Raton, N.M.	First National Bank of Raton	3,374	1892
New York	Bank of New York	The President, Directors & Co. of the Bank of New York	17	1784
North Carolina	Branch Banking & Trust Co., Wilson, N.C.	Branch & Hadley	117	1872
North Dakota	Bank of Hamilton	N.A.		1886
Ohio	Bank One Dayton NA	Dayton Manufacturing Co.	216	1814
Oklahoma	First National Bank, Guthrie, Okla.	N.A.	N.A.	1889
	First American Bank, Minco	N.A.	N.A.	1889
Oregon	First Interstate Bank of Oregon, Portland	First National Bank of Portland	58	1865
Pennsylvania	First Pennsylvania Bank NA, Philadelphia	Bank of North America	67	1782
Puerto Rico	Banco Popular de Puerto Rico, San Juan	Banco de Prestamos y Econias	84	1893
Rhode Island	Fleet National Bank, Providence, R.I.	Providence Bank	65	1791
South Carolina	South Carolina National Bank, Columbia	South Carolina National Bank of Charleston	86	1834
South Dakota	Security Bank & Trust Co., Webster	First State Bank of Pierpont	N.A.	1879
Tennessee	First Tennessee Bank NA, Memphis	First National Bank of Memphis	65	1864
Texas	Frost National Bank of San Antonio, Tex.	Frost National Bank of San Antonio	165	1866
Utah	First Interstate Bank of Utah NA, Salt Lake City	Walker Brothers	293	1859
Vermont	Vermont National Bank, Brattleboro	N.A.	504	1821
Virginia	Dominion Bank NA, Roanoke, Va.	First National Bank of Roanoke	141	1882
Washington	Peoples National Bank of Washington, Seattle	Peoples Savings Bank	141	1889
	Rainier National Bank, Seattle	National Bank of Commerce	36	1889
Wisconsin	Marine Bank NA, Milwaukee, Wis	Marine Fire & Insurance Co.	232	1839
Wyoming	First Interstate Bank of Laramie NA	Wyoming National Bank of Laramie	1,961	1873

Based on information from American Banker surveys and state banking departments. Data for Minnesota, Montana, Nevada, and West Virginia was not available. † — Year chartered. Founded in 1877. N.A. — Not available.

Some of the Oldest Foreign Commercial Banks

		Deposits ($ Bil.) 12/31/85	Deposit Rank 12/31/85	Year Operations Began
1	Monte dei Paschi di Siena, Italy	33.7	60	1472
2	Banco di Napoli, Naples, Italy	26.5	73	1539
3	Istituto Bancario San Paolo di Turino, Italy	33.5	61	1563
4	Banco di Santo Spirito, Rome, Italy	11.7	140	1605
5	Coutts & Co., London, United Kingdom	2.3	606	1692
6	Bank of Scotland, Edinburgh, United Kingdom	10.0	158	1695
7	Caja de Ahorros y Monte de Piedad de Madrid, Spain	5.9	256	1702
8	Banque de Neuflize, Schlumberger, Mallet, France	2.1	637	1713
9	Royal Bank of Scotland Plc., Edinburgh, United Kingdom	17.0	100	1727
10	Baring Brothers & Co. Ltd., London, United Kingdom	1.5	807	1762
11	Lloyds Bank Plc., London, United Kingdom	56.5	32	1765
12	Banco Pastor, Coruna, Spain	1.9	684	1776
13	Trinkaus & Burkhardt KGaA, Dusseldorf, Germany	1.6	770	1785
14	Landessparkasse zu Oldenburg, Germany	2.1	643	1786
15	Sal. Oppenheim jr. & Cie., Cologne, Germany	4.3	356	1789
16	Kleinwort, Benson, Lonsdale Plc., London, United Kingdom	6.1	248	1793
17	M.M. Warburg-Brinckman, Wirtz & Co., Hamburg, Germany	1.3	863	1798
18	J. Henry Schroder Wagg & Co., Ltd., London, United Kingdom	1.8	728	1804
19	Westpac Banking Corp., Sydney, Australia	23.3	83	1817
20	Caisse d' Epargne de Paris, France	6.2	246	1818
	Nutsspaarbank te's Gravenhage, The Hague, Netherlands	1.1	950	1818
	Sparkasses der Stadt Berlin West, Berlin, Germany	5.9	257	1818
21	Caisse d' Epargne de Bordeaux, France	1.1	922	1819
	Erste Oesterrichische Spar-Casse, Vienna, Austria	6.3	239	1819
22	Forsta Sparbanken, Stockholm, Sweden	2.7	528	1820
23	Cassa di Risparimo de Padova e Rovigo, Padua, Italy	3.2	473	1822
	Frankfurter Sparkasse von 1822, Frankfurt, Germany	3.0	490	1822
	Societe Generale de Banque, Brussels, Belgium	32.9	63	1822
24	Cassa di Risparimo delle Province Lombarde, Milan, Italy	30.2	69	1823
	Stadtsparkasse Hannover, Hanover, Germany	2.5	572	1823
25	Stadtsparkasse Munchen, Munich, Germany	3.5	433	1824

List includes banks under current charter and is based on information from American Banker surveys.

Continued from Previous Page

ing to restimulate economic growth with low interest rates.

Interest-Sensitive Funds

Shifts of interest-sensitive funds between major markets has been an important feature of international financial markets ever since, especially since the de facto shift to floating exchange rates in 1971 (the fiction of fixed rates was kept up a while longer, until 1973).

Other developments helped stimulate international financial markets and the greater participation in them by U.S. banks. The Interest Equalization Tax of 1963 shut many foreign borrowers out of the New York market and so helped stimulate the issue of Eurobonds on a regular basis.

In 1965, further measures were taken with the aim of "protecting" the U.S. balance of payments and the dollar. They included the Voluntary Credit Restraint Program and the Office for Foreign Direct Investment. Among other things, those "voluntary" programs required U.S. corporations to finance new direct investment outside the United States by borrowing abroad.

Meanwhile, Federal Reserve regulations at that time did not permit banks to pay interest on deposits of less than 30 days and limited the returns they could offer on time deposits of more than 30 days.

In effect, a set of controls and regulations seriously distorted domestic capital and money markets in dollars. Their net effect, therefore, was to export a large part of that business to offshore centers.

Although the controls on exports of capital from the United States were lifted in 1974, and although Federal Reserve regulations have been amended to loosen constraints on the domestic dollar markets, the offshore money and capital markets in Eurodollars have continued to expand under their own momentum, almost unchecked.

What, then, are the techniques that U.S. bankers brought into the international markets? In the Eurodollar bond markets they adapted the pricing, underwriting, and distribution techniques that had been evolving in the United States for more than a century.

The Eurobond primary and secondary markets, despite many improvements, remain less efficient than domestic bond markets in New York, Tokyo, and London, especially in their failure to provide newly issued bonds on equal terms to all investors. But that is being remedied now that investment in Eurobonds has become more dominated than in the past by large institutional investors.

In the international syndicated medium-term bank loan market, or the Eurocredits market, the approach was derived partly from the old technique of bankers' acceptances issued by banks in Britain, and partly from the loan participations that have been a feature of the fragmented American banking market for more than a century.

Note issuance and other back-up facilities, which have become part of the "securitization" of debt in the international markets since 1983, likewise trace their origins partly to U.S. domestic practices. So does the more recent evolution of Eurocommercial paper.

Even the restructuring of debt is handled in international markets on lines that have been commonplace in the United States for a very long time. Because the fragmentation of American banking lends itself to the syndication of medium-term bank facilities, restructuring those facilities is usually negotiated by banks that led the lending in the first place.

American banks are now playing their part in the global integration of financial markets. If that integration succeeds, as its proponents hope, then the distinction of banks by their nationality of ownership and their geographic location may come to lose even more meaning. ■

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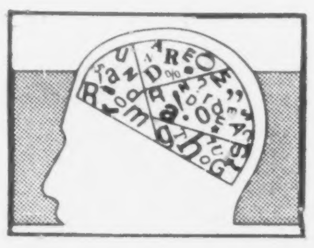

By SANFORD ROSE

Senior credit officers, once among the most complacent people in banks, are now impressed with the need to change and improve performance. Responding to a survey prepared by the First Manhattan Consulting Group of New York, officers at some 30 banks, most of which have assets of over $10 billion, express keen dissatisfaction with their current approach to risk management.

About two-thirds of the respondents are unhappy with their overall approach to characterizing risk — e.g., credit risk, liquidity risk, interest rate risk, operating risk, etc. More than 80% feel their banks could do a more comprehensive job in identifying risks in each product — e.g., swaps, standbys, committed lines, etc. Nearly 50% of these credit executives think it is "very important" to improve methods of quantifying the levels of risk in lending.

Some 95% see deficiencies in the quantification of risk for off-balance-sheet activities. And three-quarters of the executives want to do a better job in applying the tools of investment managers to the loan

Random Thoughts: Page 4 ➔

NY Banking Chief Calls New Ruling 'Nudge, Not a Challenge' to the Fed

By JED HOROWITZ

NEW YORK — The New York banking department has a better grasp of how to expand powers for state-chartered banks than many congressmen and some federal regulators, said Jill M. Considine, state superintendent of banks.

Her department gained national attention last week when it announced liberalized rules for the underwriting activities of securities firms affiliated with state-chartered banks.

"So many of the leading institutions are located here that we are more sensitive than a lot of congressmen to their needs," Ms. Considine said in a telephone interview Monday. "I hope this will be the spark to get some national legislation going."

The state regulator, who has led the banking department since May 1985, noted that New York frequently has taken the lead in carving out new territory for banks. In one sense, she said, her department "was forced into a leadership role" because the changes affecting financial institutions worldwide "are happening in our own back yard."

Jill M. Considine

In a cover statement to her department's interpetive ruling on banks' underwriting and dealing powers, issued on Dec. 23, Ms. Considine aimed directly at influencing national policy.

"In light of the liberalization of global capital markets, the United States is now at a distinct competitive disadvantage due to the Glass-Steagall Act, and the focal point of the financial services

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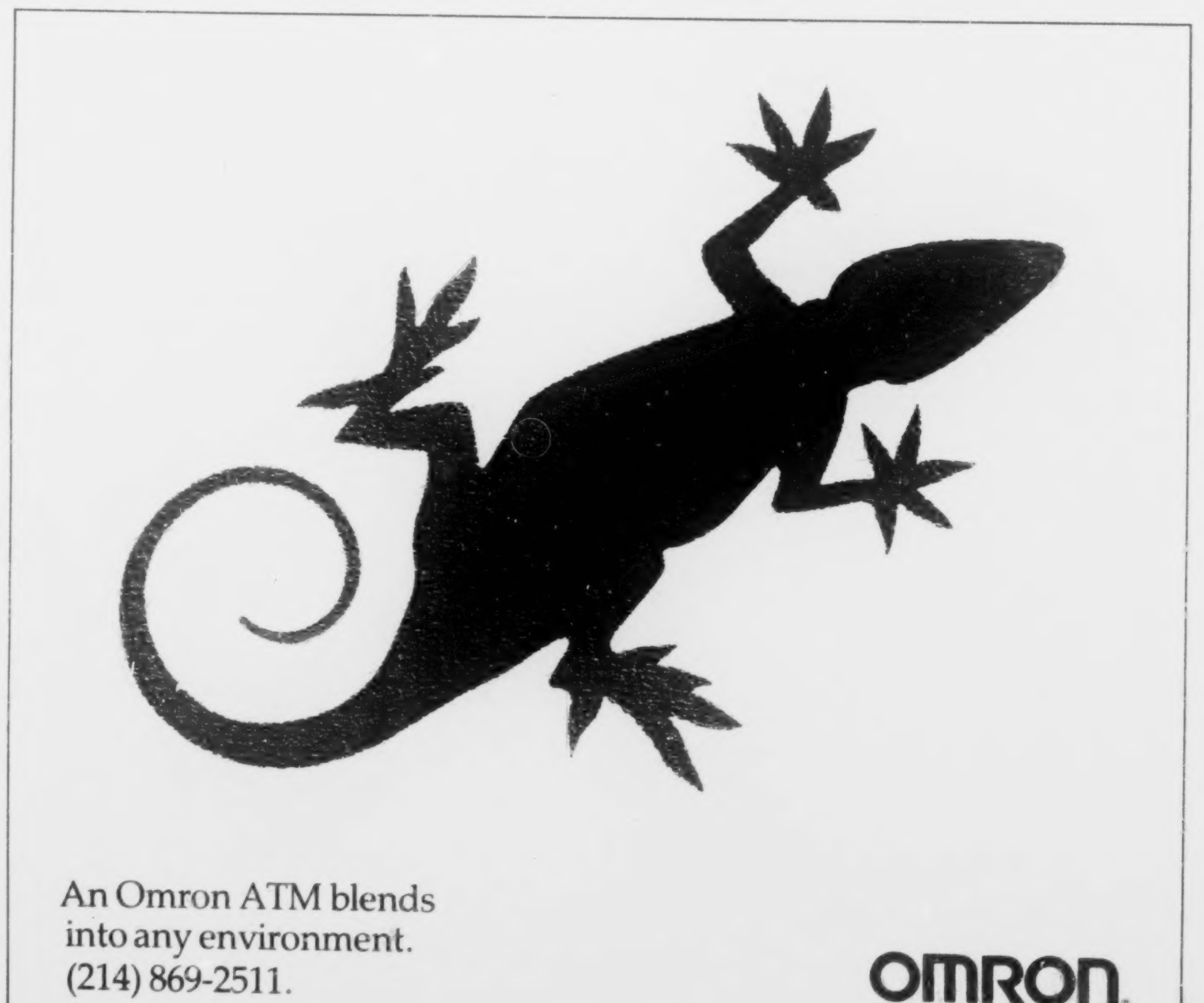

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Reagan Budget Predicts FDIC, FSLIC Losses

High Number of Bank Failures Strains System

By BARTLETT NAYLOR and JIM McTAGUE
Washington Bureau

WASHINGTON — Bank and thrift failures will deplete federal insurance funds faster than expected, according to figures released Monday as part of President Reagan's proposed federal budget.

"Outlays by the major deposit insurance funds are estimated to exceed previously planned levels by $5.8 billion in 1987 and $4 billion in 1988," explained James Miller, director of the White House's Office of Management and Budget.

Mr. Miller's explanation came in 350-page volume that proposes an overall federal budget of $1.024 trillion, with a deficit of $107 billion.

The budget office estimated that the Federal Deposit Insurance Corp. will spend $4 billion in 1987, and $1.5 billion in 1988.

FDIC representative Steve Katsanos said the increase in insurance expense comes from higher-than-expected bank failures. "At one point, we thought failures in 1987 would be about the same as 1986," Mr. Katsanos said. "Now, it looks like there'll be a higher number." In 1986, 138 FDIC-insured banks failed.

However, the cost to the FDIC of closing banks has also increased, ac-

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First Nationwide Expanding Centers In K mart Stores

Special to the American Banker

DEARBORN, Mich. — First Nationwide Bank, a unit of the Ford Motor Co., will open "at least" 100 convenience branches in K mart stores this year, senior officials from both companies disclosed on Monday.

The expansion will give First Nationwide a network of 403 branches and reaffirms the San Francisco-based thrift's commitment to becoming a national financial institution.

First Nationwide, with assets of $15 billion, presently operates in eight states and recently was granted rights to expand into six other states. Anthony M. Frank, chairman of First Nationwide, said in an interview that he hoped to make acquisitions in all the states in which First Nationwide is authorized to do business.

At a joint news conference held at Ford's international headquarters here, K mart Corp. chairman and chief executive officer Bernard M. Fauber said the retailer expects First Nationwide eventually to have 1,000 branches in K mart stores throughout the country. The expansion will take place during the next several years, but

First Nationwide: Page 21 ➔

Merchants Acquires Bank in Ohio Valley

Special to the American Banker

INDIANAPOLIS — Merchants National Corp. here has announced plans to acquire the Ohio Valley Bancorp., the holding company for the $155 million-asset Madison Bank & Trust Co. in Jefferson County, along the Ohio River in southeastern Indiana.

The acquisition is Merchants' 12th since Indiana adopted multibank holding company rules and its first outside of central Indiana. Merchants chairman Otto N. Frenzel 3d said it begins the second phase of the bank holding company's acquisition strategy. He said Merchants will be looking at banks in the northern and southern thirds of the state for future acquisitions.

The agreement calls for Ohio Valley shareholders to receive two shares of Merchants stock for each share of Ohio Valley stock. ■

Former Directors of Tampa Thrift Enter Guilty Pleas

Special to the American Banker

TAMPA, Fla. — Two former directors of Community Federal Savings and Loan Association, Tampa, have pleaded guilty to bank fraud.

In exchange for agreeing to cooperate with the government in its case against several other former Community Federal officials, the men were each allowed to plead guilty to two counts of the indictment.

Before U.S. District Court Judge Elizabeth Kovachevich, Robert Bowes Jr. and Joseph V. Coppola pleaded guilty to charges of conspiracy to misapply bank funds and making a false statement in a Community Federal report.

A 20-count federal indictment was returned on Nov. 6 against seven men, including former Community Federal chief executive officer Leonard C. Garrett. The defendants are accused of bank fraud, including misapplying the funds of a $3 million loan to the now defunct State Capital Corp.

A federal trial is scheduled for early January, but assistant state attorney Judy Hoyer said it probably will be delayed because of trial conflicts.

Under the agreement, Ms. Hoyer said, each man could receive up to five years in prison and a $10,000 fine for pleading guilty to misapplication of bank funds.

On the second count, they could receive up to five years' probation, which would run consecutively after the first sentence, Ms. Hoyer said.

Ms. Kovachevich scheduled sentencing for March 27.

Ms. Hoyer said that since the two men agreed to cooperate with her office in the case against the other defendants, six counts against Mr. Coppola and two against Mr. Bowes were dropped.

In the original 10-count indictment returned on May 29, only four former directors of Community Federal — Mr. Coppola, Mr. Bowes, Mr. Garrett, and Tracy J. Harris Jr. — were charged.

The indictment said they defrauded Community Federal, a small Tampa savings and loan that caters almost exclusively to the local black community.

The thrift, which has had financial trouble in the past two years, is one of the most undercapitalized in the nation, according to published bank documents.

Mr. Coppola, Mr. Bowes, and Mr. Harris also were associated with Top Cat Commercial Builders Inc., an area construction company. The indictment said the men withheld information concerning a $3 million loan from Community Federal to State Capital.

In the second indictment, Steven P. Bazsuly, Michael E. Bazsuly, and Ralph M. Hansen were added as defendants.

Regulators . . .

➸ Continued from Page 12

rities powers for banks, and check-hold practices.

Mr. Ely said, however, that if the bills grow these "barnacles," it may be summer or fall before a bill passes both houses.

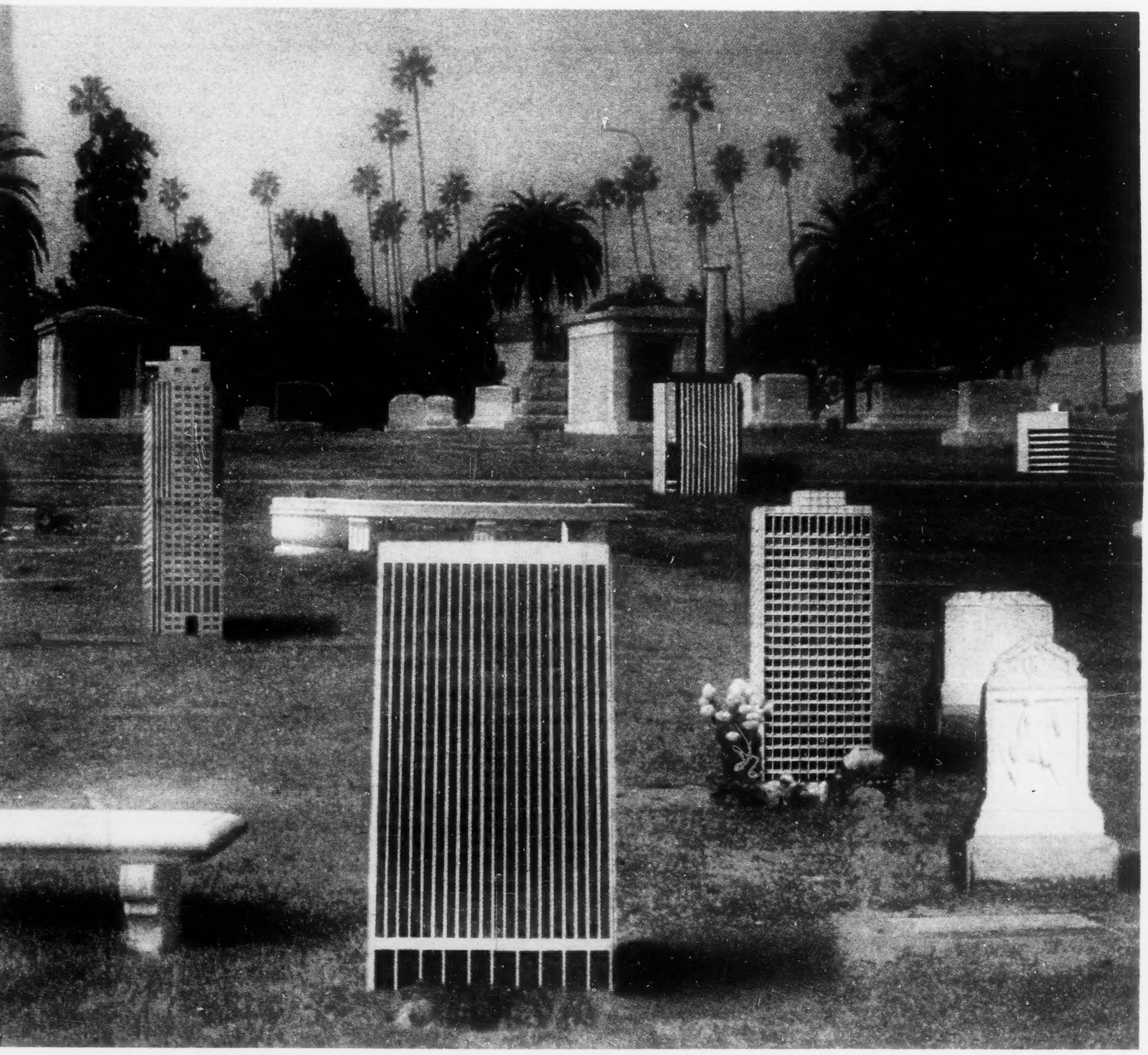
"Legislators may begin to feel that if they aren't on board this boat, they might as well forget about 1987 and tack on other banking items," he said.

Mr. McLean said that he did not expect passage to take until summer. He also said he did not feel that the probe into Chairman Gray's expenses would slow things down. ■

Bank Failures 1982-86

	'86	'85	'84	'83	'82
Alabama	1	2	1	1	1
Alaska	1	...	...	...	...
Arizona	...	...	...	...	...
Arkansas	...	1	2	1	3
California	8	7	6	5	2
Colorado	7	6	2	1	...
Connecticut	...	...	...	...	...
Delaware	...	...	...	...	...
Dist. of Columbia	...	...	...	...	...
Florida	3	2	2	...	1
Georgia	...	...	...	...	...
Hawaii	...	...	...	...	...
Idaho	1	...	...	...	...
Illinois	1	2	5	6	5
Indiana	1	1	2	...	...
Iowa	10	11	3	...	2
Kansas	14	13	7	1	...
Kentucky	2	...	1	1	...
Louisiana	8	...	1	...	...
Maine	...	...	...	...	...
Maryland	...	...	...	...	...
Massachusetts	...	...	...	...	1
Michigan	...	...	1	...	1
Minnesota	5	6	4	1	1
Mississippi	...	...	1	...	...
Missouri	9	9	2	1	2
Montana	1	...	...	1	...
Nebraska	6	13	5	1	...
Nevada	...	...	...	1	...
New Hampshire	...	...	...	...	...
New Jersey	...	...	1	1	1
New Mexico	2	3	...	...	...
New York	...	4	...	2	4
North Carolina	...	...	...	...	...
North Dakota	...	...	...	...	...
Ohio	...	...	...	...	...
Oklahoma	16	13	5	1	3
Oregon	1	3	5	5	...
Pennsylvania	...	...	...	...	1
Puerto Rico	1	...	1	1	1
Rhode Island	...	...	...	...	...
South Carolina	...	...	...	...	...
South Dakota	1	...	1	1	...
Tennessee	2	5	11	12	3
Texas	26	12	6	3	7
Utah	3	1	1	...	...
Vermont	...	...	...	...	...
Virginia	...	...	...	...	1
Washington	...	...	...	...	1
West Virginia	...	...	...	...	1
Wisconsin	1	1	...	...	...
Wyoming	7	5	2	1	...
Total	**138**	**120**	**79**	**48**	**42**

The total of failures for 1986 does not include seven assistance transactions. There were two in Kansas and one each in Louisiana, Missouri, Oklahoma, Tennessee, Washington.



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FDIC-Insured Banks that Have Failed or Been Rescued in 1986

Washington Bureau

WASHINGTON — The following is a list of U.S. banks insured by the Federal Deposit Insurance Corp. that have failed or that the FDIC has given financial assistance because they were deemed in danger of failing in 1986. A bullet (•) preceding an item denotes a collapsed agricultural bank, defined by the FDIC as having agricultural loans exceeding 25% of its total loans.

The number of insolvent banks that were either liquidated or merged into other companies was 138. Seven others received financial help from the FDIC to keep them from failing. Fifty-nine were agricultural banks.

The total number of bank closings in 1985 was 120.

The number of permanent bank closings that resulted in insured deposit payoffs was 21 in 1986. That's also down proportionately from 1985, when there were 22 deposit payoffs.

□

• 1. **National Bank of White City**, White City, Kan. Closed Jan. 10. Deposits of $9.1 million. Cash advance of $2.9 million. Assumed by the Bank of White City, White City, a newly chartered subsidiary of Herington Bancshares Inc., Herington, Kan.

2. **First State Bank**, Cache, Okla. Closed Jan. 10. Deposits of $17.9 million. Cash advance of $11.3 million. Assumed by the American National Bank of Lawton, Lawton, Okla.

3. **Bank of Dixie**, Lake Providence, La. Closed Jan. 10. Deposits of $36.2 million. Cash advance of $8.9 million. Assumed by the Louisiana Delta Bank, a newly chartered subsidiary of Central Louisiana Bancorp., Ferriday, La.

4. **First Progressive Bank**, Metairie, La. Closed Jan. 17. Deposits of $37.2 million. Cash advance of $19.7 million. Assumed by First Industrial Bank & Trust Co., Metairie, a newly chartered subsidiary of First National Corp., Covington, La.

5. **American Bank of Casper**, Casper, Wyo. Closed Jan. 17. Insured deposits of $14.8 million transferred to Hilltop National Bank, Casper.

6. **Utah First Bank**, Salt Lake City. Closed Jan. 24. Deposits of $33.4 million. Cash advance of $15.4 million. Assumed by Citibank (Utah), a newly chartered subsidiary of Citicorp, New York.

7. **Pioneer State Bank**, Salt Lake City. Closed Jan. 24. Deposits of $8.4 million. Cash advance of $2.1 million. Assumed by Zions First National Bank, Salt Lake City.

• 8. **The Peoples National Bank and Trust Co.**, Albia, Iowa. Closed Feb. 6. Deposits of $46.2 million. Payoff.

• 9. **Johnson County Bank**, Tecumseh, Neb. Closed Feb. 7. Deposits of $18.3 million. Cash advance of $3.9 million. Assumed by State Bank of Elk Creek, Elk Creek, Neb.

10. **Valencia Bank**, Placentia, Calif. Closed Feb. 7. Insured deposits of $91.9 million transferred to Barclays Bank of California, San Francisco.

• 11. **First National Bank of Tipton**, Tipton, Iowa. Closed Feb. 14. Deposits of $17.5 million. Assumed by Citizens Savings Bank, Anamosa, Iowa.

12. **Park Bank of Florida**, St. Petersburg, Fla. Closed Feb. 14. Deposits of $543.9 million. Assumed by the Chase Manhattan Corp., New York.

13. **Executive Center Bank NA**, Dallas. Closed Feb. 14. Deposits of $9.1 million. Payoff.

14. **Elk City State Bank**, Elk City, Okla. Closed Feb. 21. Deposits of $21 million. Payoff.

15. **First National Bank at Douglas**, Douglas, Wyo. Closed Feb. 21. Deposits of $12.9 million. Assumed by First Wyoming Bank, Douglas.

16. **The First National Bank of Gorman**, Gorman, Tex. Closed Feb. 27. Deposits of $12.7 million. Assumed by Citizens State Bank, a newly chartered subsidiary of Mid-Texas Bancshares Inc., Fort Worth.

• 17. **The First National Bank of Tekamah**, Tekamah, Neb. Closed March 6. Deposits of $18.4 million. Assumed by Nebraska National Bank, Omaha.

• 18. **The City National Bank of Plainview**, Plainview, Tex. Closed March 7. Deposits of $48.9 million. Assumed by First National Bank of Plainview, Plainview.

• 19. **The Citizens Bank of Winigan**, Winigan, Mo. Closed March 7. Deposits of $5.9 million. Payoff.

• 20. **Farmers and Merchants State Bank of Lamberton**, Lamberton, Minn. Closed March 14. Insured deposits of $16.2 million transferred to American Bank of Mankato, Mankato, Minn.

• 21. **Williams Savings Bank**, Williams, Iowa. Closed March 20. Deposits of $10.7 million. Assumed by Iowa Falls State Bank, Iowa Falls, Iowa.

• 22. **First State Bank**, White Cloud, Kan. Closed March 27. Deposits of $5.1 million. Assumed by Silver Lake Bank, Silver Lake, Kan.

• 23. **First State Bank**, Memphis. Closed March 27. Deposits of $15.3 million. Assumed by Memphis State Bank, a newly chartered subsidiary of North Central Texas Bancshares Inc., Iowa Park, Tex.

• 24. **Stockholm State Bank**, Stockholm, S.D. Closed March 27. Deposits of $6.3 million. Assumed by Community State Bank of Stockholm, a newly chartered state bank.

• 25. **Farmers and Merchants State Bank of Huntsville**, Huntsville, Mo. Closed March 28. Insured deposits of $18.2 million transferred to City Bank and Trust Co., Moberly, Mo.

26. **Family Bank**, Ogden, Utah. Closed March 28. Deposits of $20 million. Assumed by Commercial Security Bank, Ogden.

27. **Industrial National Bank of East Chicago**, East Chicago, Ind. Closed April 3. Deposits of $8 million. Assumed by Mercantile National Bank of Indiana, Hammond, Ind.

28. **Eddy County National Bank**, Carlsbad, N.M. Closed April 3. Deposits of $23.1 million. Assumed by United New Mexico Bank at Carlsbad, Carlsbad.

• 29. **The National Bank**, Dyersville, Iowa. Closed April 10. Deposits of $38.2 million. Assumed by American Trust & Savings Bank, Dubuque, Iowa.

• 30. **The Peoples Bank of Mercer**, Mercer, Mo. Closed April 10. Deposits of $9.3 million (all insured). Payoff.

31. **The First National Bank of Ruston**, Ruston, La. Closed April 10. Deposits of $29.8 million. Assumed by Security First National Bank, Alexandria, La.

32. **Center National Bank**, Los Angeles. Closed April 11. Deposits of $36.7 million. Assumed by Independence Bank, Los Angeles.

• 33. **The Talmage State Bank**, Talmage, Kan. Failed April 16. In an assistance transaction, the Federal Deposit Insurance Corp. made a $1.7 million loan to the bank to keep it open.

34. **Florida Center Bank**, Orlando, Fla. Closed April 18. Deposits of $69.4 million. Assumed by American National Bank of Florida, Jacksonville, Fla.

35. **Union County Bank**, Maynardsville, Tenn. Failed April 22. On April 23, $30.1 million in insured deposits was transferred to Commercial Bank of Claiborne County, Harrogate, Tenn. Three offices of Union County Bank opened on April 23 as branches of Commercial Bank.

36. **First National Bank of Irving**, Irving, Tex. Closed April 24. Deposits of $33.5 million. Assumed by City National Bank of Irving, Irving. The failed bank's only office reopened April 25 as City National Bank of Irving.

37. **First National Bank of Bandera**, Bandera, Tex. Closed April 24. Deposits of $14.1 million. Assumed by Bandera Bank, Bandera, a newly chartered subsidiary of Bandera Bancshares Inc., Dallas. The failed bank's only office reopened April 25 as Bandera Bank.

• 38. **The Bank of Nortonville**, Nortonville, Kan. Closed May 1. About $6.4 million in 2,200 deposit accounts were assumed by Kendall State Bank, Valley Falls, Kan. The failed bank reopened as a branch of Kendall.

• 39. **The Bedford National Bank**, Bedford, Iowa. Closed May 1. Insured deposits of $16.5 million. Assumed by American National Bank, Bedford, a newly chartered subsidiary of Thurman State Corp., Thurman, Iowa.

40. **The First National Bank of Carter**, Carter, Okla. Closed May 1. All but about $74,000 of the bank's $6.5 million in deposits were insured and were approved for a payoff by the FDIC. Owners of uninsured deposits will share proportionately with the FDIC in the proceeds from liquidation of the bank's assets.

41. **Bank of Commerce and Trust Co.**, Tulsa, Okla. Closed May 8. Deposits of $126 million. Assumed by the First National Bank and Trust Co., Tulsa.

42. **Rainsville Bank**, Rainsville, Ala. Closed May 9. Its $15.6 million in deposit liabilities were assumed by Jacobs Bank, Scottsboro, Ala.

• 43. **First Bank and Trust of Idaho**, Malad City, Idaho. Closed May 9. Deposits of $54.7 million. Assumed by the Idaho First National Bank, Boise, Idaho.

• 44. **Citizens State Bank of St. Francis**, St. Francis, Kan. Closed May 15. Deposits of $22 million. Assumed by St. Francis State Bank and Trust Co., a newly chartered subsidiary of G.S. Bancshares Inc., Goodland, Kan.

45. **Saddleback National Bank**, Laguna Hills, Calif. Closed May 15. Had about $12.9 million in deposits, of which about $140,000 exceeded the federal insurance limit. Insured deposits were transferred to Landmark Bank, La Habra, Calif., while uninsured depositors and nondeposit creditors will share proportionately with the FDIC in the proceeds of asset liquidations.

• 46. **First State Bank & Trust Co.**, Edinburg, Tex. Closed May 23. Deposits of $118.8 million, of which $1.8 million exceeded the $100,000 insurance limit. After first deciding to pay off insured deposits, the FDIC on May 28 changed this to have the deposits assumed by NBC Bank-Edinburg, Edinburg, Tex., a newly formed subsidiary of National Bancshares Corp. of Texas, San Antonio.

47. **Centennial State Bank of Colorado**, Englewood, Colo. Closed May 23. Deposits of $18.9 million. Assumed by First Interstate Bank of Centennial NA, Centennial, Colo., a newly chartered national bank subsidiary of First Golden Bancorp., Golden, Colo.

48. **Sunshine State Bank**, South Miami, Fla. Closed May 23. Deposits of $97 million, of which $3.7 million exceeded the $100,000 insurance limit. A payoff of insured deposits was arranged, and uninsured depositors will share with the FDIC in the proceeds of asset sales.

• 49. **Roseland State Bank**, Roseland, Neb. Closed May 28. Deposits of $10.1 million. Assumed by Hastings State Bank, Hastings, Neb.

• 50. **Lone Rock Bank**, Lone Rock, Iowa. Closed May 29. Deposits of $7.1

Failures: Page 15 ➡

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138 Banks Declared Insolvent Last Year; 59 Were Farm Lenders

Continued from Page 14

million. Assumed by Swea City State Bank of Swea City, Iowa.

51. **First National Bank and Trust Co. of Norman,** Norman, Okla. Closed May 29. Deposits of $68.9 million. All but $512,000 federally insured. No acceptable bids received. Bank's insured deposits were transferred to the Liberty National Bank and Trust Co. of Oklahoma City, Okla., for a purchase premium of $250,000.

52. **Bank of Columbia Falls,** Columbia Falls, Mont. Closed May 30. Deposits of $40.5 million assumed by First Citizens Bank, Columbia Falls, Mont. Failed bank's sole office reopened as First Citizens Bank.

53. **Banco de Ahorro,** Mayaguez, P.R. Closed May 30. Failed bank's five offices reopened as branches of Banco Popular de Puerto Rico of San Juan. Banco Popular assumed $28.2 million in deposits from the failed bank and agreed to a purchase premium of $412,000.

• 54. **The Citizens State Bank,** McCracken, Kan. Closed June 5. Payoff of insured deposits. All but $5,000 of $10.3 million in deposits were insured.

55. **Security Bank,** Glenrock, Wyo., closed June 6. Payoff of insured deposits. All but $1,600 of $5.8 million in total deposits were insured.

56. **PetroBank NA,** Houston. Closed June 12. Payoff of insured deposits and an advance payment to uninsured depositors equal to 45% of their uninsured claims. All but $2.6 million of $36.8 million in total deposits were insured.

57. **Bossier Bank and Trust Co.,** Bossier City, La. Closed June 13. Assets purchased and deposits of $199.7 million assumed by the First National Bank of Shreveport, Shreveport, La. Premium of $1.673 million paid.

58. **The Bank of Commerce,** Shreveport, La. Closed June 13. Assets purchased and deposits of $69 million assumed by People's Bank & Trust Co., Natchitoches, La. Premium of $600,000 paid.

• 59. **First National Bank of Borger,** Borger, Tex. Closed June 19. Assets purchased and deposits of $68.1 million assumed by the newly-chartered First National Bank of Borger. Premium of $200,000 paid.

60. **The First National Bank of Chanute,** Chanute, Kan. Closed June 19. Payoff of insured deposits. All but $40,000 of $44.9 million in deposits were insured.

61. **The American Bank,** Alma, Wis. Closed June 20. Insured deposits transferred to Bank of Alma, a newly chartered subsidiary of La Farge Bancorp Inc., La Farge, Wis. Deposits totalled $34.8 million, including $1.8 million in accounts over the insured limit.

• 62. **Union Deposit Bank,** Union, Ky. Closed June 26. Insured deposits transferred to the Central Trust Co., Boone County, Ky., a newly chartered state bank. Deposits totalled $6.5 million, with all but $24,000 within the insurance limit.

63. **Continental National Bank of Kentucky,** Louisville. Closed June 26. Deposits of $9.7 million assumed by River City Bank Inc., a newly chartered subsidiary of First Breckenridge Bancshares Inc., Irvington, Ky.

• 64. **Commercial State Bank,** Pocahontas, Iowa. Closed June 27. Deposits of $42.5 million assumed by Citizens State Bank, Pocahontas, a newly chartered subsidiary of Carroll County Bancshares Inc., Carroll, Iowa. This was the first time the FDIC gave a note receivable in lieu of a cash advance to the assuming bank.

• 65. **The Home State Bank,** Rochester, Tex. Closed June 27. Deposits of $8.5 million assumed by Home State Bank, Rochester, a newly chartered subsidiary of Rochester Financial Corp.

66. **Orange Coast Thrift and Loan Association,** Los Alamitos, Calif. Closed June 27. Deposits of $11 million assumed by Capitol Thrift and Loan Association, Napa, Calif.

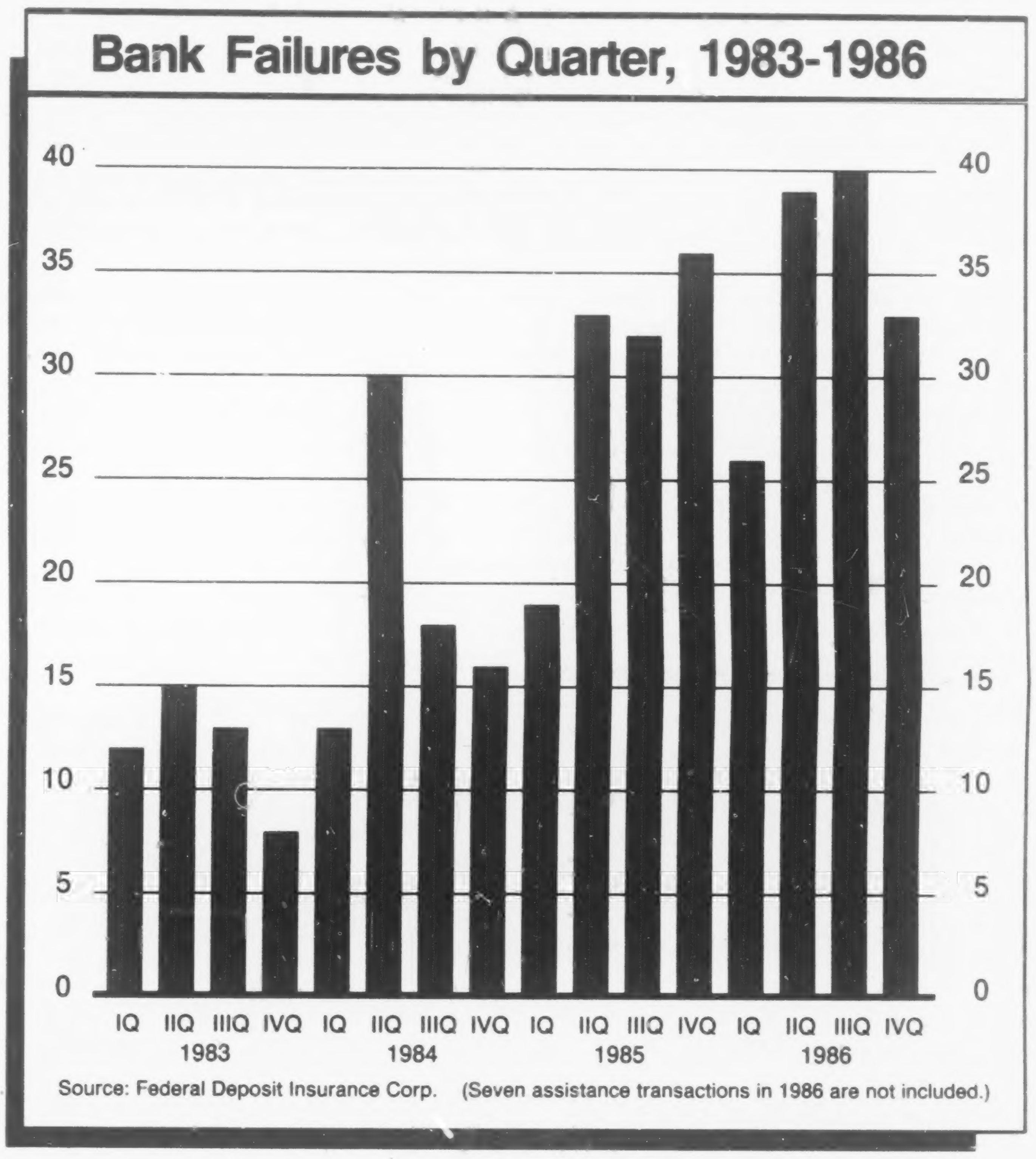
67. **National Bank of Texas,** Austin. Closed July 2. Payoff of insured deposits. All but $1.3 million of the total $30.6 million in deposits were insured.

• 68. **Farmers State Bank of Clarissa,** Clarissa, Minn. Closed July 11. Deposits of $15.9 million assumed by First State Bank, Rush City, Minn., an affiliate of Kimberly Leasing Corp., Rush City. The FDIC gave a note receivable in lieu of a cash advance.

69. **The First National Bank and Trust Co. of Oklahoma City,** Oklahoma City, Okla. Closed July 14. Deposits of $1.5 billion assumed by First Interstate Bank of Oklahoma City NA, a newly chartered subsidiary of First Interstate Bancorp, Los Angeles.

• 70. **The Bank of Kiowa,** Kiowa, Kan. Closed July 17. Payoff of insured deposits. All but $19,000 of total $10.9 million were insured.

Bank Failures by Quarter, 1983-1986



Source: Federal Deposit Insurance Corp. (Seven assistance transactions in 1986 are not included.)

• 71. **Fillmore County Bank,** Geneva, Neb. Closed July 17. Deposits of $11.5 million assumed by York State Bank and Trust Co., York, Neb. The FDIC provided a note receivable in lieu of a cash advance.

72. **Callao Community Bank,** Callao, Mo. Closed July 17. Deposits of $5.1 million assumed by Lafayette County Bank of Lexington/Wellington, Lexington, Mo.

• 73. **The First National Bank of Sheridan,** Sheridan, Wyo. Closed July 17. Payoff of insured deposits. All but about $2.5 million of $59.7 million in deposits were insured.

74. **New Mexico National Bank,** Albuquerque. Closed July 17. Deposits of $146.3 million assumed by First Interstate Bank of Albuquerque. The FDIC provided a note receivable in lieu of a cash advance.

• 75. **Farmer's Bank,** Trimble, Tenn. Closed July 18. Deposits of $17.9 million assumed by First Tennessee Bank NA, Memphis.

76. **Permian Bank,** Odessa, Tex. Closed July 18. Payoff of insured deposits. All but about $152,000 of total $33.8 million in deposits were insured.

• 77. **McCune State Bank,** McCune, Kan. Closed July 24. Deposits of $7.8 million assumed by City National Bank, Pittsburg, Kan.

• 78. **The First National Bank of Prairie City,** Prairie City, Iowa. Closed July 24. Deposits of $18.3 million assumed by Security Bank, Marshalltown, Iowa.

79. **The Bank of Park County,** Bailey, Colo. Closed July 25. Insured deposits transferred to Bank of Mountain Valley NA, Conifer, Colo., a newly chartered subsidiary of Mountain Parks Financial Corp., Minneapolis. Deposits totalled $4.8 million, of which about $18,000 exceeded the insurance limit.

80. **Mountain Valley Bank,** Conifer, Colo. Closed July 25. Deposits of $7.7 million assumed by Bank of Mountain Valley NA, Conifer.

• 81. **First National Bank in Cordell,** Cordell, Okla. Closed July 31. Payoff of insured deposits. All but $99,000 of total $22.6 million were insured.

• 82. **Eden State Bank,** Eden, Tex. Closed July 31. Deposits of $12.4 million assumed by the Eden State Bank, a newly chartered subsidiary of Eden Financial Corp., San Angelo, Tex.

• 83. **Citizens State Bank,** Iowa Falls, Iowa. Closed July 31. Deposits of $50.9 million assumed by Green Belt Bank & Trust, a newly chartered subsidiary of Green Belt Bankcorp., Iowa Falls.

• 84. **The Gering National Bank and Trust Co.,** Gering, Neb. Closed July 31. Deposits of $67 million assumed by Scottsbluff National Bank & Trust Co., Scottsbluff, Neb.

• 85. **The Easton State Bank,** Easton, Kan., closed Aug. 7. Deposits of $15.9 million assumed by Fort National Bank, Easton, Kan.

• 86.**The First National Bank and Trust Co. of El Reno,** El Reno, Okla., closed Aug. 7. Deposits of $43.4 million assumed by the American National Bank of Lawton, Lawton, Okla.

87. **First Citizens Bank,** Dallas. Closed Aug. 7. Deposits of $88.9 million assumed by Grand Bank Northeast, a newly-chartered subsidiary of Grand Bancshares, Inc., Dallas.

• 88. **Graettinger State Bank,** Graettinger, Iowa, closed Aug. 7. Deposits of $11.4 million assumed by Swea City State Bank, Swea City, Iowa.

89. **Medicine Bow State Bank,** Medicine Bow, Wyo., closed Aug 8. Payoff of insured deposits. All but about $4,000 of total $4 million in total deposits were insured.

• 90. **The State Exchange Bank,** Yates Center, Kan., closed Aug. 14, assumed by the Girard National Bank, Girard, Kan. Total deposits $24.8 million.

91. **Citizens National Bank and Trust Co.,** Oklahoma City, closed Aug 14. Deposits of $157.5 million, including $3.7 million in accounts above the federal insurance limit, were transferred to the Liberty National Bank and Trust Company of Oklahoma City.

92. **Bank of Oklahoma, Oklahoma City NA,** with assets of more than $500 million, was in danger of failing but the FDIC announced a conditional $130 million assistance package. As one condition of the assistance program, the bank is to be merged into the $1.6 billion Bank of Oklahoma, Tulsa NA. Both are subsidiaries of BancOklahoma Corp. The FDIC's assistance package, announced Aug. 15, includes $90 million of nonvoting convertible preferred stock in the bank. Also, bank creditors of the holding company have agreed to substantial concessions in the terms of their loans.

• 93. **State Bank of Westphalia,** Westphalia, Kan., was deemed in danger of failing, but the FDIC on Aug. 15 announced that it granted financial assistance to facilitate the acquisition of the bank by Kansas State Bank, Garnett, Kan. The FDIC's assistance package consists of a guaranty to Kansas State Bank against potential losses of approximately $277,000.

• 94. **Mendon State Bank,** Mendon, Ill., closed Aug. 20. Deposits of $18.8 million assumed by First Midwest Bank/Quincy NA, Quincy, Ill.

• 95. **United Bank of Minneapolis,** Minneapolis, Kan., closed July 21. Deposits of $21.6 million assumed by the Bennington State Bank, Bennington, Kan.

96. **Danbury Bank,** Danbury, Tex., closed Aug. 21. Deposits of $9.1 million assumed by Danbury State Bank, a newly chartered subsidiary of P.J.D. Bancshares Inc., Louise, Texas.

97. **The First National Bank in Rifle,** Rifle, Colo., closed Aug. 21. Pay off of insured deposits. All but about $299,000 of the total of $17.1 million in deposits were within the federal insurance limit.

• 98. **Albany State Bank,** Albany, Mo., closed Aug. 28. Deposits of $4.7 million assumed by United Missouri Bank of St. Joseph, St. Joseph, Mo. The FDIC provided a note receivable in lieu of a cash advance.

99. **Buena Vista Bank and Trust Co.,** Buena Vista, Colo., closed Aug. 28. Pay off of insured deposits. All but about $900,000 of the total of $29.7 million in deposits were within the federal insurance limit.

100. **American National Bank of Eastridge,** Casper, Wyo., closed Aug. 28. Pay off of insured deposits. All but about $5,000 of the total of $3.7 million in deposits were within the federal insurance limit.

101. **Mid Valley Bank,** Omak, Wash., was deemed in danger of failing, but the FDIC on Aug. 30 announced that it granted financial assistance to facilitate the acquisition of the bank by First Bank System Inc., Minneapolis. As a result, First Bank System established a new state-chartered bank, First Bank Washington, Omak, to purchase the assets and assume the liabilities of Mid Valley Bank. The FDIC's financial assistance consisted of a guaranty to First Bank Washington against potential losses to a maximum of $3.5 million.

• 102. **Fairview State Bank,** Fairview, Okla., closed Sept. 4. Deposits of $22.7 million assumed by Community National Bank of Okarche, Okarche, Okla. The FDIC provided a note receivable in lieu of a cash advance.

103. **Western Bank,** Midland, Tex., closed Sept. 4. Deposits of $68 million assumed by United Bank NA, Midland. The FDIC provided a note receivable in lieu of a cash advance.

104. **Central Bank and Trust of Tulsa,** Tulsa, Okla., closed Sept. 10. Deposits of $54.5 million assumed by the F&M Bank and Trust Co., Tulsa. The FDIC provided a note receivable in lieu of a

Failures: Page 20

Failures . . .

Continued from Page 15

cash advance.

105. **Texas Independence Bank**, Pasadena, Tex., closed Sept. 18. Deposits of $11.8 million assumed by the Texas Independence Bank, Pasadena, a newly chartered subsidiary of Citizens Bank Inc., Baytown, Tex.

106. **Texas Bank & Trust**, Lubbock, Texas, closed Sept. 19. Deposits of $30.8 million assumed by RepublicBank Lubbock NA, Lubbock.

• 107. **The Home State Bank**, La Crosse, Kan., closed Sept. 25. Deposits of $12.4 million assumed by Farmers Bank and Trust NA, Albert, Kan.

108. **Heritage National Bank**, Richardson, Tex., closed Sept. 25. Deposits of $30.1 million assumed by Brookhollow National Bank, Richardson, a newly chartered subsidiary of Brookhollow Bancshares Inc., Dallas.

109. **American Bank and Trust Co.**, Lafayette, La., closed Sept. 26. Deposits of $151.2 million assumed by Whitney National Bank of New Orleans.

• 110. **Missouri Farmers Bank**, Mound City, Mo., closed Oct. 2. Deposits of $23.3 million assumed by United Missouri Bank of St. Joseph, Mo.

111. **Century National Bank**, Houston, closed Oct. 2. Insured deposits transferred to Sterling Bank-Willowbrook, a newly chartered subsidiary of Sterling Bancshares Inc., Houston. All but $72,000 of total deposits of $13.7 million were within the federal insurance limit.

112. **Frontier National Bank**, Vista, Calif., closed Oct. 2. Deposits of $9.6 million were assumed by Vista National Bank.

113. **Columbia Community Bank**, Hermiston, Ore., closed Oct. 3. Deposits of $4.2 million were assumed by Inland Empire Bank, Hermiston.

114. **Independent National Bank**, Covina, Calif., closed Oct. 9. Insured deposits transferred to Chino Valley Bank, Chino, Calif. All but $927,000 of total deposits of total of $27.8 million were within the federal insurance limit.

115. **Valley State Bank**, Baggs, Wyo., closed Oct. 17. Pay off of insured deposits. All but $2,300 of the total of $4 million in deposits were within the federal insurance limit.

• 116. **Bank of Gering**, Gering, Neb., closed Oct. 23. Deposits of $20.4 million assumed by First State Bank, Scottsbluff, Neb.

117. **Stillwater Community Bank**, Stillwater, Okla., closed Oct. 23. Deposits of $18.6 million assumed by the Bank NA, McAlester, Okla.

118. **Security National Bank**, Anchorage, Alaska, closed Oct. 23. Deposits of $38.8 million assumed by Rainier Bank Alaska NA, Anchorage.

119. **Republic Bank**, Blanchard, La., closed Oct. 31. Deposits of $39.3 million assumed by American Bank & Trust Company in Monroe, Monroe, La.

• 120. **Sedgwick County Bank**, Julesburg, Colo., closed Nov. 5. Insured deposits were transferred to the First National Bank of Julesburg. All but $500 of the total of $3.7 million in deposits were within the federal insurance limit.

• 121. **First Stock Yards Bank**, St. Joseph, Mo., closed Nov. 6. Deposits of estimated $32.1 million assumed by the Bank of St. Joseph.

• 122. **The Home Bank**, Savannah, Mo., closed Nov. 6. Deposits of estimated $40.7 million were assumed by United Missouri Bank of St. Joseph, St. Joseph, Mo.

123. **The First National Bank and Trust Company of Enid**, Enid, Okla., closed Nov. 6. Pay off of insured deposits. All but $1.4 million of the total of estimated $91.2 million in deposits were within the federal insurance limit.

124. **The Citizens State Bank**, Donna, Tex., closed Nov. 6. Deposits estimated at $27.6 million assumed by Raymondville State Bank, Raymondville, Tex.

125. **Metropolitan Bank & Trust Co.**, Baton Rouge, La., closed Nov. 7. Deposits estimated at $65.4 million assumed by the Whitney National Bank of New Orleans.

• 126. **Chokio State Bank**, Chokio, Minn., closed Nov. 7. Deposits estimated at $11 million assumed by First Bank of Chokio, a newly chartered subsidiary of Barron Bancshares Inc., Chokio.

127. **The Hoxie State Bank**, Hoxie, Kan., closed Nov 13. Deposits of $32.1 million assumed by Prairie Bank, Hoxie, a newly chartered subsidiary of Prairie Bancshares Inc., Oakley, Kan.

• 128. **First National Bank of Temple**, Temple, Okla., closed Nov. 14. Deposits estimated at $6.6 million, including $7,000 that exceeded the federal insurance limit, have been transferred to Union National Bank of Oklahoma, a newly chartered subsidiary of the Union of Arkansas Corp., Oklahoma City.

129. **The Bank of Northern California**, San Jose, closed Nov. 14. Deposits of $14.1 million assumed Pacific Valley Bank, San Jose.

130. **Texana National Bank of College Station**, College Station, Tex., closed Nov. 20. Deposits estimated at $11.1 million assumed by First State Bank in Caldwell, Caldwell, Tex.

131. **Norman Bank of Commerce**, Norman, Okla., closed Nov. 20. Deposits estimated at $38.8 million assumed by First Interstate Bank of Oklahoma NA, Oklahoma City.

132. **First National Bank**, Willows, Calif., closed Nov. 20. Deposits estimated at $61.3 million assumed by First Interstate Central Bank, Willows, a newly chartered subsidiary of First Interstate Bancorp, Los Angeles, Calif.

133. **Bank of Commerce**, Morristown, Tenn., was deemed in danger of failing, but the FDIC announced Nov. 26 that it granted financial assistance to keep the $66 million-deposit institution from failing. The FDIC's financial assistance consisted of a purchase of assets for $13 million. It was the fifth "open bank" rescue by the FDIC this year.

134. **Hays State Bank**, Hays, Kan., closed Dec. 4. Deposits of $31.2 million transferred to Farmers State Bank and Trust Co. of Hays.

135. **Panhandle Bank and Trust Co.**, Borger, Tex., closed Dec. 4. Deposits of $96 million assumed by Amarillo National Bank, Amarillo, Tex.

• 136. **First National Bank of Stewartville**, in Stewartville, Minn., closed Dec. 4. Deposits of $17.9 million transferred to Marquette Bank Rochester, of Rochester, Minn.

• 137. **Cordell National Bank**, Cordell, Okla., closed Dec. 5. All but $146,000 of the total of $71.3 million in deposits were within the federal insurance limit. Insured deposits were transferred to City National Bank of Weatherford, Weatherford, Okla.

• 138. **The Citizens Bank of Windsor**, Windsor, Mo., closed Dec. 9. Deposits of $23.3 million assumed by United Missouri Bank of Warrensburg, Warrensburg, Mo.

139. **First Bank & Trust Co.**, Booker, Tex., closed Dec. 18. All but $1.8 million of the total of $78.4 million in deposits were within the federal insurance limit. Insured deposits were transferred to First National Bank of Perryton, Perryton, Tex.

140. **Landmark National Bank**, Denver, closed Dec. 18. Deposits of $9.1 million assumed by Omnibank Leetsdale, Denver, a newly chartered subsidiary of Omnibancorp, Denver.

141. **Lago Vista National Bank**, Lago Vista, Tex., closed Dec. 18. All but $34,700 of the total of $10.6 million in deposits were within the federal insurance limit. Insured deposits were transferred to Greater Texas Bank Leander, Leander, Tex.

142. **Farmers State Bank**, Lueders, Tex., closed Dec. 19. Deposits of $8.4 million were assumed by Farmers and Merchants National Bank of Merkel, Merkel, Tex.

143. **Lakeland State Bank**, Pequot Lakes, Minn., closed Dec. 19. Deposits of $46.5 million assumed by the Northern National Bank, Bemidji, Minn.

144. **Bank of Kansas City**, Kansas City, Mo., was deemed in danger of failing, but the FDIC announced on Dec. 29 that to keep the $108.2 million institution from failing it granted financial assistance of $1 million in cash plus other guarantees. This resulted in the bank merging with the Merchants Bank, Kansas City, Mo. It was the sixth open bank rescue by the FDIC in 1986.

145. **Citizens Bank & Trust Co.**, Arcadia, La., was deemed in danger of failing by the FDIC. The agency on Dec. 31 announced that it granted financial assistance to keep the $10.7 million-deposit bank from failing. The assistance consisted of the purchase of $377,000 of poor-quality assets. As a result, the bank's one office became a branch of the First National Bank of Bienville Parish, Arcadia. It was the seventh open bank rescue by the FDIC in 1986. ■

Bank Automation Group Names 18 to Hall of Fame

PHILADELPHIA — The Bank Automation Association of the Delaware Valley has designated 18 people as charter members of its hall of fame, including former officers of the association and outsiders who made significant contributions to its seminars and other programs.

The charter members were inducted on Dec. 4 at a dinner here commemorating the regional group's 25th anniversary.

Former association officers in the hall of fame are J. Thomas Conley of Thomson McKinnon Securities; John F. Diener, formerly of Provident National Bank; John K. Easton Jr., Provident National Bank; George F. Hall, Philadelphia National Bank; Robert B. Muller, formerly of Boardwalk National Bank; William H. Robinson Sr., Electronic Check Services Inc.; Frederick E. Ruccius Jr., Bank of Pennsylvania; George Sims (retired), Land Title Bank & Trust Co.; and Walter E. Trabbold (retired), Bank of Delaware.

Also named were: Barry I. Deutsch, senior vice president, Mellon Bank, Pittsburgh; John F. Fisher, senior vice president, Banc One Corp., Columbus, Ohio; Jeffrey Kutler, staff writer, the *American Banker*, New York; Wayne B. Lewin, president, First Financial Marketing Corp., Schaumburg, Ill.; Robert H. Long, executive vice president, Sendero Corp., Phoenix.

Others included Dale L. Reistad, president, Electronic Funds Transfer Association, Washington; George C. White, president, White Papers Inc., Upper Montclair, N.J.; William E. Whitesell, chairman, department of economics, Franklin & Marshall College, Lancaster, Pa.; and Linda Fenner Zimmer, payment services correspondent, Marlborough, Conn. ■

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Auction Notices

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 &/OR S. SPERBER DCA LIC# 769437 Sell, Jan. 21, 1987 10:15 A.M. 2375 McDonald Ave Bklyn 1983 Ford 2 Dr Sdn 1FABP0441DW258912 Re: D. Reddick: 10:45 A.M. 17 McDonald Ave Bklyn 1975 International Truck D1022ECA22240 Re: E. Serrano: 11:30 A.M. 125-15 Roosevelt Ave Queens 1982 Toyota 4 Dr Sdn JT2AL21E0C4451534 Re: N. Wallach: 12:00 P.M. 108-39 44th Ave Queens 1979 Chevrolet 4 Dr Sdn 1W19M9B496317 Re: J. Sellars: 12:30 P.M. 221-06 Hempstead Ave Queens 1978 Honda 2 Dr Sdn SJE3033228 Re: N. Tilmont: 1:15 P.M. 810 Glenmore Ave Bklyn 1980 Pontiac 2 Dr Sdn 2H37W9A126059 Re: K. Green: 1:45 P.M. 2488 Fulton St Bklyn 1980 Buick 2 Dr Sdn 4Y573AE438258 Re: N. Burton: 2:30 P.M. 1000 E. 49th St Bklyn 1980 Buick 2 Dr Sdn 4J47SAG223942 Re: M. Chapman: I. BELENSON & CO., INC.

LIEN SALES: Jan. 15, 1987 At 8:30 A.M. At 1310 Castleton Ave., Staten Is., N.Y. A 1986 Pontiac #2G2AF27R9G9205663 Re: Charlotte A. DiCarlo & GMAC; A 1982 Olds #1G3AX37Y6CM229129 Re: Regency Litho Chase Leasing Corp. & Manufacturers Hanover Trust: In Brooklyn, N.Y.: At 9:30 A.M. At 2451 Coney Is. Ave. A 1980 BMW #WBA39970006790648 Re: Lawrence & Samuel Israel; At 11:30 A.M. at 169 E. 98 St. A 1978 Jaguar #UJ2T72405BW Re: John Powell & Navy Federal Credit Union; At 12 Noon A 1985 Alfa Romeo #ZARBA5414F1021030 Re: Vivian Harding, Thomas Buston & United County; At 12:45 P.M. At 120 Union Ave., A 1985 Pontiac #1G2FW87F5N237553 Re: Felix Cruz & GMAC; At 196 Stanton St., Manhattan At 1:30 P.M. A 1984 GMC Van #1G5CT18B9E0526366 Re: Dennis Rivera: At 93-45 Hollis Court Blvd., Queens, N.Y. At 4:30 P.M. A 1983 Chevrolet #2G1AN6990D1110480 Re: G.E. Credit Auto Lease Inc. AL DELLAVALLE, Auctioneer.

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 &/OR S. SPERBER DCA LIC# 769437 Sell, Jan. 13, 1987 10:30 A.M. 111 Livingston St Bklyn 1976 Volvo Subn VC26565E2002730 Re: G.W. Johnson: 11:00 A.M. 1 DeKalb Ave Bklyn 1977 Oldsmobile 2 Dr Sdn 3X37K7E159296 Re: J. Rodgers: 11:45 A.M. 270 Greene Ave Bklyn 1973 Oldsmobile 4 Dr Sdn 3N69H3E205572 Re: D. Patterson: 12:15 P.M. 1154 Atlantic Ave Bklyn 1977 Cadillac 4 Dr Sdn 6S69R7Q477665 Re: I. Ritchins: 12:45 P.M. 827 Sterling Pl Bklyn 1974 Datsun P/U Truck PL620269226 Re: M. Hauenstein: 1:15 P.M. 65 New York Ave Bklyn 1975 Cadillac 2 Dr Sdn 6D47S5Q117428 Re: E. Woodberry: 1:45 P.M. 22 Prospect Pl Bklyn 1972 Mercedes Benz 4 Dr Sdn 10806812003240 Re: C. Greene: 2:15 P.M. 13 Williams Ave Bklyn 1983 Cadillac 4 Dr Sdn 1G6AD698XD9105234 Re: D. Reese: I. BELENSON & CO., INC.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, Jan. 13, 1987 9:45 A.M. 201 E. 18th St NYC 1985 Dodge 2 Dr Sdn JB3BC54H2FZ716319 Re: Iliria, Inc.: 10:00 A.M. 245 E. 93rd St NYC 1973 Mercedes Benz 4 Dr Sdn NY25294 Re: B. Koszegi: 10:30 A.M. 346 E. 94th St NYC 1977 Jaguar 4 Dr Sdn UH2T68425BW Re: R. Wilburn: 10:45 A.M. 1832 2nd Ave NYC 1977 AMC 2 Dr Sdn A7C465C115184 Re: N. Ohalloran: 11:15 A.M. 204 W. 102nd St NYC 1978 Chevrolet 2 Dr Sdn 1M27V8U134576 Re: F. Jacques: 11:45 A.M. 323 W. 96th St NYC 1980 Yamaha Motorcycle 3J2000276 Re: C. Katerouliotis: 12:45 P.M. 547 10th Ave NYC 1970 Buick Subn 434360H285404 Re: M. Radcliff: 1:15 P.M. 159 W. 24th St NYC 1980 Honda 2 Dr Sdn SMH2034058 Re: S & S Leasing Co.: 1:45 P.M. Pier 40 Ft of Houston St NYC 1976 Chevrolet Subn 1L45U61333730 Re: S. Brennan: 2:15 P.M. 300 Mercer St NYC 1973 Buick 2 Dr Sdn 4J57T3H117192 Re: R. Rodriguez: 3:15 P.M. 263 Bay St S.I. 1976 Buick 2 Dr Sdn 4S07C62710316 Re: L. Logan: I. BELENSON & CO., INC.

Raymond Brachfeld Auctioneer will sell under the N.Y. State Self Storage Lien Law on 1/16/87 at 10:30 A.M. and on such succeeding days as may be necessary, for Keepers Self Storage, at 43-10 21 St. L.I.C., N.Y., personal property belonging to: (At 603 Greenwich) - Francesco Calazzo #4336, Ed Brennan #2130, John Ferri #3218, Stewart Leuthner #0123, David Falsberg #1201, Jeffrey Morgan #3206, Mary Marshall Clark #3235, David Bowes #3212, Jeffrey Micheal #5227, Serigo Massaglia #3226. (At 201 64th St.) - Joseph Paone #1079, James Weber #A-49, Jose Santos #1118, Micheal Camacho #1189, James Cuisinier #1246, Susan Pulaski #1248, Famav Akiba #1213. (At 444 E. 10th St.) - Karen Zdermyer #2227, Julia Waller #2213, Harold Taylor #4124, Malcom Hayes #1122, #1111, #6118, Joseph Ming #4170, Neomi Aguila #2251, Globtik Tankers Inc. #3144, Sonya Sonti #4122, Joseph Blalark #2111, Elizabeth Cabrera #5144, Percy Johnston #1146, Jimmy Knight #6037, Davan Enterprises #1105, Gilbert Lebron #2207. (At 2577 Forest Ave. Sta. Isl.) - Theresa Lockhart #1024, Ted Banasky #1415, Thomas Gerhardt #1129, Daniel O'Neil #1168, Thomas Cabano #1294, Ricardo Sarasa #A1512, Lester Wright #1054.

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TODAY

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A CONSORTIUM of banking and building associations denounced the home ownership provisions of the Reagan administration's budget proposals, charging that higher fees and new restrictions could freeze 300,000 American families out of the housing market.......... 2

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BANKS AND LENDING institutions that haven't kept abreast of recent court decisions concerning appropriate lender/borrower conduct are playing with an outdated rule book, writes Graham Kerin Blair, a Houston-based attorney.......... 4

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NEW OPPORTUNITIES beckoned executives in financial services to explore other areas of the industry in 1986. Movers were motivated by the desire for independence, a second career, or the need for new jobs following mergers.......... 16

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Quote

The institution has a winning attitude, and I believe the best is yet to come.

Barbara S. Thomas — former SEC commissioner and former executive director of Samuel Montagu & Co. in Hong Kong — on her move to New York to become head of the international private banking division of Bankers Trust Co. [Page 16]

Unquote

Comptroller to Study Bank Earnings Problems

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Robert L. Clarke, the nation's regulator of federally chartered banks, said here Wednesday that he plans to take a close look at the problems bankers might be having with earnings and the rise in consumer debt.

Mr. Clarke, the comptroller of the currency, said in an interview that he has been told by many bankers, including some from well-run institutions, that they have "no operating earnings," meaning earnings from traditional sources such as service fees and loan income. Instead, he said, banks say they are getting earnings from securities trades, an activity that could encounter tough times if interest rates change. He said the agency will review 1986 financial information that will be coming in from banks, and if this earnings pattern proves to be widespread, "that is troublesome."

Credit card debt as well as the anticipated surge in home equity loans — the latter primarily due to changes in the new tax law — could be other sources of problems that banks need to guard against, the comptroller said.

Robert L. Clarke

Mr. Clarke made these comments in a wide-ranging interview with the Washington bureau of the *American Banker.*

He also said holding companies that last week were given authority by his agency to operate banks in the District of Columbia under a turn-of-the-century law are mistaken if they think the action means they are free to engage in a host of securities activities and other practices that banks are not normally allowed to engage in.

Comptroller: Page 11 ➜

Beseiged Bankers Hold Their Ground Despite Push by Nonfinancial Firms

Interest by Auto Firms, Others Shows the Value of Banking Franchise

By JEFFREY KUTLER

'86 review
preview '87

A Series of Articles Looking Back and Ahead At Issues Facing the Financial Services Industry

NEW YORK — Nonfinancial corporations in 1986 continued their assault on banking and other segments of the financial services industry, but the picture is not as bleak as many besieged bankers seem to believe.

While deregulation-minded bankers complained, as they had for years, about a "playing field" tilted in favor of powerful new entrants, those very legalities kept the likes of General Motors Corp. and Sears, Roebuck and Co. from completing their invasion. For all their flexibility, they are unable to acquire full-service commercial banks.

Despite its alleged obsolescence, commercial banking demonstrated its value as a franchise worth defending.

Thwarted by those protections, nonbank attackers concentrated their forces where barriers to entry were lowest, primarily the mortgage banking and thrift industries.

There is some justice in corporate takeovers of thrift institutions, where capital needs have been most critical.

On the other hand, few bankers take comfort in knowing that just before 1986 began, Ford Motor Credit Corp. acquired First Nationwide Bank, the nation's eighth largest thrift, with operations in eight states.

Fuqua Industries, an Atlanta-based consumer products conglomerate, last summer took over Georgia Federal Bank, the 68th biggest savings institution in the United States.

Mortgage banking, a historically fragmented sector that is rapidly con-

Nonbanks: Page 10 ➜

Henkel Meets Press To Deny Allegation Of Special Interests

Bank Board Appointee Defends Plan to Ease Investment Rules

By JIM McTAGUE
Washington Bureau

WASHINGTON — Lee Henkel, under fire from members of Congress after little more than a month on the Federal Home Loan Bank Board, met with reporters on Wednesday to rebut charges of favoritism.

"In 35 years . . . my integrity has never been called into question," he declared.

Mr. Henkel, who was appointed to his post by the White House in November, presented data to show that his Dec. 18 proposal to liberalize direct investment restrictions did not contain a provision exclusively for the benefit of the Lincoln Savings and Loan Association, Irvine, Calif.

Mr. Henkel's motion to adopt his plan died for want of another motion to second it.

Lincoln Savings' parent company is controlled by Charles Keating, who has waged an energetic campaign against limitations the Bank Board proposes to set on direct investments.

Press reports have quoted unnamed sources at the Bank Board who say that Lincoln Savings would have been the only institution in the country to benefit from a provision in Mr. Henkel's proposal to allow the grandfathering of direct investments inadvertently exceeding the Bank Board's 1985 limits.

According to *The Wall Street Journal*, if Mr. Henkel's proposal had been adopted, it could have ended a dispute with the Bank Board over $615.4 million in such investments.

Mr. Henkel's Atlanta law firm has done work for Lincoln Savings in the past, and Lincoln has granted loans to certain business interests that Mr. Henkel controls. Mr. Henkel said that he has put all business interests into a blind trust and that he plans to avoid votes that would affect Lincoln or any other thrift with which he has had dealings.

Sen. William Proxmire, D-Wis., the chairman of the Senate Banking Committee, fired off a letter to the Justice Department after the press reports, re-

Henkel: Page 10 ➜

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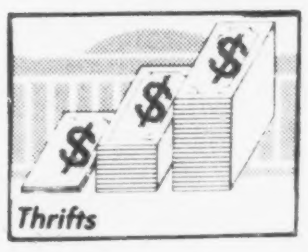
83 Thrift Institutions Required Action by Bank Board in 1986

Washington Bureau

WASHINGTON — A total of 83 federally insured thrifts got into enough financial hot water in 1986 to require drastic action on the part of the industry's chief regulator, the Federal Home Loan Bank Board.



The Bank Board estimates that another 500 institutions may require similar actions. However, the regulators say they lack sufficient money to take care of the problems, and currently they are asking Congress for legislative authority to raise funds.

During 1986, 21 thrift institutions were closed, another 22 were taken over by healthy institutions with the assistance of the Federal Savings and Loan Insurance Corp., and 43 were placed in a management consignment program. Under that program, outside experts are brought in to attempt to reverse the financial fortunes of the troubled institutions.

Three of the thrifts in the management consignment program are de novo institutions, chartered to assume the performing assets of some of the closed thrifts. The new institutions are not included in the following list:

□

1. **Manhattan Beach Savings and Loan Association**, Manhattan Beach, Calif. Jan. 10. Assets of $53 million. Management contract.
2. **Bohemian Savings and Loan Association**, St. Louis. Jan. 30. Assets of $244 million. Management contract.
3. **Great West Savings and Loan Association**, Las Vegas. Jan. 31. Assets of $53 million. Assisted acquisition.
4. **Intercapital Savings Bank**, Jacksonville Beach, Fla. Feb. 7. Assets of $74.8 million. Closed.
5. **American Federal Savings and Loan Association**, Anadarko, Okla. Assets of $147 million. Feb. 7. New board.
6. **Coronado Federal Savings and Loan Association**, Kansas City, Kan. Feb. 7. Assets of $12.9 million. Conservatorship.
7. **Mount Whitney Savings and Loan Association**, Exeter, Calif. Feb. 12. Assets of $82 million. Conservatorship by FSLIC.
8. **American Diversified Savings Bank**, Costa Mesa, Calif. Feb. 14. Assets of $977 million. Management contract.
9. **Capitol Savings and Loan Association**, Mount Pleasant, Iowa. Feb. 21. Assets of $199.6 million. New board, new federal mutual fund charter.
10. **Sierra Federal Savings and Loan Association**, Denver. Feb. 28. Assets of $42.3 million. Closed.
11. **Mercury Savings Association of Texas**, Wichita Falls, Tex. March 14. Assets of $631.8 million. Management contract.
12. **Ben Milam Savings and Loan Association**, Cameron, Tex. March 14. Assets of $308.2 million. Management contract.
13. **Southern Federal Banc Savings and Loan** (the former Lancaster First Federal Savings and Loan Association), Lancaster, Tex. March 18. Asset data not furnished. Indemnification of current officers and directors.
14. **First Federal Savings and Loan Association of Redding**, Redding, Calif. March 20. Assets of $38.5 million. Assisted merger.
15. **Hacienda Federal Savings and Loan Association**, Oxnard, Calif. March 20. Assets of $33.4 million. Assisted merger.
16. **Guaranty Savings and Loan Association**, Longview, Wash. March 21. Assets of $23.4 million. Closed.
17. **Westwood Savings and Loan Association**, Los Angeles. March 27. Assets of $554.2 million. Management contract.
18. **United Savings Bank**, San Francisco. March 28. Assets of $603.9 million. Assisted merger.
19. **Mainland Savings Association**, Houston. April 4. Assets of $1 billion. Closed.
20. **First American Savings and Loan Association**, Oak Brook, Ill. April 14. Assets of $81.3 million. Management contract.
21. **Summit Savings and Loan Association**, Park City, Utah. April 14. Assets of $210.2 million. Management contract.
22. **Columbus Savings and Loan Association**, San Rafael, Calif. April 14. Assets of $280.8 million. Management contract.
23. **Gateway Savings Bank**, San Francisco. April 14. Assets of $163.3 million. Management contract.
24. **Independent American Savings Association**, Irving, Tex. April 22. Asset data not furnished. New officers indemnified.
25. **Flushing Federal Savings and Loan Association**, Flushing, N.Y. April 29. Assets of $467.5 million. Assisted merger.
26. **Washington First Federal Savings and Loan Association of Greater St. Louis**, Normandy, Mo. April 30. Assets of $58.1 million. Assisted merger.
27. **Sun Belt Federal FSB**, Lake Providence, La. May 2. Assets of $196.3 million. Closed.
28. **Mariner Federal Savings and Loan Association**, Seattle. May 9. Assets of $341.9 million. Assisted merger.
29. **Consolidated Savings Bank**, Irvine, Calif. May 22. Assets of $84.3 million. Management contract.
30. **First Federal of Maryland FSA**, Hagerstown, Md. May 23. Assets of $152.7 million. Management contract.
31. **Seapointe Savings and Loan Association**, Carlsbad, Calif. May 30. Assets of $17.3 million. Closed.
32. **Mountain Security Savings Bank**, Wytheville, Va. June 9. Assets of $119.7 million. Assisted merger.
33. **First Federal Savings and Loan of Montgomery County**, Blacksburg, Va. $14.5 million in assets. Assisted merger.
34. **National Permanent Bank FSB**, Washington. June 16. Assets of $100 million. Assisted merger.
35. **Audubon Federal Savings and Loan Association**, New Orleans. June 20. Assets of $223 million. Closed.
36. **New Orleans Federal Savings and Loan Association**, New Orleans. June 20. Assets of $115.3 million. Closed.
37. **Northlake Federal Savings and Loan Association**, Covington, La. June 20. Assets of $100 million. Closed.
38. **Crescent Federal Savings Bank**, New Orleans. June 20. Assets of $87.2 million. Closed.
39. **Community Savings and Loan Association**, Baton Rouge, La. June 20. Assets of $38.5 million. Closed.
40. **American Federal Savings and Loan Association**, Lynchburg, Va. June 26. Assets of $332.6 million. New board.
41. **State Savings and Loan Co.**, South Euclid, Ohio. June 27. Assets of $392 million. Assisted merger.
42. **Citizens Home Savings Co.**, Lorain, Ohio. June 27. Assets of $165.1 million. Assisted merger.
43. **Equitable Federal Savings Bank**, Lancaster, Ohio. July 8. Assets of $708.7 million. Assisted merger.
44. **Lincoln Savings and Loan Association**, Portland, Ore. July 14. Assets of $262.9 million. Assisted merger.
45. **Atlas Savings and Loan Association**, San Francisco. July 14. Assets of $76 million. Assisted merger.
46. **Golden Pacific Savings and Loan Association**, Windsor, Calif. July 14. Assets of $42.8 million. Assisted merger.
47. **Sun Savings and Loan Association**, San Diego. July 18. Assets of $374 million. Closed.
48. **Major Federal Savings and Loan Association**, Cincinnati. July 25. Assets of $23.8 million. Closed.
49. **Central Illinois Savings**, a federal association, Virden, Ill. July 25. Assets of $53.7 million. Closed.
50. **Presidio Savings and Loan Association**, Porterville, Calif. Aug. 8. Assets of $128.6 million. Closed.
51. **Peninsula Savings and Loan Association**, Soldotna, Alaska. Aug. 8. Assets of $42.6 million. Closed.
52. **Life Savings Association of America FSB**, Rockford, Ill. Aug. 9. Assets of $449 million. Management contract.
53. **Coronado Federal Savings and Loan Association of Kansas City**, Kansas City, Kan. Aug. 15. Assets of $13 million. Assisted merger.
54. **Equitable Savings and Loan Association**, San Mateo, Calif. Aug. 15. Assets of $82.2 million. New board of directors.
55. **Reserve Savings and Loan Association**, Wichita, Kan. Aug. 27. Assets of $22.6 million. Assisted merger.
56. **Metropolitan Federal Savings and Loan Association**, Hialeah, Fla. Aug. 27. Assets of $49.2 million. New board of directors, new federal mutual association charter.
57. **Consolidated Savings Bank**, Irvine, Calif. Aug. 29. Assets of $61.4 million. Closed.
58. **Citizens Federal Savings and Loan Association of Cleveland**, Cleveland. Aug. 29. Assets of $486.6 million. Assisted merger.
59. **Dollar Savings Bank of Columbus**, Columbus, Ohio. Aug. 29. Assets of $357.7 million. Assisted merger.
60. **First Savings Association of Kilgore**, Kilgore, Tex. Aug. 29. Assets of $22.6 million. Assisted merger.
61. **Founders Savings and Loan Association**, Los Angeles. Sept. 3. New board of directors.
62. **DeVargas Savings and Loan Association**, Santa Fe, N.M. Sept. 11. Assets of $19.8 million. Assisted merger.
63. **Sunrise Savings and Loan Association FSLA**, Boynton Beach, Fla. Sept. 12. Assets of $1.5 billion. Closed.
64. **Western Federal Savings Association**, Dallas. Sept. 12. Assets of $2 billion. Management contract.
65. **Ramona Federal Savings and Loan Association**, Fillmore, Calif. Sept. 12. Assets of $108.1 million. New federal mutual fund charter. Management contract.
66. **City Savings and Loan Association**, San Angelo, Tex. Sept. 16. New board of directors.
67. **Lamar Savings Association**, Austin, Tex. Sept. 16. New board of directors.
68. **Cal America Savings and Loan Association**, Walnut Creek, Calif. Sept. 19. Assets of $413.9 million. New federal mutual association charter. Management contract.
69. **Homestate Savings and Loan Association**, Hayward, Calif. Sept. 24. Assets of $171.3 million. New board of directors.
70. **Tri-County Savings and Loan Association**, Camden, N.J. Oct. 1. Asset data not furnished. New board of directors.
71. **Republic Savings Bank**, South Be-

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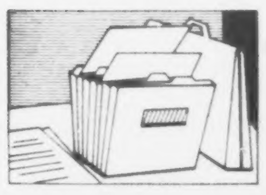

Counselor's Corner

Lender Liability Cases Add New Considerations to the Game of High Finance

→ Continued from Page 7

Provisions in a loan agreement that give the lender the right to choose the borrower's management, and control of cash disbursements and other financial decisions may lead a court to conclude that the lender has exercised excess control. Additionally, taking possession of the borrower's facilities or having the power to elect directors or management may be tantamount to control. This was the finding of the court in Farah.

Assessing the Risk

Lenders can respond to the challenge of lender liability by taking stock of their existing lending practices and implementing changes where needed. A close look at existing loan procedures may reveal on-going practices with the potential for devastating consequences. Immediate action may be required.

As a general rule, you should seek to establish standards for dealing with borrowers that reflect both objectivity and good faith. Additionally, you should adhere to the following specific guidelines:

1. Do not threaten the borrower with action that you do not intend to take.

2. Do not utilize advantage or leverage over the borrower's business to usurp the borrower's decision-making authority or to control the borrower's operations.

3. Even if not expressly required under the terms of the loan agreement, give the borrower advance notice if you are calling the loan due or taking other action to enforce repayment.

4. Exercise good judgment in refusing to fund or continuing to fund a loan, particularly where the circumstances reflect that the ability of the borrower to remain in business is wholly or substantially dependent upon the funding or continued funding of the loan. Provide ample notice to the borrower before refusing to advance or continuing to advance funds.

5. Make certain that the written loan agreement accurately reflects the loan transaction. Attempt to limit oral promises or representations concerning the extension of credit. Don't get caught making oral promises for additional lines of credit or loans that you do not intend to make.

6. Assess your exposure to liability with respect to existing loans. Adopt lending conduct as appropriate for future loans.

7. Make use of committees in deciding whether to continue or to terminate a loan. Structure the committee's decision-making process so as to ensure that lending decisions are not made solely on the basis of subjective or emotional relationships that have developed between the borrower and lending officers.

8. Be discrete in documenting the borrower's credit history. Record only relevant, objective facts, avoiding statements that may be inflammatory or potentially libelous.

9. Involve attorneys in problem loans and loan work-outs to know what you can or cannot do. ■

The Markets

Money Market

Wednesday, January 7, 1987

Federal funds range 6%-6¹/₁₆%
Prime rate (8/27/86) 7½%
Discount rate FRB of New York (8/21/86) 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 7.50%

Bankers Accepts. offering rate—discount basis (1/7/87)
30 days—5.99 60 days—5.89 90 days—5.77
120 days—5.70 180 days—5.66

N.Y. City Banks' CDs — Highest Offering Rate (1/7/87)
14 days—5.75 30 days—5.75 60 days—5.70
90 days—5.65 120 days—5.65 150 days—5.60
180 days—5.60 270 days—5.60 360 days—5.60

Aaa Dealer Comm'l Paper—discount basis (1/7/87)
30 days—6.00 60 days—6.925 90 days—5.85

Comm'l Paper Directly Placed—Range disc. Basis (1/7/87)
5-14 days—5.50-5.70 15-29 days—5.70-5.70
30-59 days—5.70-5.70 60-89 days—5.70-5.70
90-179 days—5.00-5.50 180-270 days—5.00-5.50

Eurodollar Deposits—London bid (1/7/87)
Overnight—6³/₁₆ 7 days—6¼
1 mo.—6³/₁₆ 3 mos.—6⅛
6 mos.—6¹/₁₆ 1 year—6¹/₁₆

NIBOR (6-month) 6³/₁₆%
LIBOR (6-month) 6⅛%

Futures Markets

The Bond Buyer Municipal Bond Index

	Jan. 7, 1987	Jan. 6, 1986	Dec. 31, 1986
Index	102.01	101.22	100.27
Yield	7.09	7.14	7.18

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

3-Month Domestic CD Futures (IMM)*

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
Mar. '87.	.....	.....	94.48	+ 4	5.52
Sept '87.	.....	.....	94.37	+ 3	5.63

As of the previous day's close; Total no. of contracts traded: 0 total open interest: 20 and change in open interest: unch.

3-Month T-Bill Futures (IMM)**

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
Mar. '87.	94.83	94.74	94.82	+ 5	5.18
June '87	94.85	94.77	94.84	+ 5	5.16
Sept.'87.	94.79	94.73	94.78	+ 4	5.22
Dec. '87.	94.63	94.61	94.61	+ 3	5.39
Mar. '88.	94.40	94.39	94.38	+ 2	5.62
June '88	94.11	94.09	94.09	+ 1	5.91
Dec. '88.	93.51	93.49	93.50	+ 1	6.50

As of the previous day's close; Total no. of contracts traded: 3,510; total open interest: 37,491 and change in open interest: + 257

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
Jan. 7...351.1	1987	351.1	331.8	351.1
Jan. 6...348.3	1986	388.7	311.2	331.3
Jan. 5...341.4	1985	344.2	242.7	344.2
Jan. 2...331.8	1984	269.6	178.4	246.3
Dec. 31...331.3	1983	299.6	223.1	260.2

* Based on midday prices.

Gold Coins

Coin Name & Weight	$ Value per Coin Jan. 7	Jan. 6
U.S. Eagle (1 Troy oz.)	424.00	426.40
Krugerrand (1 Troy oz.)	402.80	405.20
Canada Maple Leaf (1 Troy oz.)	415.80	417.20
Mexico Onza (1 Troy oz.)	405.00	407.40
China Panda (1 Troy oz.)	425.80	428.20
Mexico 50 Peso (1.2 Troy oz.)	491.80	493.20
Austria 100 Corona (.98 Troy oz.)	389.80	392.20
U.S. Eagle (.50 Troy oz.)	238.25	239.30

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Manfra Tordella & Brookes.

Financial . . .

➻ Continued from Page 2

ter but escape their fate.

"When enough sheep were clubbed to death by the developer, American turned around and killed the Judas goat and the sheep as well by foreclosing on the developer and everyone else whose money was tied up in the project," Mr. Wilburn charged.

Ms. Browdy declined to discuss the buy-sell transactions, or address Mr. Wilburn's claims, citing continuing litigation and the press of time.

In settling the Kirkpatrick case, Financial did not admit any liability or wrongdoing, Mr. Jacobson said. ■

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Remics Provide a Note of Optimism To the Bond Market

By RICHARD GOTCHER
The Bond Buyer

WASHINGTON — There are some worrisome signs for bond markets in general as the new year begins: The dollar is slumping, oil prices are set to gain ground, and strong economic indicators dampen hopes that the Federal Reserve Board will push interest rates down.

For the mortgage-backed securities market, however, a new vehicle structured to bring attractive mortgage debt obligations to capital markets should increase the supply of credit to the residential and commercial mortgage markets.

Real estate mortgage investment conduits, also known as Remics, are a new mortgage-security vehicle created by the Tax Reform Act of 1986. They open a wide variety of investment opportunities, and they probably will encourage many institutions to reevaluate basic investment and business strategies.

According to a report prepared by the research department of Salomon Brothers Inc., real estate mortgage investment conduits "will facilitate the creation of residential and commercial mortgage investments that better meet the needs of traditional capital market investors."

Moreover, the Salomon report adds, Remics may produce "an increase in the supply of funds available to mortgage borrowers."

The provisions that created these new mortgage-security vehicles eliminate the need for issuers to balloon their balance sheets and also may eliminate the need to establish special-purpose finance subsidiaries to issue collateralized mortgage obligations. Remics are multiple-class mortgage securities that qualify as asset sales for federal income tax purposes, eliminating the need for a variety of structural inefficiencies that are required for CMOs.

The Salomon report notes other advantages that real estate mortgage investment conduits offer investors over collateralized mortgage obligations:

- They are qualified mortgage investments for thrifts and are eligible for investment by real estate investment trusts under certain guidelines.
- Foreign investors in regular interests of real estate mortgage investment conduits are not subject to the 30% withholding tax, regardless of the issue date of the underlying mortgage collateral.
- Remic multiclass pass-throughs could register higher credit ratings than traditional collateralized mortgage obligations because investors would own a share of the collateral rather than a bond secured by the mortgages.
- Investors can expect the secondary market in real estate mortgage investment conduit residuals to be more liquid than for collateralized mortgage obligation residuals because constraints imposed by unlimited liability and accompanying restrictions on transfers do not apply to Remics.

The attractiveness of Remics could be enhanced even further if a pending regulatory change takes effect, the report adds.

Now under consideration is a rule that would make most collateralized mortgage obligations and real estate mortgage investment conduits eligible for repurchase agreements at a 5% margin, and also would make qualified private pass-throughs eligible as repurchase agreement collateral.

If that change is adopted, the report says, then Remics and qualified pass-throughs will be available for only a few basis points above the rate for similar agency securities.

On Friday, the Labor Department is scheduled to issue December figures for unemployment and the producer price index. Tom Megan, an economist with Evans Economics Inc., predicted that seasonal factors should produce a 6.9% unemployment rate, down slightly from 7% the previous month. Payroll additions will total only 150,000, he estimated, compared with 249,000 in November.

Mr. Megan cited bad conditions in the automotive and lumber industries as the main reasons for the sluggish employment picture. He predicted that producer prices will remain about the same as in November, when that index rose 0.2%. ■

Strategic Dates

Oct. 10, 1988

NATIONWIDE BANKING: Michigan legislation providing for nationwide interstate banking goes into effect today.

Thrifts . . .

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loit, Ill. Oct. 2. Assets of $56.5 million. New federal mutual association charter, new board of directors.

72. **Unified Savings Bank** (formerly Unified Savings FSLA), Northridge, Calif. Oct. 10. Assets of $104.6 million. New federal mutual association charter, new directors. Management contract.

73. **Homestead Savings and Loan Association,** Woodward, Okla. Oct. 14. Assets of 134.5 million. Closed.

74. **Family Federal Savings and Loan Association,** Saginaw, Mich. Oct. 16. Assets of $361.4 million. Assisted merger.

75. **Farmers Federal Savings and Loan,** Ravenswood, W.Va. Oct. 20. Assets of $138 million. Assisted merger.

76. **First State Savings and Loan Association,** Spartanburg, S.C. Oct. 20. Assets of $80 million. Assisted merger.

77. **First Security Savings and Loan Association,** Grand Junction, Colo. Nov. 21. Assets of $56.4 million. New board of directors, new federal mutual association charter.

78. **Gulf Federal Savings Bank,** Metairie, La. Nov. 21. Assets of $500 million. New board of directors, new federal mutual institution charter. Management contract.

79. **Security Savings and Loan Association,** Scottsdale, Ariz. Dec. 1. Assets not available. Management contract.

80. **Valley Federal Savings and Loan Association,** Grand Junction, Colo. Dec. 10. Asset information not available. Management contract.

81. **FirstSouth FA,** Pine Bluff, Ark. Dec. 12. Assets of $1.68 billion. Closed.

82. **First Savings of America,** Orland Park, Ill. Dec. 17. Assets of $46.2 million. Management contract.

83. **Guaranty Federal Bank FSB,** Casper, Wyo. Dec. 17. Assets of $59.7 million. Closed. ■

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American Banker

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TODAY

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The Battle Lines In the Fight Over Those Card Rates

Levels Are Justified, Banks Say; Consumer Groups Cry Greed

By PHILIP T. SUDO

News Analysis

NEW YORK — The argument over interest rates on bank credit cards — specifically, whether they are too high — has divided consumers and bankers ever since states began deregulating their usury ceilings.

Up until now, the debate has been sporadic. Last Thursday, however, a coalition of the country's largest consumer groups announced the launching of a nationwide campaign to bring down rates, catching the attention of both bankers and legislators.

Ironically, the "fight and switch" campaign begins at a time when many banks have begun voluntarily to inch their rates downward. Nonetheless, the group said, it will encourage card holders to shop for better prices and services, and seek legislative remedies in the area of disclosure and possibly rate ceilings.

What follows is a look at some of the key questions in the debate:

- **Are banks making an unreasonable profit?** There is no doubt that the high rates have been profitable. In 1985, credit card earnings delivered a 5% return on assets, when a 1% ROA was considered good for a bank's entire operations.

As a result, representatives from the consumer coalition argue that banks are "gouging" consumers with annual fees and rates that are exorbitantly high. A 19.8% rate today is typical at most major banks, and the figure runs as high as 21% at firms such as the First Interstate Bank of California — despite the fact that the cost of funds has plummeted during the last few years to

Cards: Page 21 ➔

US Banks Seek Equal Treatment As Capital Talks Move to Japan

By GORDON MATTHEWS and BARTLETT NAYLOR

Bankers and financial industry observers greeted the proposed joint capital guidelines of the Federal Reserve Board and the Bank of England as a positive step, but other banks and nonbanking competitors, they said, must be within the same framework to insure competitive equality.

Meanwhile, E. Gerald Corrigan, president of the Federal Reserve Bank of New York, was reportedly discussing capital adequacy ratios with central banking officials in Japan, whose major banks have long operated with lower capital levels than those of many of the their international competitors.

"It's a step in the right direction," said Donald B. Riefler, chairman of the sources and uses of funds committee of the Morgan Guaranty Trust Co., New York. "We're very much in favor of risk-based capital [regulation] as an alternative to the current method."

The Fed proposed guidelines last Thursday that would for the first time require the off-balance-sheet items of banks to be backed by capital. It was joined by the Bank of England in proposing that bank capital be gauged by the risks against it and by a standard definition of primary capital.

"If applied flexibly, this can't help but be beneficial," said Robert P. Shay, professor of finance at Columbia University's school of business. "But I think it's essential that the Japanese be brought in as well."

Capital: Page 2 ➔

Much Ado About British Deregulation

Some Question Whether '87 Profits Will Justify the Big Bang Hoopla

By JOHN J. DUFFY
London Bureau

LONDON — The sweeping Big Bang deregulation of Britain's securities markets, plus another surge in Eurobond activity, made London the most active of the world's financial centers in 1986.

At yearend, however, many bankers and market experts here were questioning whether profits from such activity in 1987 will justify all the hoopla.

Big Bang, of course, was the most visible international financial event of 1986. The Oct. 27 abolition of fixed commissions on the London Stock Exchange and the elimination of the barrier between brokers and market makers brought a huge number of new players onto the international scene.

Merrill Lynch & Co. became a member of the stock exchange. Morgan Guaranty Trust Co. of New York and Bankers Trust Co., as well as other U.S. banks, became primary dealers in British government bonds, or gilts.

'86 preview '87

A Series of Articles Looking Back and Ahead At Issues Facing the Financial Services Industry

However, the sharp increase in competition in the aftermath of Big Bang has not left the smaller players by the wayside yet as several analysts had predicted that it would.

In fact, the only catastrophe so far

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Capital . . .

→ Continued from Page 1

He noted that the effort "doesn't mean common requirements, but a common approach. I wouldn't want to see the standards get too detailed or [see] too much of straitjacket placed on banks, because I think there are differences in management that can tolerate different degrees of risk."

He expressed some concern that the requirements, even if flexible, might put banks at some disadvantage vis-a-vis their nonbanking competitors. That was a principal concern of Mr. Riefler at Morgan Guaranty and of other bankers as well.

"The whole procedure has difficulties," said Mr. Riefler, "because a lot of institutions have not come under these rules. We're glad to see British banks brought in, but you could look beyond them to the German, French, and Japanese banks, and then to the investment bankers, the insurance firms, the securities firms, and the nonbank banks."

A banking analyst, Thomas K. Brown of Smith Barney, Harris Upham & Co., agreed that "all banks applaud the move to more risk-adjusted capital but then ask when do you start regulating the securities firms. A lot of their business is the same, and there are no capital requirements per se on brokerage firms."

Mr. Brown said he felt the coordination between different countries in matters of capital is a major breakthrough. "It would be significant even without Japan, but with the Japanese it would be a very powerful move indeed," he emphasized.

Anthony Saunders, associate professor of finance at New York University, said the "long overdue" move by the two central banks addresses "the big question of bringing the risk of the off-balance-sheet business under control with sufficient bank capital to meet losses on those activities."

"The whole idea of risk-related capital adequacy is very good concept," he said, "and if the regulators now move toward risk-related deposit insurance premiums, we will have gone a long way to controlling risk in banking."

Jonathan H. Francis of Wharton Econometrics Associates, Philadelphia, said the move amounted to recognition that "banking has become a global industry," and that more information about its activities is needed.

"In other circumstances, such as the Latin debt crisis, the fact that we didn't have enough information on the exposure of the banks was one of the big factors that precipitated a crisis and made it worse."

He applauded moves toward "a general regulatory framework where we will have a consistent picture of banks' balance sheets and the risks associated with those balances sheets. There have been many banking developments, particularly relating to off-balance-sheet items that have a risk profile that is largely unknown. ■

Corrections

An *American Banker* article on Jan. 6 ("NY Banking Chief Calls New Ruling 'Nudge, Not a Challenge' to the Fed," page 1) incorrectly characterized the New York State Banking Department's stand on the Hongkong and Shanghai Banking Corp.'s 1979 investment in Marine Midland Banks Inc. The New York banking department opposed the takeover, causing Marine Midland to seek a national charter for its principal bank.

□

Also on Jan. 6, First Hawaiian Creditcorp was identified incorrectly as the parent of First Hawaiian Bank ("In the News," page 3). First Hawaiian Inc. is the parent of the First Hawaiian Bank, the second largest financial institution in Hawaii. ■

How Big Was the 1986 Bang in British Finance?

→ Continued from Page 1

has been the exchange's own computerized quotation system, the Stock Exchange Automated Quotation System, or SEAQ, which has crashed repeatedly under the weight of rising trading volumes.

The effect of Big Bang on trading was generally as expected. Trading volume rose by nearly 30% in stocks and nearly doubled in gilts, while the costs of transactions plunged 30%, to 50%.

'86 review preview '87

A Series of Articles Looking Back and Ahead At Issues Facing the Financial Services Industry

The most dramatic illustration of the change wrought in the markets by Big Bang was the exchange floor itself on the day before Christmas Eve.

Where in previous years traders stood shoulder to shoulder conducting business and holiday celebrations at the same time, this year the floor was deserted. Trading had moved "upstairs" to the dealers' own high-technology trading rooms, leaving only a few old-timers on the floor to exchange shares and Christmas greetings.

The effect of Big Bang on profits has been more difficult to gauge, and many firms admit that it will be years before they can recoup totally the huge amounts spent on people and systems.

"People have not yet begun to focus completely on the bottom line," one dealer said. "That will come in 1987 or later."

For the Eurobond market, the other major market centered in London, 1986 was also a vintage year. Total funds raised in the market last year surged to a record $183.8 billion, up 36% from $133 billion in 1985 and more than double $80 billion in 1984.

In 1986, Eurobond market volume topped international syndicated loan volume for the first time. Such loans last year totaled $174.7 billion.

Despite the astounding numbers, many market experts are cautious about the future of the Eurobond market.

"The volume in 1986 probably represents a cyclical high," said Ben Weston, the managing director and head of capital markets at Bankers Trust International. Because of a slackening in demand for funds and a probable halt in the decline in interest rates, volume in 1987 could fall to around $150 billion or so, Mr. Weston said.

In addition, U.S. banks and securities firms are facing greater competitive pressure because of a decline in the amount of financing done in U.S. dollars.

In 1986, because of the year-long decline in the value of the U.S. dollar, that currency's share of the Eurobond market dropped from 70% to 63%, while the market share of the yen doubled from 5% to 10%. This trend is expected to continue in 1987.

The shift to the yen helped to push five Japanese banks and securities firms into the top 20 major Eurobond underwriters — and to push U.S. banks, such as Bankers Trust, out of the top 20.

"It's critical that U.S. banks get more involved in foreign currency markets," said Mr. Weston.

In 1986, Morgan Guaranty remained the only U.S. commercial bank to figure prominently in the Eurobond market. According to the *International Financing Review*, a weekly Euromarket magazine, Morgan ranked fourth among all underwriters last year, with a 5.35% market share.

The leader was Credit Suisse First Boston, with a 10.68% share; followed by Nomura Securities, with 7.97%; and Deutsche Bank, with 6.75%. The only other U.S. bank near the top was Bankers Trust, which came in 22d, with a 1.36% market share.

The Eurobond market grew intensely competitive in 1986, and, as opposed to the British securities market following Big Bang, competition did cause several smaller operators, such as First Interstate Capital Markets, to pull out completely. Experts say that more small and medium-size firms will come to the same decision in 1987.

"There are too many people trying to do too many things," said David Band, a managing director at Morgan Guaranty.

In 1987, Mr. Band said, more business will be concentrated among the top firms, particularly those that are strong in nondollar markets. Those without a particular niche to fill probably will pack up and go home, he said.

Still Holding in Short-Term Credit

While U.S. banks continued to have little success in Eurobonds in 1986, most continued to show their prowess with short-term credit instruments and traditional syndicated lending.

In Eurocommercial paper, for example, five U.S. banks — Citibank, Chase Manhattan, Bankers Trust, Bank of America, and Manufacturers Hanover — rank among the top 20 dealers. In international syndicated loans, U.S.

London Review: Page 23 →

U.S. Bank Leaders in Euromarket

Eurobond Underwriting (Lead Manager Only)

	No. of Issues	Amount ($ Mil.)	Market Share	Rank Among Top 60 Underwriters
1. Morgan Guaranty	65	$9,800	5.35	4
2. Bankers Trust	20	$2,500	1.36	22
3. Chase Manhattan	15	$2,100	1.16	25
4. Citicorp	8	783	0.43	40
5. BankAmerica	11	700	0.38	41
6. Chemical	6	634	0.35	43
7. Manufacturers Hanover	7	560	0.31	46

International Syndicated Loans

	Loan Volume ($ Bil.)	No. of Lead-Managed Loans	Rank Among Top 50 Worldwide
1. Citicorp	$33.24	63	1
2. Morgan Guaranty	24.89	40	5
3. Chase Manhattan	24.81	76	6
4. Bankers Trust	24.37	47	7
5. BankAmerica	22.44	45	9
6. Manufacturers Hanover	22.14	28	10
7. Chemical	19.91	28	14
8. Security Pacific	19.37	16	15
9. First Chicago	19.15	46	16

Euro-Commercial Paper

	No. of Dealerships	Rank Among Top 36
1. Citicorp	64	1
2. Chase Manhattan	29	9
3. Bankers Trust	21	12
4. BankAmerica	16	14
5. Manufacturers Hanover	8	17
6. Security Pacific	3	33
7. Continental Illinois	2	36

Source: International Financing Review.

PNC to Open Bank Subsidiary in Paris

By A. JOSEPH NEWMAN JR.

PHILADELPHIA — The PNC International Bank, a unit of the $21 billion-asset PNC Financial Corp., Pittsburgh, is planning to open a subsidiary bank in Paris, subject to approval of the Bank of France and the Federal Reserve.

The new bank, PNC International Bank France, would be PNC International's first subsidiary bank in Europe. PNC has a merchant banking unit in Australia, PNC International Financial Services Ltd., and its PNC International Finance (Asia) Ltd. is a deposit-taking company in Hong Kong.

Top officials of the new Paris bank have not been named yet. The institution will do a wholesale business only.

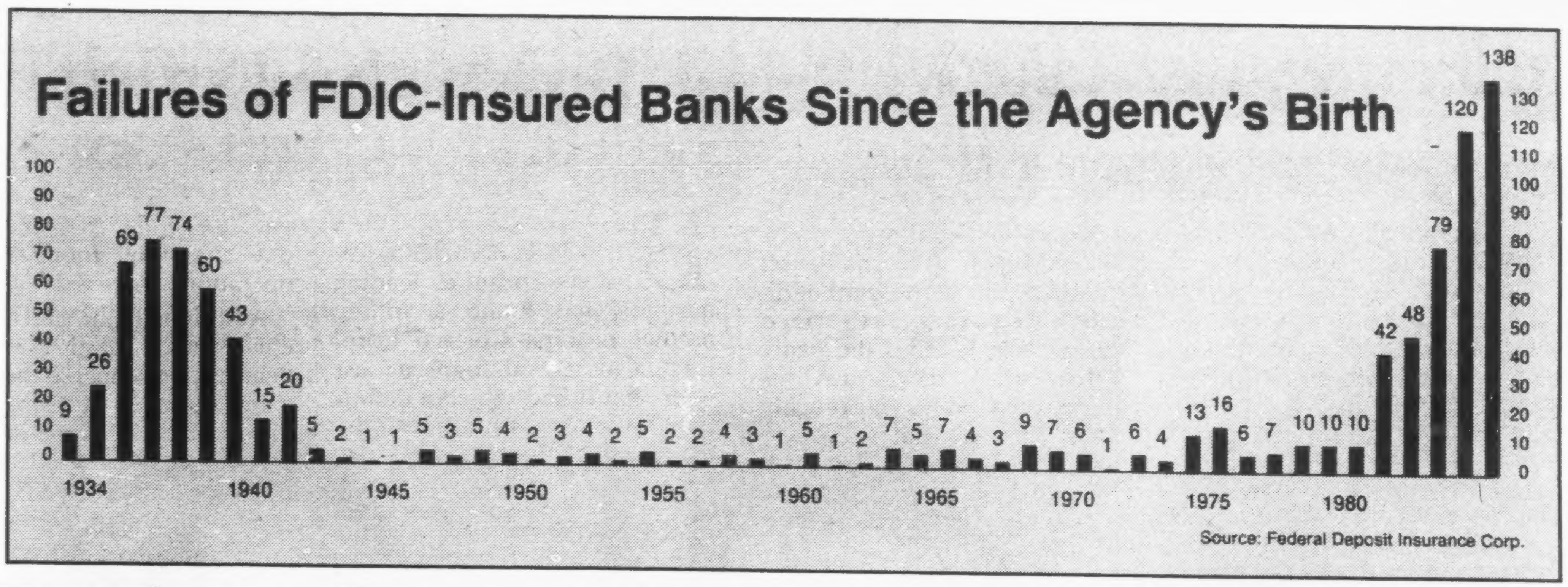
PNC International Bank now operates finance company subsidiaries in Italy under the name of PNC International Italy SpA, Milan, and it also has companies in Argentina and Brazil.

Edward J. Casselle, vice president and general manager of the Philadelphia office of PNC International, said the Pittsburgh National Bank branch and the European representative office of PNC International in Paris would continue to operate.

Mr. Casselle said that a full banking license in France would enable PNC International to diversify funding there through the French and Eurobank markets. A bank, he added, also offers tax advantages. In addition, PNC International plans to open a leasing company subsidiary in Paris.

The proposed new bank in Paris was announced at a press briefing by PNC International in Philadelphia. PNC International is 75% owned by Pittsburgh National Bank and 25% owned by the Provident National Bank, Philadelphia, both units of PNC Financial Corp.

PNC International also announced that it has named Carol Groeschel, vice president and deputy manager of its finance company unit in Milan, vice president and manager of the European representative office in Paris. She succeeds Constance Bentzen, who becomes the manager of the Los Angeles office of PNC International. ■



Source: Federal Deposit Insurance Corp.

Death Knell Rang Often for Banks, Thrifts in '86

The Grim Reaper paid 138 house calls for the Federal Deposit Insurance Corp. last year as a record number of federally insured banks were closed. The Federal Savings and Loan Insurance Corp. also had need of the sinister gentleman's services, because thrifts were not spared their own toll in 1986.

Last year, the FDIC spent an estimated $2.7 billion, or 14%, of its $18.8 billion fund to close 138 insolvent banks and provide merger assistance to seven other failing institutions. It spent another $1.5 billion to settle the accounts of banks that failed before 1986.

The FSLIC began 1986 with an estimated $6.1 billion in reserves and ended it with about $2.2 billion after closing 21 insolvent institutions, providing merger assistance for 22, and placing 43 others in the management consignment program. Under that program, outside experts are brought in to attempt to reverse the financial fortunes of the troubled institutions.

The problems in the agricultural industry and the energy industry showed up clearly for banks in 1986, with most of the closed banks concentrated in the nation's midsection. Fifty-nine of the 138 closed banks were classified by the FDIC as farm banks, meaning that more than 25% of their total loans were agricultural loans.

The FDIC added the open-bank assistance option to its two main methods of dealing with a failure — arranging a merger by another bank or, more drastically, paying off depositors outright. If the agency determines that it would be less costly than a merger or payoff, it has the authority to provide assistance to an open bank. The FDIC used that authority seven times last year.

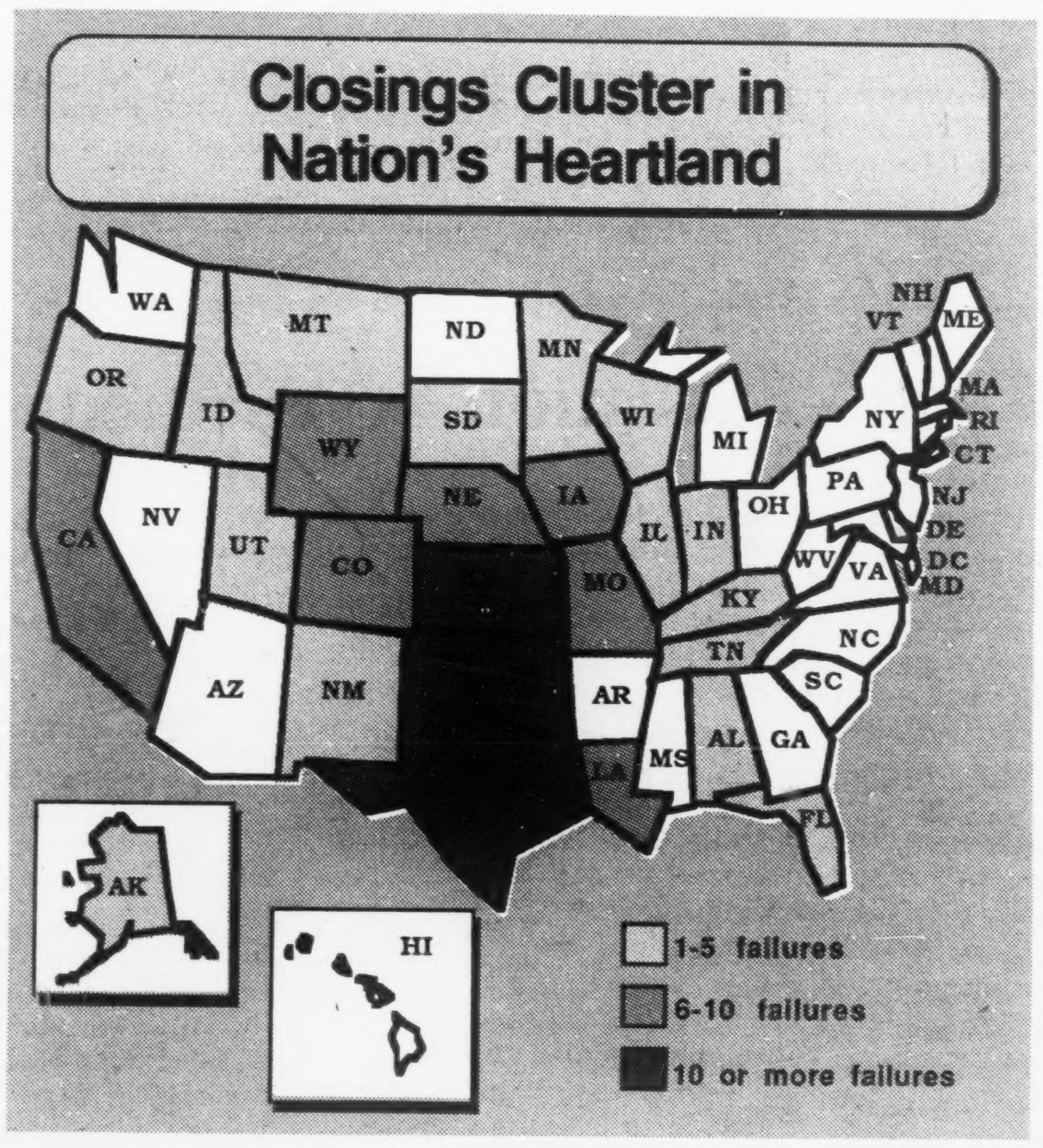
Although the FSLIC continued to use the management consignment program as a less-costly alternative in dealing with troubled thrifts, it still needs additional funding. New premiums this year from the S&L industry will bring reserves back above $4 billion, but regulators such as Federal Home Loan Bank Board Chairman Edwin J. Gray have claimed that this is hardly enough money to deal with some 500 troubled institutions. Closing troubled institutions in California alone could bankrupt the fund.

The recapitalization plan that failed in the last session of Congress would tap healthy institutions to raise about $25 billion long-term to cover closing costs for the sick ones.

How will 1987 look a year from now? Some regulators were predicting that this year probably would see a similar number of failures, but that forecast is not universal.

"At one point, we thought failures in 1987 would be about the same as 1986," FDIC spokesman Steve Katsanos said. "Now, it looks like there'll be a higher number." ■

Failures in 1986 Reach Post-Depression Peak

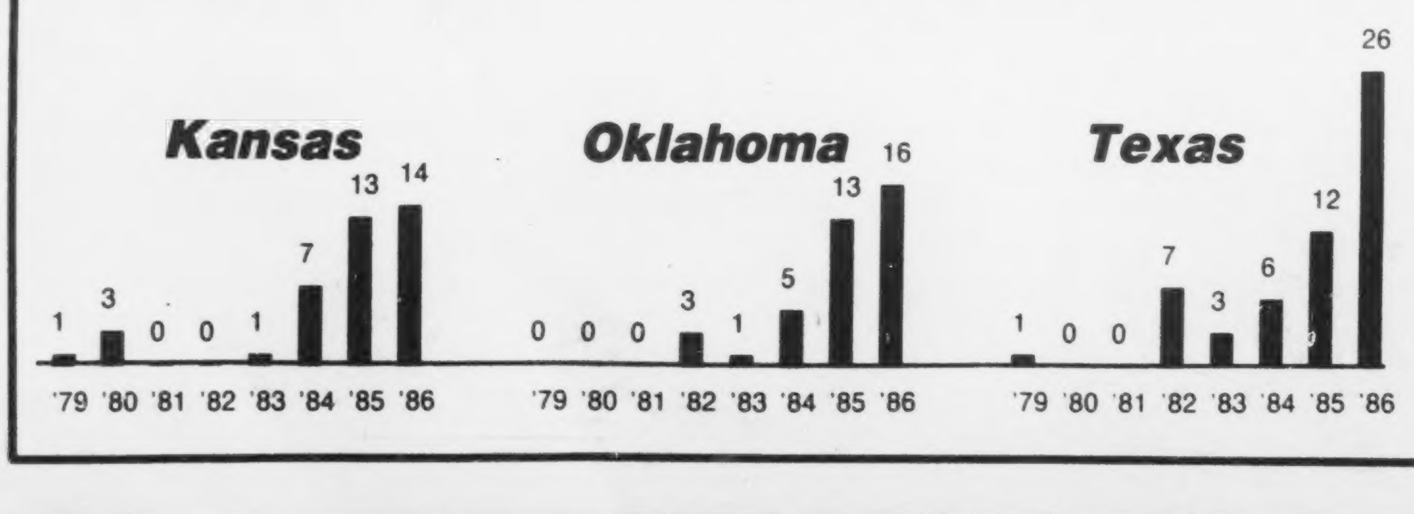


Closed Banks (By State)

	'86	'85	'84	'83	'82
Alabama	1	2	1	1	1
Alaska	1	...	...	...	...
Arizona	...	...	...	...	...
Arkansas	...	1	2	1	3
California	8	7	6	5	2
Colorado	7	6	2	1	...
Connecticut	...	...	...	...	...
Delaware	...	...	...	...	...
Dist. of Columbia	...	...	...	...	...
Florida	3	2	2	...	1
Georgia	...	...	...	...	...
Hawaii	...	...	...	...	...
Idaho	1	...	...	...	...
Illinois	1	2	5	6	5
Indiana	1	1	2	...	...
Iowa	10	11	3	...	2
Kansas	14	13	7	1	...
Kentucky	2	...	1	1	...
Louisiana	8	...	1	...	...
Maine	...	...	...	...	...
Maryland	...	...	...	...	...
Massachusetts	...	...	...	...	1
Michigan	...	...	1	...	1
Minnesota	5	6	4	1	1
Mississippi	...	...	1	...	...
Missouri	9	9	2	1	2
Montana	1	...	...	1	...
Nebraska	6	13	5	1	...
Nevada	...	...	...	1	...
New Hampshire	...	...	...	...	...
New Jersey	...	...	1	1	1
New Mexico	2	3	...	...	...
New York	...	4	...	2	4
North Carolina	...	...	...	...	...
North Dakota	...	...	...	...	...
Ohio	...	...	...	...	...
Oklahoma	16	13	5	1	3
Oregon	1	3	5	5	...
Pennsylvania	...	...	...	...	1
Puerto Rico	1	...	1	1	1
Rhode Island	...	...	...	...	...
South Carolina	...	...	...	...	...
South Dakota	1	...	1	1	...
Tennessee	2	5	11	12	3
Texas	26	12	6	3	7
Utah	3	1	1	...	...
Vermont	...	...	...	...	...
Virginia	...	...	...	...	1
Washington	...	...	...	...	1
West Virginia	...	...	...	...	1
Wisconsin	1	1	...	...	...
Wyoming	7	5	2	1	...
Total	**138**	**120**	**79**	**48**	**42**

The total of failures for 1986 does not include seven assistance transactions. There were two in Kansas and one each in Louisiana, Missouri, Oklahoma, Tennessee, Washington.

Failures Mount for Three Hard-Hit States



Joint Proposal On Capital Rules

➻ Continued from Page 9

als penalize American banks but do not affect U.S. thrifts or foreign banks, with the exception of British institutions.

"If risk-based capital standards make sense," he added, "then banks taking little asset risk should be allowed to go below the existing capital requirements." The Fed wants the risk-based measure to supplement, rather than replace, the existing capital requirement.

Among the top 50 bank holding companies, according to a Federal Reserve staff memorandum, the primary capital-to-assets ratio ranges from 6.1% to 9.2% and averages 7.2%. The staff's estimate of the proposed risk-asset measure ranges from 6.1% to 11.2% and averages 8.1%.

The proposed agreement between the U.S. and England also would aim at a common definition of what constitutes primary capital. In the U.S. the new definition would add preferred stock with a life of more than 25 years to primary capital, for example.

However, goodwill added to a bank's balance sheet could no longer be counted as capital. Existing goodwill would be grandfathered under the proposal.

Although the proposed agreement between the U.S. and Britain contemplates uniform standards, the Fed staff noted in its memo to the board some areas of differing treatment that have not been resolved.

Britain requires, for example, that 100% of a bank's net open foreign exchange position be supported with capital. While Thursday's proposal did not address foreign exchange positions held by U.S. banks, it stressed that "U.S. authorities are committed to developing an approach to incorporating foreign exchange risk into the proposed risk-asset measure."

Smaller Banks, Lower Risks

A risk-based measure of the kind now being proposed would likely affect the nation's big banks, which have large off-balance-sheet exposures and huge credit card portfolios, more than the small banks.

Indeed, since the risk-based measure assigns a lower weight to the kinds of assets that smaller banks are most likely to hold — obligations of the U.S. government, state and municipal debt, and claims on other banks, for example — than it does for commercial and industrial loans, financial guarantees, and claims on foreign borrowers, the risk-based measure could well mean a lower level of capital, in dollar terms, for those institutions.

In its memorandum to the board, the Fed staff declined to set a percentage level for the risk-based measure, although it said it would almost certainly be higher than the current standards of 5.5% for primary and 6% for total capital.

Instead, the board said it will wait until it has some experience in using both measures "in tandem" before deciding upon the appropriate risk-based capital ratio.

Mr. Volcker said that he expects to see comment from banks about the appropriate ratio over the next 90 days — the comment period for the proposal released Thursday — and added that the board is unlikely to seek additional comment when it decides what the ratio should be.

As a practical matter, most small banks maintain capital well in excess of what is required now or would probably be required under a risk-based system. Larger banks have been building capital to levels above the 5.5% requirement, though many banks would likely find themselves below the new standard.

Mr. Volcker said adoption of the risk-based measure would likely change bank behavior, and he suggested that many of the banks that would be affected most would welcome the change.

"Banks are giving away these kinds of services because they feel the market forces them to," he said referring to some of the off-balance-sheet risks, such as letters of credit and interest rate swaps.

Once they are required to back those risks with capital, he said, "I would hope they would implement more rational pricing." ■

Freddie Mac Will Move To New Headquarters

Washington Bureau

WASHINGTON — The Federal Home Loan Mortgage Corp. will break ground later this year for a new headquarters in nearby Tysons Corner, Va., to make room for a burgeoning employee population.

"Our present office space in downtown Washington simply can't accommodate our staffing requirements any longer," said J. David Robinson, vice president of administration and corporate properties.

Mr. Robinson said Freddie Mac increased its work force by 50% to 1,500 in 1986 to handle increased mortgage activity. Nearly 1,050 employees work at the headquarters, and half of them live in northern Virginia, Mr. Robinson said. By the middle of this year, Freddie Mac projects that its staff will reach a total of 1,700 nationwide, with more than 1,200 working at headquarters.

Under the terms of a real estate agreement, Freddie Mac can develop up to 44.5 acres of land near Dulles airport. ■

London Review . . .

➧ Continued from Page 2

banks dominate the league tables, or business rankings, accounting for nine of the top 16 lead managers.

The unchallenged leader in both areas was Citibank, which arranged loans and note issuance facilities to the tune of $42.7 billion in 1986 and managed 64 Eurocommercial paper dealerships.

Unfortunately for the banks, commercial paper, syndicated loans, and Eurobonds are not where the profits are these days. The most profitable area in the Euromarkets currently, experts say, is equity and equity-related issues — and here U.S. banks have no presence at all.

A major impediment is the Glass-Steagall Act, which prohibits American banks from underwriting more than $2 million, or 10%, of any international equity issue.

Other important market developments last year included the crash in the market for perpetual floating rate notes. One of the fastest-growing sectors of the market in recent years, this source of primary capital for banks is now all but shut down.

Many investors that have turned away from floating rate notes have turned toward another American import: mortgage securities. The international mortgage market continued to develop in 1986, with U.S. houses such as Salomon Brothers introducing European investors to such exotica as collateralized mortgage obligations. The Euromarkets last year also saw the first securities backed by auto loans and credit card receivables.

Such "set-backed" securities will be a major growth area of the Euromarkets in 1987, experts said.

Thus, the Euromarkets will see growth in 1987, but in selected areas.

Profitability in commercial paper, Eurobonds, and British government gilts will be thin and will depend largely on the skill of the traders. Fatter profit margins will continue to exist in swaps, where U.S. banks are strong, and in equities, where U.S. banks are very weak.

Overall, however, the markets here should remain vitally important to the international financial system in 1987, and large banks, lacking opportunities in traditional lending, should continue to maintain a strong presence here.

"The securitization process that is driving the markets is irreversible, but the growth rates of the business will slow down," said Mr. Band of Morgan Guaranty.

After all, he said, "you can't grow by 50% a year forever." ■

Noninterest Income Still Key to Earnings Growth

➧ Continued from Page 1

rate paid on 90-day Treasury bills showed a decline of 145 basis points from the beginning to the end of the year, while federal funds, which are overnight loans between banks, and 30-year Treasury bond rates both fell 135 basis points.

The prime rate, however, dropped a full 200 basis points during the year. The prime has traditionally been the interest rate charged on large commercial loans to a bank's best corporate customers. While it is no longer the rate most widely used by banks to price loans, it is an important measure of how much a bank is earning on its interest-bearing assets.

Banks have traditionally made money on the spread between the interest rates on these funding instruments and the rate they receive on loans made with these funds. Because the lending rate, as shown by the prime, fell more quickly in 1986 than the funding rate, as shown by the rates on T-bills, fed funds, and T-bonds, net interest spreads were squeezed.

Banks might be able to combat these narrower interest rate spreads if lending volume picked up, but that does not seem to be in the cards. Cheryl Swaim, an analyst at Oppenheimer & Co., estimated in a recent report that loan growth would remain steady at 8% in 1987.

But the news may actually be worse than that for many banks. Ms. Swaim says that real estate loan growth has made up for subpar growth in commercial and industrial loan growth in 1986 in many areas.

Because of the overbuilt real estate market in many major metropolitan areas, this growth should peak in 1987. However, Ms. Swaim says, "the continued growth in real estate loans in light of market conditions has negative implications for credit quality."

Also, consumer loans, which have been strong and which offer banks the highest spreads above their funding costs, have shown signs of slower growth recently.

Inflation Outlook

Money center banks can take some consolation from analysts' predictions that 1987 should bring little, if any, worsening of their funding picture. Most economists are predicting that inflation will remain moderate and interest rates will stay flat.

However, banks may be running out of opportunities to boost their income through noninterest income. In the year that just ended, for example, gains on the sale of investment securities were boosted by a continually strong stock market.

But banks may have used up much of their capacity to take these kinds of gains. Also, observers say that many have gone as far as they can in repricing fees for services.

Therefore, noninterest income in 1987 will have to come increasingly from fee-generating businesses that have been set up in recent years, including nonbanking and investment banking subsidiaries.

Merrill Lynch's Mr. Barkocy says that some regional institutions, which depend heavily on retail deposits for their funding, may get something of a break in 1987. With lower interest rates, several companies found they could lower the rate paid on passbook savings accounts, thereby lowering the cost of funds. Major money center institutions that depend largely on wholesale funding sources won't be able to score as large a benefit from that option.

Another difference between regional and money center net income that also benefits the regionals is the progress banks have made in dealing with loan losses.

Analysts project that at major money center institutions, loan-loss provisions will rise about 10% to 20% for the year, with developing-country debt and real estate loans being some of the largest headaches for lenders.

However, many regional banking firms — those that have avoided too much loan exposure to troubled areas such as real estate or energy — will see asset quality improvingin 1987. This could enable some to slow their building of loan-loss reserves and possibly reroute that money directly into earnings. ■

Memory Bank

Following are the answers to the Memory Bank Quiz on page 4.

1. Chemical Bank, New York. **Jan. 5, page 1 : column 3.**

2. According to A.M. Best & Co., an insurance rating and analytical agency, the main reason was increased premiums, particularly for commercial liability risks. **Jan. 6, 2:1.**

3. W. Frank Badgett, former president of the Bank of Pilot Mountain, was convicted of misapplying more than $2.6 million of bank funds and concealing bank records that would have detailed his interests in loans to Fit-All Sportswear Inc., a manufacturer. (And the answer to the other question is Frances Bavier.) **Jan. 6, 24:1.**

4. The Federal Asset Disposition Association. **Jan. 7, 1:3.**

5. Lincoln Savings and Loan Association, Irvine, Calif. **Jan. 8, 1:4.**

6. According to an attorney for some of the plaintiffs, in many of the buy-sell transactions, State Savings and Loan Association, which was owned by Financial Corp. and later merged into its American Savings and Loan Association unit, acquired land sought by a developer, who originally had approached the thrift for a property loan. After acquiring the land, State then sold it to the developer at a price that typically approximated 50% of the projected profit of the development after completion. The profit was immediately recognized by Financial, the attorney said. **Jan. 8, 2:2.**

7. A Bank of America logo, the letters "FIB" for First Interstate Bancorp, and the universal "no entry" sign. **Jan. 8, 3:2.**

8. The new definition would add preferred stock with a life of more than 25 years to primary capital. But goodwill added to a bank holding company's balance sheet would have to be deducted from capital. **Jan. 9, 1:2.**

9. Mortgages. Without admitting guilt, the Dime agreed to pay a total of $2.4 million to 1,800 customers to settle a class-action suit. The plaintiffs alleged that the Dime had illegally changed the index of their adjustable-rate loans, resulting in higher interest rates on the loans. Separately, later last week, the New York attorney general announced that the Dime would pay a total of $95,000 in fines because of false advertising on its mortgage products. **Jan. 9, 3:2.** ■

Strategic Dates
July 1, 1987

WASHINGTON INTERSTATE BANKING: A law permitting out-of-state banks to acquire Washington financial institutions that are at least three years old, as long as the acquirer's home state has similar legislation, becomes effective.

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The Daily Financial Services

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ear

TODAY

The *American Banker* Quarterly Index lists the top stories, arranged by subject, that appeared in this newspaper during the quarter that ended Dec. 31, 1986 10

BANKS THAT CENTRALIZE funds from remote accounts for corporate customers may find themselves scrambling to stay within central bank limits on intraday overdrafts if a new Federal Reserve Board proposal is implemented 2

AMERICANS SEEKING TO recoup losses on their investment in Mexican certificates of deposit were dealt a setback by the U.S. Court of Appeals for the Ninth Circuit in San Francisco 2

REPUBLICBANK CORP. said it was selling $200 million in notes backed by credit card receivables, which is the first public securities offering of its kind. The notes were due to be priced by today. Goldman, Sachs & Co., the lead underwriter of the issue, surprised some in the financial community by becoming the first to manage such a deal. Most believed First Boston Corp. would win that honor as manager of Bank of America's expected sale of $250 million in certificates backed by credit card receivables 3

IT'S TIME FOR THE FED and the Bank Board to abandon their opposition to the acquisition of healthy savings and loans as separate subsidiaries by bank holding companies, argues John D. Hawke, former general counsel for the Fed 4

TABLES DETAIL the fourth-quarter earnings of Marine Midland Banks Inc. and Bank of New York Co. ... 23

NINETEEN EIGHTY-SIX will be remembered as a year of records and firsts in the capital markets, and December followed the pace. Several new issues were introduced in the capital markets as analysts predicted further market innovation and liberalization for 1987. Fannie Mae made its first direct issue of Remics in the form of stripped mortgage-backed securities, which were pioneered by Fannie Mae 24

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Quote

The courts of this country should not operate as an international deposit insurance company, hauling foreign sovereigns before us whenever disgruntled investors so desire.

The U.S. Court of Appeals for the Ninth District in San Francisco, in a ruling against investors who lost millions of dollars worth of investments in Mexican certificates of deposit when Mexico instituted a program of exchange controls in 1982. [Page 2]

Unquote

6 Home Loan Bank Chiefs' Pay Surpasses the $200,000 Mark

Their Federal Reserve Counterparts Lag Behind

By JIM McTAGUE

Washington Bureau

WASHINGTON — As Congress frets about an administration plan to raise top government salaries above $100,000, the salaries of six presidents of the nation's 12 Federal Home Loan Banks continue to climb above the $200,000 mark they first reached in 1986.

Assuming the presidents get their full 3% raise in 1987, their salaries will range from a low of $190,550 at six of the banks to a high of $216,300 for the presidents of the San Francisco and Atlanta banks, according to data released to the *American Banker* by the Federal Home Loan Bank Board under provisions of the Freedom of Information Act.

In comparison, President Reagan makes $200,000 per year; Vice President Bush, $100,800; Federal Home Loan Bank Board Chairman Edwin Gray, $74,600; and a U.S. Congressman, $74,500. The head of the Federal Home Loan Mortgage Corp., Leland Brendsel, receives $170,000.

AN **American Banker** SPECIAL REPORT

Roslyn Payne, president of the Federal Asset Disposition Corp., established by the Federal Home Loan Bank Board last year, makes at least $250,000, but the Bank Board argues

Salary: Page 2 ➸

Many Items Still Unresolved in Talks To Sell BankAmerica's Schwab Unit

By MICHAEL A. ROBINSON

SAN FRANCISCO — Nearly 60 items remain unresolved in BankAmerica Corp.'s negotiations to sell its discount brokerage subsidiary, Charles Schwab & Co.

The two sides have not reached a tentative agreement, the sources added, and no new meetings between principal negotiators have been set.

Instead, the legal departments of the two companies are attempting to iron out differences so that founder Charles R. Schwab can buy back the brokerage, which BankAmerica bought in 1983 for about $53 million in stock.

The points under discussion are "minor" contingencies, one source said, adding that "no one is a deal-wrecker." Taken together they could derail a final agreement, but both sides expect to come to terms on a deal valued at more than $250 million.

A tentative agreement between the two companies could be reached early next week and submitted for approval to the BankAmerica board at a meeting on Wednesday in San Francisco.

BankAmerica is selling the discount brokerage, the nation's largest, as part of a plan to trim assets by up to $12 bil-

Schwab: Page 23 ➸

Credit Unions To Get New Rating System

'Camel' Rating Method Will Be Implemented

By JAY ROSENSTEIN

Washington Bureau

WASHINGTON — The government's "early warning system" for keeping tabs on the financial condition and management of the nation's 15,000 federally insured credit unions is about to be overhauled.

The National Credit Union Administration, in conjunction with state supervisors, voted unanimously on Wednesday to implement a program similar to the rating system used by the federal supervisors of commercial banks and thrift institutions. That is the so-called Camel system, which gets its name because it evaluates and rates five different components of an institution's operations: capital adequacy, asset quality, management, earnings, and liquidity.

The current rating system for credit unions includes an evaluation of these five areas, but only an overall "judgmental" rating is assigned to the credit union. National Credit Union Administration officials said that the switch to giving ratings for each of the five components, in addition to an overall rating, will help the government better identify areas of weakness at a credit union.

Officials of that group said the existing one-code system also is more subjective than a "tiered" rating system. They said a change will lead to more uniformity and consistency in evaluations done by state and federal examiners nationwide.

Under the new system, each compo-

Credit Unions: Page 22 ➸

Major Regional Banks Around Nation Report Strong Gains

By JOHN P. FORDE

Fourth-Quarter Earnings

NEW YORK — Major regional banks from around the country reported strong fourth-quarter earnings gains Thursday, largely thanks to improved lending volume and strong improvements of income from noninterest-bearing sources.

Allied Bancshares, Houston, was able to report earnings in the fourth quarter after several nonrecurring items, including selling off nearly all of its tax-exempt investment portfolio.

Marine Midland Banks Inc., Buffalo, N.Y., on Thursday reported a 26% jump in fourth-quarter 1986 net income to $38 million, or $1.89 a share, from $30 million, or $1.47 a share, in the fourth quarter of 1985.

Increased lending volume helped Bank of New York Co. to a 14.5% jump in fourth-quarter earnings to $38.5 million from $33.6 million in the same period a year earlier. The company earned $1.12 a share in the latest quarter, up 13% from 99 cents a share in the same period a year earlier.

Aided by earnings from its metropolitan division, First Bank System Inc., Minneapolis, had record fourth-quarter earnings of $54.8 million, or 92 cents per share, compared with net income of $44.7 million, or 76 cents a share, in the comparable 1985 quarter.

MARINE MIDLAND

In a statement, Marine attributed its earnings increase to improved net interest income and revenues from several fee-based businesses throughout the year, and particularly in the fourth quarter, which more than offset higher operating expenses.

Marine also said that the full-year's results reflect its strategy to focus on "higher-return domestic businesses, primarily consumer banking, middle-market banking, and asset-based financing, while at the same time continuing to emphasize reserve strength and loan quality."

Marine said its net interest income on a taxable-equivalent basis for the 1986 fourth quarter was $235.7 million, a 14.2% increase from $206.3 million in 1985's fourth quarter. Included in this jump was $7 million attributable to Westchester Financial Services Corp., which Marine acquired in late September.

Compared with the prior year's fourth quarter, Marine's average loans grew by $1.8 billion, or 11.7%, in the fourth quarter. Average domestic loans grew by $3.1 billion, or 26.1%. The taxable-equivalent net yield on average total assets for the fourth quarter was 4.06%, compared with 3.98% a year earlier.

FIRST BANK SYSTEM

For all of 1986, First Bank System said it had record net income of $202.9 million compared with $166.8 million in 1985.

First Bank Systems' metropolitan division, which consists of its two lead banks and 13 other banks in the

Regional Banks: Page 23 ➸

Appeals Court Upholds Limits On Exchange

Ruling Deals Setback to Holders of Mexican CDs

By ROBERT LUKE
West Coast Bureau

LOS ANGELES — Americans seeking to recoup losses on their investment in Mexican certificates of deposit were dealt a setback by the U.S. Court of Appeals for the Ninth Circuit in San Francisco.

The court ruled that the program of exchange controls instituted by Mexico was lawful, and it noted that a state has the right under international rules to make every effort to stabilize its currency in times of financial stress.

San Rafael, Calif., attorney R.J. Wolf, who represents some 2,000 plaintiffs, said he is in the process of asking the full Ninth Circuit Court of Appeals to review the decision of a three-judge panel.

"I am obviously disappointed," Mr. Wolf said. "But I am hopeful that, ultimately, the right decision will be reached either by this court or the Supreme Court." Mr. Wolf said that, in his opinion, thousands of investors lost several hundred million dollars by investing in the Mexican certificates of deposit.

Beginning in 1979, investors were solicited by Mexican banks to buy peso- and dollar-denominated certificates of deposits issued by three Mexican banks, which were privately owned at the time.

But as a result of plummeting oil prices in 1982, the Mexican government lacked funds to repay debts, and it imposed strict exchange controls and nationalized the nation's banks.

In ruling for the defendants, the panel said:

"The courts of this country should not operate as an international deposit insurance company, hauling foreign sovereigns before us whenever disgruntled investors so desire."

The panel said the plaintiffs "chose to purchase both dollar and peso certificates of deposit because of the extraordinary rates of return. The actions of the government of Mexico and the losses they occasioned were within the purview of the risks associated with those potentially extraordinary returns."

Dollar certificates of deposit maturing after nationalization could only be paid in pesos at an exchange rate set by Mexico's central bank. Losses resulted when the pesos, declining sharply in value, were reconverted back to dollars. Peso accounts also sustained losses on conversion.

By imposing the exchange controls and setting the exchange rate, the Mexican government confiscated property in violation of international law, the plaintiffs charged.

The panel, however, disagreed in a Jan. 6 opinion.

"Mexico's institution of exchange controls was an exercise of its basic authority to regulate its economic affairs," it said, affirming a district court decision favoring the defendants, Multibanco Comermex, SA; Bancomer, SNC; and Banco Nacional de Mexico, SA.

"We cannot conclude that the program of exchange controls instituted by Mexico was unlawful," the panel said, observing that "it is a recognized rule of international law that a state has the right to make every effort to stabilize its currency in time of financial stress." ■

Overdraft Proposal May Make Banks Scramble

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — Banks that centralize funds from remote accounts for corporate customers may find themselves scrambling to stay within central bank limits on intraday overdrafts if a new Federal Reserve Board proposal is implemented, an agency staffer said Thursday.

The reason, said Elliott McEntee, associate director for bank operations at the Fed, is that the central bank is proposing to delay until 1 p.m. Eastern time the posting of some automated clearing house payments when it calculates a bank's intraday, or "daylight overdraft," position.

The payments involved are automated clearing house debits, which are currently posted to the originating bank's Fed account at the opening of business. In the automated clearing house system, a debit is created by a bank to move money from another depository institution to itself.

Corporations use the debit transactions to transfer money electronically from a number of regional banks to a central bank account. This process, known as cash concentration, is used to collect, in a centralized account, payments received through a variety of geographically dispersed banks.

"The impact we see," said Mr. McEntee, "is that originators of debits can't use the proceeds until 1 p.m.

"For those banks that originate a lot of cash concentration debits and do a big wire business, it could be a problem."

Corporations use cash concentration to collect funds for short-term investments, which are ordinarily made early in the morning.

Under the new rules, many banks may find themselves bumping up against their overdraft limits, since they won't be able to count the automated clearing house transfers as cash received until in the early afternoon.

The problem for banks will be compounded, Mr. McEntee said, if the Fed lowers its daylight overdraft limits, as it has also proposed, or if it begins charging for overdrafts.

A daylight overdraft occurs when a bank has electronically transferred more money out of its Federal Reserve account than it has received, or when it has wired out more funds than it has received over CHIPS, the New York Clearing House's international funds transfer network.

Such intraday overdrafts are common because banks routinely wire out funds in anticipation of receiving transfers from other institutions later in the day.

Mr. McEntee spoke at a conference on automated clearing house risk sponsored by the National Automated Clearing House Association.

Jacqueline Dout, manager of cash operations for Koppers Co., Pittsburgh, said many companies have not yet had time to to measure the impact of the new proposals on their operations. The proposals were put out last month for public comment.

A major issue, she said, is whether banks will grant their corporate clientele access to funds early in the morning as they do now, or delay access until early afternoon.

Most companies, she said, will probably push for early-morning access. ■

Salaries of Six Home Loan Bank Presidents Top $200,000

➸ Continued from Page 1

that she is not a federal employee.

Bank Board and industry officials further argue that the presidents' salaries are more fairly compared with those of executives at major financial institutions than with those of federal government officials. The reasons, they claim, are that the presidents are hired after national searches and that the Federal Home Loan Banks are self-supporting, deriving income from examination fees and services sold to S&Ls.

"The salaries seem commensurate with the responsibility compared to other private sector banks," said Philip Gasteyer, who directs the Washington, D.C., office of the U.S. League of Savings Institutions. He added that the salaries are approved by the directors of each bank. Some directors come from industry and others are public interest directors.

All raises are subject to Bank Board approval.

The 1987 increase, the smallest in recent years, reflects a decline in the inflation rate, a Bank Board spokesman said. He said it was not a symptom of the new frugality at the Bank Board engendered by news stories and government probes of Chairman Edwin Gray's expense accounts.

Mr. Gray's expenses from 1983 to 1986 totaled in the millions, and the district banks picked up over $300,000 of that tab. He ordered a halt to the district bank expense payments in December, one day after releasing the expense accounts of senior officers to news organizations who had requested the material under the Freedom of Information Act.

Mr. Gray also reimbursed the district banks $24,000 for some of those expenses, including $13,000 used to charter a jet to fly from Indianapolis to California to visit his father, who was gravely ill at the time.

Mr. Gray also accepted expenses from the U.S. League of Savings Institutions and other trade groups. In December, the Office of Government Ethics, which investigated the Bank Board expense accounts, requested that the Justice Department look into the matter, citing its own lack of authority to subpoena trade group records.

The Senate Banking Committee announced that it too would look into the expense pratices of Mr. Gray and former board members.

Richard Pratt, a former chairman of the Bank Board, recalled that during his last year in office, from 1982-83, the salaries of presidents ranged from $85,000 to $125,000, which was paid to the San Francisco president.

Though they may fall short of the salaries of the captains of industry, the paychecks of the Federal Home Loan Bank presidents are significantly fatter than those of their counterparts at the 12 Federal Reserve Banks.

Currently, the president of the Federal Reserve Bank of New York receives the highest salary in the system at $170,800 — $35,200 less than his counterpart at the New York Federal Home Loan Bank and $45,500 less than the highest Federal Home Loan Bank salaries.

The lowest-paid Federal Reserve president is Gary Stern of Minneapolis at $110,000, who worked his way up through the ranks to that position and whose salary is currently under review. He makes $80,550 less than the lowest-paid presidents of the Federal Home Loan Banks.

Directors at the district Federal Home Loan Banks last received pay increases in 1986, according to the Bank Board. The maximum permissible fee for the chairman of the board of directors of each bank rose from $750 to $1,200 per day. Fees for directors attending board or committee meetings

Salary: Page 23 ➸

Presidents' Salaries At Federal Home Loan Banks

City	Current President	1985	1986	1987 *
Boston	Richard Syron	$175,000	$185,000	$190,550
New York	Bryan Dittenhafer	195,000	200,000	206,000
Pittsburgh	Eugene Calnan	170,000	185,000	190,550
Atlanta	Carl Kamp	195,000	210,000	216,300
Cincinnati	Charles Thieman	185,000	200,000	206,000
Indianapolis	Ronald Morphew	170,000	185,000	190,550
Chicago	Leo Blaber	170,000	185,000	190,550
Des Moines	H. Darrell Hibbs	170,000	185,000	190,550
Dallas	Roy Green	185,000	200,000	206,000
Topeka	Kermit Mowbray	170,000	185,000	190,550
San Francisco	James Cirona	195,000	210,000	216,300
Seattle	James Faulstich	185,000	200,000	206,000

* Assumes 3% increase

Presidents' Salaries At Federal Reserve Banks

City	Current President	1985	1986
Boston	Frank Morris	$145,600	$150,300
New York	E. Gerald Corrigan	159,600	170,800
Philadelphia	Edward Boehne	126,000	131,200
Cleveland	Karen Horn	130,000	135,300
Richmond	Robert Black	130,000	131,300
Atlanta	Robert Forrestal	127,000	141,600
Chicago	Silas Keehn	150,600	155,900
St. Louis	Thomas Melzer	121,000	128,500
Minneapolis	Gary Stern	101,000	110,000
Kansas City	Roger Guffey	126,000	130,000
Dallas	Robert Boykin	123,700	127,700
San Francisco	Robert Parry	160,100	146,500*

* New employee

Correction

A story in the Jan. 8 edition of the *American Banker* ("1st Interstate to Refile Takeover Plan with Fed," page 3) incorrectly listed BankAmerica Corp.'s nonperforming loans as $2.17 billion. BankAmerica's nonperforming loans actually were $4.5 billion, and loan-loss reserves were $2.17 billion, at Sept. 30, 1986. ■

Banks Report Strong Results

➽ Continued from Page 1

Fourth-Quarter Earnings

Minneapolis/St. Paul area, earned $187.2 million in 1986, a 24.7% increase from the 1985 level.

These earnings were more than enough to offset losses experienced by the bank's regional division, which consists of 58 banks located in outlying parts of Minnesota, Montana, North Dakota, South Dakota, and Washington.

For the year, the regional division had a loss of $30.3 million. In 1985 the regional division earned $16.4 million. The loss, First Bank System said, reflects a substantial increase in its loan-loss provision and other real estate expenses without sufficient income offsets.

Noninterest income for the year doubled to $737.1 million compared to $315.3 million in 1985, an improvement that the company attributed to large security gains as well as fee income.

Security gains accounted for $401.9 million of the increase and resulted from a "favorably positioned investment portfolio in a declining interest rate environment," according to First Bank System. Without the securities gains, noninterest income would have been up only 6.6%.

BANK OF NEW YORK

For the year, Bank of New York Co. earned $155.2 million, or $4.54 per fully diluted share, up 19.2% from the $130.3 million, or $4.02 a share, in 1985.

J. Carter Bacot, chairman of the holding company, attributed the gain to a 20% growth in average loans during the year as well as improved trust, securities processing, and credit card fees.

As with other major banking companies, Bank of New York was helped in its fourth-quarter earnings by lower federal, state, and local taxes on its portfolio of leveraged leases. Bank of New York said its gain in the fourth quarter of this year was $2.4 million from reevaluating its leases in light of lower taxes.

In 1986, the company's consolidated effective tax rate dropped to 15.1% from 25.1% in 1985. The company said the drop was primarily due to "higher tax-exempt income, a larger adjustment to the leveraged lease portfolio, as well as the effect of capital gains."

ALLIED BANCSHARES

In Houston, meanwhile, Allied Bancshares said that several one-time transactions helped it to show a small profit of $4.1 million, or a dime per share, in the fourth quarter as compared to a profit of $29.9 million, or 72 cents a share, a year earlier.

For the year, the holding company reported a loss of $17.6 million, or 42 cents per share, in 1986 versus a profit of $122 million, or $2.95 per share, in 1985.

During the fourth quarter, Allied sold a substantial chunk of its tax-exempt assets, including virtually its entire portfolio of leveraged leases, which resulted in a $32.9 million loss. But the sale of tax-exempt bonds, combined with some taxable securities, brought a profit of $63.6 million.

Gains in the value of Allied's venture capital investments brought $6.8 million in profits, partially offset by a $3 million loss on other venture capital investments. The company also suffered an expense of $10.4 million from operating, selling, or writing down the value of foreclosed real estate and other assets.

Despite an addition of $39 million during the fourth quarter to Allied's reserve for loan losses, the account fell as the company charged off $47.9 million in bad loans. Real estate accounted for 46% of the loan chargeoffs, followed by 38% from commercial and consumer loans and 17% from energy-related problems.

Allied, though, kept its loan-loss reserve at a steady 2.05% of total loans as the holding company reduced its loan portfolio — from $6.8 billion at Sept. 30 to $6.4 billion at yearend, and a full billion dollars smaller than the end of 1985.

Nonperforming loans increased to $422.3 million, or 6.48% of total loans, at yearend compared to $407.8 million at Sept. 30.

Reporters David LaGesse in Dallas and Lisabeth Weiner in Chicago contributed to this article.

Fourth-Quarter Earnings

Marine Midland Banks Inc.

Quarterly Comparison

Figures in Millions Except Per Share

	4Q '86	4Q '85
Net Income	$ 38.0	$ 30.0
Per Share	1.89	1.47
Net Interest Income (Taxable Equivalent)	235.7	206.3
Margin	4.06%	3.98%
ROA	.65%	.57%
ROE	12.20%	10.29%
Noninterest Income	74.2	64.3
Noninterest Expense	198.3	167.2
Loss Provision	44.1	89.2
Net Chargeoffs	27.4	65.0

Year Comparison

Figures in Millions Except Per Share

	Yr. '86	Yr. '85
Net Income	$ 145.0	$ 125.0
Per Share	7.19	6.06
Net Interest Income (Taxable Equivalent)	876.3	767.1
Margin	3.99%	3.76%
ROA	.65%	.61%
ROE	12.05%	11.05%
Noninterest Income	277.6	262.0
Noninterest Expense	729.8	639.6

Balance Sheet

Figures in Millions

	12/30/86	12/30/85
Assets	$ 24,800.0	$ 22,400.0
Deposits	17,400.0	16,600.0
Loans	18,700.0	15,600.0
Shareholder Equity	1,200.0	1,100.0
Loss Reserve	269.7	246.8
Reserve/Loans Ratio	1.44%	1.58%
Nonperforming Loans	438.9	443.1
as % of Loans	2.35%	2.83%
Primary Capital Ratio	7.31%	7.38%

Fourth-Quarter Earnings

Bank of New York Co.

Quarterly Comparison

Figures in Millions Except Per Share

	4Q '86	4Q '85
Net Income	$ 38.5	$ 33.6
Per Share	1.12	.99
Net Interest Income (Taxable Equivalent)	166.2	143.7
Margin	4.11%	4.01%
ROA	.80%	.80%
ROE	15.36%	15.26%
Noninterest Income	103.1	66.5
Noninterest Expense	161.3	114.7
Loss Provision	40.5	30.9
Net Chargeoffs	19.5	21.8

Year Comparison

Figures in Millions Except Per Share

	Yr. '86	Yr. '85
Net Income	$ 155.2	$ 130.3
Per Share	4.54	4.02
Net Interest Income (Taxable Equivalent)	652.4	556.2
Margin	4.19%	4.19%
ROA	.85%	.84%
ROE	16.24%	15.48%
Noninterest Income	355.1	253.4
Noninterest Expense	566.6	425.1

Balance Sheet

Figures in Millions

	12/30/86	12/30/85
Assets	$ 20,708.9	$ 18,486.2
Deposits	15,112.8	12,369.0
Loans	13,786.3	12,393.8
Shareholder Equity	1,052.5	921.2
Loss Reserve	217.0	173.1
Reserve/Loans Ratio	1.57%	1.40%
Nonperforming Assets	375.3	349.8
as % of Loans	2.70%	2.80%
Primary Capital Ratio	7.29%	7.24%

Schwab . . .

➽ Continued from Page 1

lion. The company needs to raise money because of its continuing losses, which totaled $600 million in the first nine months of this year.

The transaction could give the ailing San Francisco-based bank a gain of about $140 million in the first quarter of this year. BankAmerica has covered some of its operating losses by shedding assets, such as the sale last month of its Italian bank to Deutsche Bank of West Germany for $603 million.

A.W. "Tom" Clausen, BankAmerica's chief executive officer, said in an interview published this week that his company is considering the proposals of several prospective buyers besides that of Mr. Schwab. It was not known if Mr. Clausen intended to use the media to put pressure on Mr. Schwab or if the bank is talking seriously with more than one buyer.

A spokesman for the bank said "there is nothing inconsistent" with Mr. Clausen's remarks, and he reported that the bank is close to a tentative agreement with Mr. Schwab.

Sources said the general framework of a deal in which Mr. Schwab would buy back the company for roughly $250 million developed earlier this month. BankAmerica would retain a stake in the firm of between about 10% and 12%, making the transaction worth a total of approximately $275 million.

BankAmerica would not receive equity ownership through common stock. That is because equity participation would make Schwab an affiliate of the bank, and Mr. Schwab wants independence from the troubled parent company.

Mr. Schwab has received the financial backing of his friend George R. Roberts, a partner in the San Francisco leveraged buyout firm of Kohlberg Kravis Roberts & Co., sources said. Mr. Schwab, his senior managers, and employees participating in a profit-sharing plan eventually will become the largest owners in the firm.

BankAmerica decided to sell the discount brokerage last November because the subsidiary is not part of the bank's core business. The bank is restructuring to restore profits and remain independent from First Interstate Bancorp., which wants to buy BankAmerica for $3.25 billion. ■

Salary . . .

➽ Continued from Page 2

rose from $400 to $650 per day.

Along with the salary data, the Bank Board attached considerations it said had a bearing on the levels of bank president compensation.

Among them, the Bank Board noted:

- The Federal Home Loan Banks are operated much like private sector institutions, although they have public responsibilities. Member stockholders expect a market-rate dividend . . . In recent years, the banks have been very profitable.
- The banks are major financial institutions with assets between $5 billion and $33 billion.
- In addition to being bank presidents, the incumbents are also principal supervisory agents.
- Salaries are as much as 100% below those available at private sector institutions of approximately the same asset size.
- Bank president salaries are less than the salaries for presidents at the medium and large institutions they regulate. ■

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BIG DEALS OF 1986
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Quote

When a bank comes back from the brink of financial disaster, its advertising should tell potential customers that it's a responsible, trustworthy institution. But this ludicrous series . . . makes the Continental Illinois bank . . . look like a refugee from television's 'Gong Show.'

Adweek, in its Fifth Annual Badvertising Awards, citing a series of Continental Illinois National Bank and Trust Company of Chicago ads — one of which depicts a spokesman twirling a hoola hoop around his neck to music as an 800 number appears on the screen pushing loan applications. [Page 6]

Unquote

Some Banking Myths Shattered in '86

By BART FRAUST

NEW YORK — Bankers began to think the unthinkable last year. In the process, they shattered several myths about bank mergers and acquisitions as the aggressive takeover environment common in corporate America began to spread to the previously protected world of banking.

For example, the idea that some banks are too big to be sold was disproved. Eight of the 10 largest domestic bank mergers ever were announced last year, including a pair of billion-dollar deals: the acquisitions of the Crocker National Corp. by Wells Fargo & Co. and of Texas Commerce Bancshares Inc. by the Chemical New York Corp.

Three bank holding companies that had ranked among the nation's 25 largest at yearend 1985 — No. 14, InterFirst Corp.; No. 22, Texas Commerce; and No. 25, Crocker — accepted takeover offers.

And No. 2, the BankAmerica Corp., continues to flee a takeover attempt by the First Interstate Bancorp, destroying another long-held view that no large U.S. bank ever will have to worry about a hostile takeover.

Other notions that came crashing down last year were that acquisitions of healthy thrifts were off limits to bank holding companies, that regulators will block mergers of multibillion-dollar banks in the same market on antitrust grounds, that interstate banking will evolve slowly, and that twice book value is as high as banks will go to buy oth-

Deals: Page 19 →

At a Glance

Big Deals of 1986

(Millions of Dollars)

	Number Of Offers	Aggregate Price	Aggregate Equity	Aggregate Earnings	Avg. Price To Equity	Avg. Price To Earnings
1986	302	$16,713.5	$9,867.2	$1,008.3	1.7	16.8

Comment

Profiting from Mortgage Arbitrages

By SANFORD ROSE

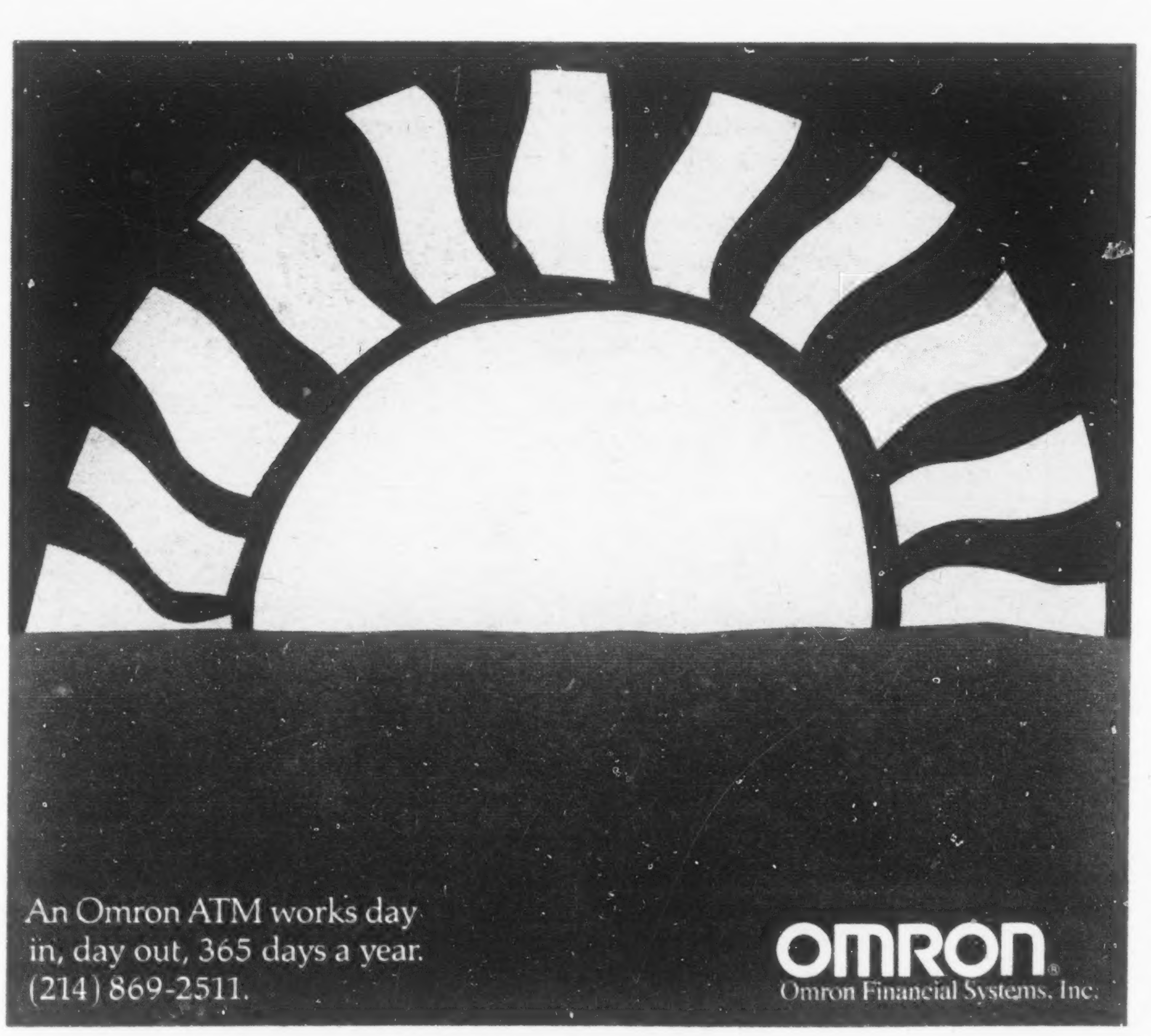
It is very difficult to be a successful mortgage investor without at least a nodding acquaintance with three key concepts: duration, positive convexity, and negative convexity. Duration is the weighted average time to receipt of the mortgage payments, with the weights determined by the present value of each cash flow.

Convexity is the rate at which duration changes in response to a change in the general level of interest rates. Positive convexity occurs when durations shorten as interest rates increase or lengthen as interest rates decrease. Positive convexity induces investor happiness, notes mortgage analyst Alden Toevs of Morgan Stanley.

That's because changes in values are roughly equal to the negative of duration times the change in rates. When rates increase, you want shorter durations because a shorter bond will decline in value by less than a longer-duration instrument.

Similarly, when rates decrease, the investor craves longer durations because a longer bond will rise in value more than a shorter instru-

Comment: Page 4 →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Administration To Push FSLIC Recapitalization

Officials Warn of Liquidity Problems in Thrift System

By ROBERT M. GARSSON
and NINA EASTON

News Analysis

As Congress prepares to wrestle once more with a plan to save the nearly depleted thrift industry insurance fund, administration officials say the Federal Home Loan Bank System is facing a potential liquidity problem.

If the administration is able to make that case in hearings that begin this week before both the House and Senate banking committees, it could provide a powerful push for its plan to recapitalize the Federal Savings and Loan Insurance Corp.

Moreover, organizations such as the U.S. League of Savings Institutions, which the administration holds responsible for scuttling the FSLIC rescue plan last year, could find themselves under new pressure to support the $15 billion recapitalization.

Critics Assail Thrift Appraisal Rule
Page 3

The administration is not arguing that the 12 district banks which make up the system have lost the ability to raise cash.

Instead, senior administration officials are saying that troubled thrift institutions no longer have assets that can be used to back loans from the district banks.

The advances have been used to keep otherwise insolvent thrifts in business while the industry insurance fund awaits a cash infusion. The FSLIC has about $2.5 billion in reserves, but it would run down to zero very quickly if it began liquidating or merging even a small number of the insolvent institutions it insures.

The Federal Home Loan Bank

Recapitalization: Page 43 →

Big Deals: Banking Joins World of Tough Takeovers

Continued from Page 1

er banks.

"There has been a complete change in antitrust attitudes, and with the natural tendency toward monopoly, transactions that were unthinkable five years ago can be done today," said John Lyons, a principal with Lyons, Zomback & Ostrowski Inc., a New York bank and thrift consultant.

In addition, the bull market in bank stocks during the last few years created an environment in which banks could do megamergers without seriously cutting into their earnings per share, Mr. Lyons said.

The landmark Supreme Court decision in June 1985 permitting regional interstate banking also was a major factor. Of the 20 biggest deals of the year, 12 were interstate transactions.

Bankers' Attitudes Changing

Bankers' attitudes about mergers also are changing. "Today's banker feels that almost anything is possible," Mr. Lyons said. And that includes hostile takeovers of giants such as BankAmerica.

"Hostile takeovers occur throughout the corporate world," he added. "There is a feeling that this is your right as a corporate citizen."

Managements of industrial companies now operate in an environment in which, if they make a mistake, corporate raiders are standing by ready to pounce on them.

Banking, too, is headed in that direction. "It's happened already," Mr. Lyons said. "The major entrepreneurs are heavily involved in banking through their ownership of savings and loans, and it has created a real problem for the S&Ls."

The acquisition of healthy thrifts is another area where bankers broke new ground last year. Previously, it was thought that thrift acquisitions were off limits to bank holding companies under federal law except in cases of failing thrifts. Citicorp entered Florida, California, Illinois, and Washington, D.C., through this kind of transaction.

In 1986, though, bank holding companies began to acquire healthy thrifts in a complex process that actually boils down to one simple idea — convert the thrift to a bank and then acquire the converted institution.

The Federal Home Loan Bank Board, concerned about losing its healthiest members, moved to block these deals by requiring the participants to pay hefty "exit fees" and then subjecting the deals to its prior approval. Barnett Banks of Florida, Jacksonville, went to federal court in Jacksonville and obtained a temporary restraining order against the Bank Board. Barnett completed the acquisition without Bank Board approval.

"These deals won't be attractive to every bank, to every thrift, in every market," said Thomas Vartanian, a partner at the Washington law firm of Fried, Frank, Harris, Shriver & Jacobson.

"Too many moons have to be in line," said Mr. Vartanian, a former general counsel to the Bank Board and one of the architects of these arrangements.

He added that he expects the Bank Board to seek aid from Congress on the matter and that the issue will be resolved with the buyers paying some kind of monetary compensation to the agency.

Sees Banks Acquiring Mutuals

Barring congressional action, Mr. Vartanian said, he sees no more than a dozen bank-thrift deals a year, with the bulk being bank acquisitions of mutuals. By buying mutuals, a bank could pay the Bank Board's exit fee without having to worry about compensating shareholders of the acquired company, he said.

Another notion that has been invalidated is that interstate banking will evolve slowly from regional to national banking. "Nationwide banking is coming faster than most believed even as recently as a year ago," said bank analyst William Weiant, in a recently published research report for the First Boston Corp.

Forty-one states and Washington, D.C., now have some form of interstate banking legislation on their books. Of these, nine have national banking laws and another nine have a trigger date for interstate banking.

"By early 1989, New York banks will have the opportunity to make acquisitions in 14 states, including many of significant size such as Ohio and Michigan, as well as opportunities to enter faster-growing markets, primarily in the West," Mr. Weiant said.

Last year, New York banks began their nationwide acquisition moves. Chemical New York Corp. soon will be operating in Texas through the acquisition of Texas Commerce. By 1988, it probably will be able to complete the acquisition of the Horizon Bancorp, Morristown, N.J., in a deal also announced last year.

By 1989, Marine Midland Banks Inc. should be operating in Pennsylvania through the acquisition of First Pennsylvania Banks Inc., Philadelphia, in a transaction announced in 1986. In October, Citicorp and Chase Manhattan were able to complete their proposed Arizona bank acquisitions.

Twice the book value used to be the ceiling for bank acquisitions; it rapidly became the floor in 1986.

Although three mammoth acquisitions were announced at prices representing book value or less (Wells-Crocker, Chemical-Texas Commerce, and RepublicBank Corp.-InterFirst Corp.), banking mergers and acquisitions were set at prices representing substantial premiums to book value.

For the 302 bank and thrift acquisitions included in the *American Banker's* universe of "big deals," the average multiple to book value was 1.7 and the average multiple to earnings was 16.8. For the first nine months of the year, the deals were priced at an even twice book value, but the average for the year was lowered by the Chemical-Texas Commerce and RepublicBank-InterFirst deals, both announced in December.

Many Big Deals Higher-Priced

Many of the biggest deals of the year were priced well in excess of twice book. First Union Corp., Charlotte, N.C., bought First Railroad & Banking Co., Augusta, Ga., for about 2.4 times book; SunTrust Banks Inc., Atlanta, got the Third National Corp., Nashville, for 2.3 times book; the PNC Financial Corp., Pittsburgh, won the Citizens Fidelity Corp., Louisville, Ky., for 2.6 times book; Midlantic Banks Inc., Edison, N.J., lured the Continental Bancorp, Philadelphia, with an offer worth 2.2 times book; and the Banc One Corp., Columbus, Ohio, attracted the American Fletcher Corp., Indianapolis, with 2.4 times book.

Sometimes, however, even well in excess of twice book value is not enough to hook the big fish. In July, the Fleet Financial Group, Providence, R.I., offered the Conifer Group Inc., Worcester, Mass., about 2.6 times book. The following month, Conifer accepted a rival offer from the Bank of New England Corp. worth over three times book. Former shareholders of the Patriot Bancorp, Boston, probably were the happiest about the deal. In January, they accepted an offer from Conifer worth 2.4 times book and, after the Bank of New England deal, they recorded one of the quickest and most lucrative "double-dips" in banking history.

The following are some other conclusions gleaned from the 1986 deals:

- In every region of the nation, interstate deals on average were priced at higher multiples to book value and earnings than in-state deals.
- Differences in pricing between interstate and in-state deals is greatest in the Southeast.
- The highest premiums, whether for in-state or interstate deals, are available in the Northeast.
- The lowest are available in the West.
- The greatest merger activity took place in the Midwest, closely followed by the Southeast.
- Thrifts cost less to buy than banks on average.

Deals: Page 40

Biggest Deals of 1986

Acquirer	Acquired	Price ($ Mil.)
Chemical New York Corp. New York, N.Y.	Texas Commerce Bancshares Houston, Tex.	$1,190
Wells Fargo & Co. San Francisco, Calif.	Crocker National Corp. San Francisco, Calif.	$1,080
First Union Corp. Charlotte, N.C.	First Railroad & Banking Augusta, Ga.	$779
SunTrust Banks Inc. Atlanta, Ga.	Third National Corp. Nashville, Tenn.	$757.5
PNC Financial Corp. Pittsburgh, Pa.	Citizens Fidelity Corp. Louisville, Ky.	$700
Midlantic Banks Inc. Edison, N.J.	Continental Bancorp Philadelphia, Pa.	$680
Bank of New England Boston, Mass.	Conifer Group Worcester, Mass.	$656
Banc One Corp. Columbus, Ohio	American Fletcher Corp. Indianapolis, Ind.	$597.3
RepublicBank Corp. Dallas, Tex.	InterFirst Corp. Dallas, Tex.	$588
Marine Midland Banks Buffalo, N.Y.	First Pennsylvania Corp. Philadelphia, Pa.	$585
Chemical New York Corp. New York, N.Y.	Horizon Bancorp Morristown, N.J.	$465
CoreStates Financial Corp. Philadelphia, Pa.	New Jersey National Corp. Pennington, N.J.	$439
Maryland National Corp. Baltimore, Md.	American Security Corp. Washington, D.C.	$438
Fidelcor Philadelphia, Pa.	Merchants National Corp. Allentown, Pa.	$380
Bank of New York Co. New York, N.Y.	Long Island Trust Co. Garden City, N.Y.	$300
United Jersey Banks Trenton, N.J.	Commercial Bancshares Jersey City, N.J.	$280
Golden State Sanwa Bank San Francisco, Calif.	Lloyds Bank California Los Angeles, Calif.	$263
NBD Bancorp Detroit, Mich.	USAmeribancs Inc. Highland Park, Ill.	$250
U.S. Bancorp Portland, Ore.	ONB Corp. Spokane, Wash.	$174
Barnett Banks of Florida Jacksonville, Fla.	Home Federal Bank St. Petersburg, Fla.	$155

Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its coverage of the financial services industry meets your information needs. So would you spend a moment to give us some feedback on the statistical tables that appear in today's survey of the **Big Deals of 1986**? Over the past year we have incorporated many of your suggestions to provide more meaningful information. Please return this questionnaire to William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004. Telephone 212-943-5712.

1. How would you **change** the tabulation to make it more useful? What would you add?

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2. What do you like **best** about this tabulation?

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3. What do you like **least** about this tabulation?

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4. **How** do you use this information in your work?

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5. What **new** statistical survey would you like to see?

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Name (optional) _______________
Title _______________
Company _______________
Address _______________
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Phone _______________

Thank you for helping us improve.

Big Deals Completed in 1986

Acquirer	Acquired	Combined Assets ($ Mil.)
Security Pacific Corp. Los Angeles, Calif.	Arizona BancWest Corp. Phoenix, Ariz.	$60,000
Wells Fargo & Co. San Francisco, Calif.	Crocker National Corp. San Francisco, Calif.	$48,500
Mellon Bank Corp. Pittsburgh, Pa.	Commonwealth Natl. Financial Harrisburg, Pa.	$34,800
Marine Midland Banks Buffalo, N.Y.	Westchester Financial Corp. White Plains, N.Y.	$26,000
SunTrust Banks Inc. Atlanta, Ga.	Third National Corp. Nashville, Tenn.	$24,900
Continental Illinois Corp. Chicago, Ill.	First Suburban Bank Olympia Fields, Ill.	$24,800
NCNB Corp. Charlotte, N.C.	Bankers Trust of S.C. Columbia, S.C.	$23,900
NCNB Corp. Charlotte, N.C.	National Bank of Florida Miami, Fla.	$23,900
First Union Corp. Charlotte, N.C.	First Railroad & Banking Augusta, Ga.	$21,000
First Union Corp. Charlotte, N.C.	Southern Bancorp. Greenville, S.C.	$21,000
First Union Corp. Charlotte, N.C.	Citizens DeKalb Bank Clarkston, Ga.	$21,000
First Union Corp. Charlotte, N.C.	Georgia State Bank Mapleton, Ga.	$21,000
PNC Financial Corp. Pittsburgh, Pa.	Hershey Bank Hershey, Pa.	$20,800
Barnett Banks of Florida Jacksonville, Fla.	United First Federal Savings Sarasota, Fla.	$20,000
Barnett Banks of Florida Jacksonville, Fla.	First National Bank Marietta, Ga.	$20,000
NBD Bancorp Detroit, Mich.	Peoples Bank Huron, Mich.	$19,100
NBD Bancorp Detroit, Mich.	Union Bancorp Grand Rapids, Mich.	$19,100
NBD Bancorp Detroit, Mich.	Midwest Commerce Corp. Elkhart, Ind.	$19,100
NBD Bancorp Detroit, Mich.	Omnibank Wyandote, Mich.	$19,100
CalFed Inc. Los Angeles, Calif.	La Jolla Pacific Federal La Jolla, Calif.	$19,000
Bank of New England Boston, Mass.	Security National Bank Lynn, Mass.	$18,000
Bank of New England Boston, Mass.	Consumer Savings Bank Worcester, Mass.	$18,000
Citizens & Southern Corp. Atlanta, Ga.	Independent Community Banks Sanibel, Fla.	$17,600
First Wachovia Corp. Winston-Salem, N.C.	Forsythe County Bank Cumming, Ga.	$17,500
First Fidelity Corp. Newark, N.J.	Morris County Savings Morristown, N.J.	$13,500
Sovran Financial Corp. Norfolk, Va.	Suburban Bancorp Bethesda, Md.	$13,000
Sovran Financial Corp. Norfolk, Va.	D.C. National BanCorp Washington, D.C.	$13,000
Banc One Corp. Columbus, Ohio	Purdue National Bank Lafayette, Ind.	$11,600
Banc One Corp. Columbus, Ohio	Citizens Union National Bank Lexington, Ky.	$11,600
Southeast Banking Corp. Miami, Fla.	First National Bank Palm Beach, Fla.	$11,400
Hartford National Corp. Hartford, Conn.	Provident Institution Boston, Mass.	$11,300
Hartford National Corp. Hartford, Conn.	First Bank Chelmsford, Conn.	$11,300
Hartford National Corp. Hartford, Conn.	First New England Bankshares Taunton, Mass.	$11,300
Hartford National Corp. Hartford, Conn.	Charter Financial Corp. Framingham, Mass.	$11,300
AmeriTrust Corp. Cleveland, Ohio	First Indiana Bancorp Elkhart, Ind.	$10,000
AmeriTrust Corp. Cleveland, Ohio	Franklin Bank & Trust Franklin, Ind.	$10,000
AmeriTrust Corp. Cleveland, Ohio	American National Bancshares Noblesville, Ind.	$10,000
AmeriTrust Corp. Cleveland, Ohio	IndCor Martinsville, Ind.	$10,000
AmeriTrust Corp. Cleveland, Ohio	First National Bank & Trust Sturgis, Mich.	$10,000
Fleet Financial Group Providence, R.I.	First Connecticut Bancorp Hartford, Conn.	$9,200
Fleet Financial Group Providence, R.I.	Merrill Bankshares Bangor, Maine	$9,200
Norstar Bancorp Inc. Albany, N.Y.	Niagra County Savings Niagra Falls, N.Y.	$9,000
Boatmen's Bancshares St. Louis, Mo.	General Bancshares St. Louis, Mo.	$9,000
Fidelcor Philadelphia, Pa.	IVB Financial Corp. Philadelphia, Pa.	$8,900
Signet Banking Corp. Richmond, Va.	Security National Corp. Washington, D.C.	$8,800
Shawmut Corp. Boston, Mass.	Home Bank & Trust Meriden, Conn.	$8,000
KeyCorp Albany, N.Y.	Beaver State Bank Beaverton, Ore.	$7,800
KeyCorp Albany, N.Y.	PacWest Bancorp Portland, Ore.	$7,800
KeyCorp Albany, N.Y.	Northwest Bancorp Albany, Ore.	$7,800
Texas American Bancshares Fort Worth, Tex.	BancTexas Tyler Tyler, Tex.	$6,400
United Jersey Banks Trenton, N.J.	Commercial Bancshares Jersey City, N.J.	$6,000
United Jersey Banks Trenton, N.J.	Franklin Bancorp Somerset, N.J.	$6,000
First of America Bank Corp. Kalamazoo, Mich.	Alpena Savings Bank Alpena, Mich.	$5,700
First of America Bank Corp. Kalamazoo, Mich.	First Bancorp Indianapolis, Ind.	$5,700
First of America Bank Corp. Kalamazoo, Mich.	Premier Bancorp Libertyville, Ill.	$5,700
First American Corp. Nashville, Tenn.	First Bank & Trust Ashland, Ky.	$5,000
First American Corp. Nashville, Tenn.	Tennessee National Corp. Maryville, Tenn.	$5,000
Golden State Sanwa Bank San Francisco, Calif.	Lloyds Bank California Los Angeles, Calif.	$5,000
Old Kent Financial Corp. Grand Rapids, Mich.	American National Holding Kalamazoo, Mich.	$5,000
People's Bank Bridgeport, Conn.	First Federal Savings Norwalk, Conn.	$4,600
First Florida Banks Tampa, Fla.	Rutland Bank St. Petersburg, Fla.	$4,500
American Fletcher Corp. Indianapolis, Ind.	American National Bancorp Plainfield, Ind.	$4,300
American Fletcher Corp. Indianapolis, Ind.	Carmel Bank & Trust Carmel, Ind.	$4,300
American Fletcher Corp. Indianapolis, Ind.	Citizens Northern Corp. Elkhart, Ind.	$4,300
Merchants National Corp. Indianapolis, Ind.	Farmers National Bank Shelbyville, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Central National Bank Greencastle, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	NBG Financial Corp. Greenwood, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Hancock Bank Greencastle, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	US Bancorp Carmel, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Farmers State Corp. Zionsville, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Alliance Bancorp Danville, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Mid-Southern Indiana Bancorp Seymour, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Anderson Banking Co. Anderson, Ind.	$4,000
Merchants National Corp. Indianapolis, Ind.	Citizens National Bank Tipton, Ind.	$4,000
Hibernia Corp. New Orleans, La.	Fidelity National Bank Baton Rouge, La.	$4,000
Hibernia Corp. New Orleans, La.	Southwest Bancshares Lafayette, La.	$4,000

(Continued on Next Page)

Big Deals Completed in 1986

(Continued from Previous Page)

Acquirer	Acquired	Combined Assets ($ Mil.)
Conifer Group Worcester, Mass.	Patriot Bancorp Boston, Mass.	$3,900
Conifer Group Worcester, Mass.	Hampshire National Bank South Hadley, Mass.	$3,900
Marine Corp. Milwaukee, Wis.	Commercial Banc-Corp Monroe, Wis.	$3,800
Marine Corp. Milwaukee, Wis.	Mequon State Bank Mequon, Wis.	$3,800
Marine Corp. Milwaukee, Wis.	Citizens National Bank Stevens Point, Wis.	$3,800
First Jersey National Corp. Jersey City, N.J.	First National Bancorp Fort Lee, N.J.	$3,700
Commerce Union Corp. Nashville, Tenn.	Central South Bancorp Franklin, Tenn.	$3,600
First National Cincinnati Corp. Cincinnati, Ohio	Newport National Bank Newport, Ky.	$3,500
Fifth Third Bancorp Cincinnati, Ohio	First Kentucky Bancshares Florence, Ky.	$3,100
Zions Utah Bancorp Salt Lake City, Utah	Mesa Bank Mesa, Ariz.	$3,000
Pennbancorp Titusville, Pa.	GNB Corp. Uniontown, Pa.	$3,000
Bank South Corp. Atlanta, Ga.	Southern Bancorp Waycross, Ga.	$3,100
National Bancshares Corp. San Antonio, Tex.	First National Bank Seguin, Tex.	$2,900
National Bancshares Corp. San Antonio, Tex.	City National Bank Laredo, Tex.	$2,900
Deposit Guaranty Corp. Jackson, Miss.	First National Bank Southaven, Miss.	$2,700
Puget Sound Bancorp Tacoma, Wash.	Savings Bank of Puget Seattle, Wash.	$2,600
Puget Sound Bancorp Tacoma, Wash.	Bank of Seattle Seattle, Wash.	$2,600
Fourth Financial Corp. Topeka, Kan.	First National Bank Lenexa, Kan.	$2,500
First Federal Savings Pittsburgh, Pa.	Tower Federal Savings New Brighton, Pa.	$2,500
Liberty United Bancorp Louisville, Ky.	Kentucky Bank & Trust Madisonville, Ky.	$2,300
Keystone Financial Corp. State College, Pa.	Penn National Financial Pottsville, Pa.	$2,300
Summit Bancorp Summit, N.J.	Bay State Bank Ship Bottom, N.J.	$1,900
Southern National Corp. Lumberton, N.C.	Horry County National Bank Loris, S.C.	$1,700
Southern National Corp. Lumberton, N.C.	First Palmetto Bancshares Columbia, S.C.	$1,700
Southern National Corp. Lumberton, N.C.	Capital Bank & Trust Belton, S.C.	$1,700
Commercial Bancshares Jersey City, N.J.	First Bank Colonia, N.J.	$1,600
First Eastern Corp. Wilkes-Barre, Pa.	Miners Savings Bank Pittston, Pa.	$1,600
Investors Savings Richmond, Va.	Citizens Savings Richmond, Va.	$1,500
CB&T Bancshares Columbus, Ga.	Bank of Coweta Newnan, Ga.	$1,400
CB&T Bancshares Columbus, Ga.	Bank of Manchester Manchester, Ga.	$1,400
National Bank of Washington Washington, D.C.	Enterprise Bank Fairfax, Va.	$1,400
Southwest Savings Dallas, Tex.	Pioneer Savings Waco, Tex.	$1,200
Bankers First Corp. Augusta, Ga.	Athens Federal Savings Athens, Ga.	$1,200
Jefferson Bankshares Charlottesville, Va.	Bank of Greene Ruckersville, Va.	$1,200
Jefferson Bankshares Charlottesville, Va.	Peoples Bank of Stafford Falmouth, Va.	$1,200
Landmark Bancshares St. Louis, Mo.	MidAmerica BancSystem Fairview Heights, Ill.	$1,200
ComFed Savings Bank Lowell, Mass.	Heritage Savings and Loan Manchester, Conn.	$1,200
Colonial BancGroup Montgomery, Ala.	First State Bank Albertsville, Ala.	$1,100
Colonial BancGroup Montgomery, Ala.	Bank of Anniston Anniston, Ala.	$1,100
One Valley Bancorp Charleston, W.Va.	New River Bank & Trust Oak Hill, W.Va.	$1,000
SummCorp Fort Wayne, Ind.	American Bank & Trust Marion, Ind.	$1,000
Fulton Financial Corp. Lancaster, Pa.	Swineford National Bank Middleburg, Pa.	$1,000
Fulton Financial Corp. Lancaster, Pa.	Albion Bancorp Albion, Pa.	$1,000
First Colonial Bancshares Chicago, Ill.	Avenue Group Bank Oak Park, Ill.	$1,000
Firstbank of Illinois Corp. Springfield, Ill.	Elliott Bancorp Jacksonville, Ill.	$1,000
Firstbank of Illinois Corp. Springfield, Ill.	United Illinois Banks Benton, Ill.	$1,000
Planters National Bank Rocky Mount, N.C.	Bank of Pilot Mountain Pilot Mountain, N.C.	$800
First Vermont Financial Corp. Brattleboro, Vt.	Bank North Group St. Albans, Vt.	$643
St. Joseph Bancorp South Bend, Ind.	First Union Bank & Trust Winnimac, Ind.	$605
Lake Shore Bancorp Chicago, Ill.	Bank of Hinsdale Hinsdale, Ill.	$600
Suburban Bancorp Palatine, Ill.	Marbanco Inc. Marengo, Ill.	$493
Suburban Bancorp Palatine, Ill.	West Brook Bancshares Westchester, Ill.	$493
First Glen Bancorp Glens Falls, N.Y.	Peoples Commercial Bank East Greenbush, N.Y.	$470
Dallas Bancshares Dallas, Tex.	American National Bank Plano, Tex.	$460
James Madison Ltd. Washington, D.C.	UNB Bancshares Washington, D.C.	$411
Mid-America National Corp. Bowling Green, Ohio	Dime Bank Continental, Ohio	$370

Required Reading

On the Expanded Bank Powers Issue, Lawmakers Are Caught Between Sides

Continued from Page 16

control functions of the Federal Reserve.

Currently, banks that fund their loans with deposits have the ability to create money simply by extending new loans.

The Federal Reserve controls this money creation process by requiring banks to set aside a fraction of their deposits as reserves. The reserve requirement determines the amount by which any given amount of bank reserves can be "multiplied" by the private banking system. For example, with a 20% reserve requirement, a dollar of bank reserves can be multiplied through a process of lending and relending to a maximum of $5.

My proposal would reduce the money multiplier to the extent existing banks were converted to financial holding company depositories; because they could not themselves extend loans, they also could not create money. Uncertainty about the number of conversions would introduce uncertainty about the money multiplier itself, further eroding the usefulness of monetary aggregates as targets for monetary policy makers. A 10-year transition rule for converting existing commercial banks to the equivalent of money market funds would smooth much of the disruption in the money multiplier that these conversions otherwise would cause.

Several criticisms of the proposal can be anticipated. perhaps the strongest objection is that separation of deposit-taking and lending activities would lead to increased interest rates on commercial and consumer loans, since lending subsidiaries would be forced to rely on uninsured debt and equity rather than on less-expensive, federally insured deposits.

The amount of any increase would depend, in significant part, on the number of banking organizations that converted their status. Many banks, including smaller institutions exempted from the separation requirements, would choose to remain as they are, funding their lending activities by insured deposits. These conventional banks would constrain the abilities of financial holding company lending subsidiaries to charge significantly higher interest rates.

One way to prevent consumer loan rates, in particular, from increasing would be to permit financial holding company-owned depositories to extend consumer loans. This variation would be equivalent to the recent proposal offered by the Treasury Department to permit any type of company to own and operate a "consumer" bank.

Although thus far it has been opposed by Federal Reserve Board Chair-

Required Reading: Page 26

1986 Merger Agreements and Offers in the Northeast

Ranked by Purchase Price

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
June	PNC Financial Corp., Pittsburgh, Pa.	20,800	Citizens Fidelity Corp., Lousiville, Ky.	4,000	700	2.6	14.0
February	Midlantic Banks Inc., Edison, N.J.	10,300	Continental Bancorp, Philadelphia, Pa.	4,700	680	2.2	13.3
August	Bank of New England Corp., Boston, Mass.	18,000	Conifer Group, Worcester, Mass.	3,900	656	3.1	19.8
September	Marine Midland Banks, Buffalo, N.Y.	26,000	First Pennsylvania Banks, Philadelphia, Pa.	5,700	585	1.7	18.2
May	Chemical New York Corp., New York, N.Y.	58,000	Horizon Bancorp, Morristown, N.J.	3,000	465	2.3	15.2
May	CoreStates Financial Corp., Philadelphia, Pa.	11,000	New Jersey National Corp., Pennington, N.J.	2,000	439	2.5	23.2
July	Fidelcor, Philadelphia, Pa.	8,900	Merchants Bancorp, Allentown, Pa.	2,000	380	2.6	15.1
September	Bank of New York, New York, N.Y.	18,400	Long Island Trust Co., Garden City, N.Y.	1,700	300	2.8	34
June	United Jersey Banks, Trenton, N.J.	5,500	Commercial Bancshares, Jersey City, N.J.	1,600	285	2.7	17.6
December	Republic New York Corp., New York, N.Y.	17,000	Williamsburgh Savings Bank, Brooklyn, N.Y.	2,200	150	5.8	14.9
January	Conifer Group, Worcester, Mass.	3,900	Patriot Bancorp, Boston, Mass.	933	135	2.4	14.7
April	Marine Midland Banks, Buffalo, N.Y.	23,300	Westchester Financial Corp., White Plains, N.Y.	1,000	116	1.5	12.6
April	Keystone Financial Corp., State College, Pa.	1,300	Penn National Financial Corp., Pottsville, Pa.	551.3	99.2	2.1	15.0
June	Hartford National Corp., Hartford, Conn.	11,300	First New England Bankshares, Taunton, Mass.	340	88.1	3.4	16.9
June	Hartford National Corp., Hartford, Conn.	11,300	Charter Financial Corp., Framingham, Mass.	278	59.8	3.9	18.7
June	Independence Bancorp, Perkasie, Pa.	1,800	Third National Bank, Scranton, Pa.	280	56.5	2.4	8.2
July	Amoskeag Bancshares, Manchester, N.H.	1,200	NTC Corp., Nashua, N.H.	265	51.8	2.5	14.4
June	Shawmut Corp., Boston, Mass.	8,000	Fidelity Trust, Stamford, Conn.	232	49.9	2.9	19.4
March	Bank of New England Corp., Boston, Mass.	18,000	Security National Bank, Lynn, Mass.	300	40.5	1.9	13.5
March	Bank of New England Corp., Boston, Mass.	18,000	Consumers Savings Bank, Worcester, Mass.	360	40.5	1.9	13.5
November	NBT Bancorp, Norwich, N.Y.	433	Central National Bank, Canajoharie, N.Y.	187	36	2.3	14.1
August	PNC Financial Corp., Pittsburgh, Pa.	20,800	Bridgeville Trust, Bridgeville, Pa.	138.6	33.8	1.8	12.1
January	Shawmut Corp., Boston, Mass.	8,000	Home Bank & Trust, Meriden, Conn.	302	32	2.4	17.4
July	First Jersey National Corp., Jersey City, N.J.	3,500	First National Bancorp, Fort Lee, N.J.	120	28.8	3.0	14.0
August	Hartford National Corp., Hartford, Conn.	11,300	People's Bank, Providence, R.I.	500	25	N.A.	7.0
September	UST Corp., Boston, Mass.	1,400	Valley Bank & Trust, Bridgeport, Conn.	115	24.8	3.5	14.3
November	Hartford National Corp., Hartford, Conn.	11,300	Chester Bank, Chester, Conn.	95	22.4	3.2	16.8
June	Meridian Bancorp, Reading, Pa.	6,000	First National Bank, Milford, Pa.	83.3	21.7	3.3	9.2
September	First Commonwealth Financial, Indiana, Pa.	770	CNB Corp., Windber, Pa.	107	21.4	2.3	15.5
September	Hartford National Corp., Hartford, Conn.	11,300	Savings and Loan Assn., Southington, Conn.	89	17	2.8	12.8
May	Bank of New England Corp., Boston, Mass.	18,000	Northeast National Bank, Amesbury, Mass.	75	13	3.6	23.2
March	First Eastern Corp., Wilkes-Barre, Pa.	1,700	Miners Savings Bank, Pittston, Pa.	79.6	13	1.8	14.3
May	New Jersey National Corp., Pennington, N.J.	2,000	Montgomery National Bank, Rocky Hill, N.J.	54	12.7	3.6	22.6
December	First Eastern Corp., Wilkes-Barre, Pa.	1,700	Liberty Bancorp, Carbondale, Pa.	61	12	2.0	24.8
June	Statewide Bancorp, Toms River, N.J.	1,300	Penns Grove National Bank, Penns Grove, N.J.	59.5	11.4	2.8	18.6
June	Bank of New England Corp., Boston, Mass.	18,000	Aroostook Trust, Caribou, Maine	43.2	11	2.5	11.8
January	Fulton Financial Corp., Lancaster, Pa.	1,000	Albion Bancorp, Albion, Pa.	65.5	10.6	1.9	11.5
July	First New Hampshire Banks, Manchester, N.H.	1,300	Cheshire National Bank, Keene, N.H.	68	10	2.5	26.7
August	Susquehanna Bancshares, Lititz, Pa.	1,200	Spring Grove Bank, Spring Grove, Pa.	62.5	9.7	2.1	14.1
May	Keystone Financial Corp., State College, Pa.	1,300	Hartley National Bank, Bedford, Pa.	46	8.3	1.8	12.5
October	PNC Financial Corp., Pittsburgh, Pa.	20,800	Cochranton Bancorp, Cochranton, Pa.	32	5.9	2.2	17.7
May	Norstar Bancorp, Albany, N.Y.	8,900	Peconic Bancshares, Riverhead, N.Y.	40.3	5.2	2.6	12.1
June	Bank of New England Corp., Boston, Mass.	18,000	Dirigo Bank, Augusta, Maine	31.7	5	3.0	25.4
July	First Eastern Corp., Wilkes-Barre, Pa.	1,500	Peoples Bank, Nanticoke, Pa.	23.9	3.5	1.7	8.3
July	Bath National Bank, Bath, N.Y.	85	Dundee State Bank, Dundee, N.Y.	25	3.4	1.7	17.3
March	One Bancorp, Portland, Maine	1,100	Bank of Hartford, Hartford, Conn.	250	N.A.	N.A.	N.A.
March	Hartford National Corp., Hartford, Conn.	11,300	First Bank of Massachusetts, Chelmsford, Mass.	214.2	N.A.	N.A.	N.A.
May	American Bancorp Inc., Hamden, Conn.	177	Lafayette Bancorp, Bridgeport, Conn.	169	N.A.	N.A.	N.A.
August	First New Hampshire Banks, Manchester, N.H.	1,300	Farmers & Traders Bank, Colebrook, N.H.	37	N.A.	N.A.	N.A.
October	Howard Bancorp, Burlington, Vt.	495.1	Granite Savings Bank, Barre, Vt.	105	N.A.	N.A.	N.A.

1986 Merger Agreements and Offers in the Southeast

Ranked by Purchase Price

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
June	First Union Corp., Charlotte, N.C.	21,000	First Railroad & Banking, Augusta, Ga.	3,600	779	2.4	18.2
October	SunTrust Banks Inc., Atlanta, Ga.	18,800	Third National Corp., Nashville, Tenn.	5,000	757.5	2.3	13.8
July	Maryland National Corp., Baltimore, Md.	8,600	American Security Bank, Washington, D.C.	4,300	438	1.7	15.3
April	Barnett Banks of Florida, Jacksonville, Fla.	18,400	Home Federal Bank, St. Petersburg, Fla.	1,400	155	1.6	16.2
April	Barnett Banks of Florida, Jacksonville, Fla.	18,400	United First Federal Savings, Sarasota, Fla.	1,600	116	1.5	12.6
August	AmSouth Bancorp., Birmingham, Ala.	5,200	First Tuskaloosa Corp., Tuscaloosa, Ala.	400	105	2.6	15.4
May	Dominion Bankshares, Roanoke, Va.	5,300	Nashville City Bank & Trust, Nashville, Tenn.	599.2	102.9	2.6	20.3
May	Commerce Union Corp., Nashville, Tenn.	3,600	Central South Bancorp, Franklin, Tenn.	471	102.5	3.0	16.1
August	Southeast Banking Corp., Miami, Fla.	10,800	First National Bank, Palm Beach, Fla.	473	87	2.2	40.7
October	Barnett Banks of Florida, Jacksonville, Fla.	18,400	First City Bancorp, Marietta, Ga.	508	81	3.4	17.3
December	Branch Corp., Wilson, N.C.	3,100	Community Bancorp, Greenville, S.C.	246	56	3.5	20.7
December	Baltimore Bancorp, Baltimore, Md.	2,120	Metropolitan Federal Savings, Bethesda, Md.	527	50	2.4	12.1
December	First Virginia Banks, Falls Church, Va.	3,600	Tri-City Bancorp, Blountsville, Tenn.	200	41.4	3.6	23.0
June	Deposit Guaranty Corp., Jackson, Miss.	2,800	First Bank Capital Corp., Tupelo, Miss.	257	40.2	2.3	9.9
October	First Union Corp., Charlotte, N.C.	21,000	Rosewell Bank, Rosewell, Ga.	136	38.5	3.8	15.8
June	Riggs National Corp., Washington, D.C.	5,300	Guaranty Bank & Trust, Fairfax, Va.	128.3	37.8	3.3	30.2
May	CCB Financial Corp., Durham, N.C.	1,100	Republic Bank & Trust, Charlotte, N.C.	125	32	3.0	14.6
June	Citizens & Southern Corp., Atlanta, Ga.	17,300	Independent Community Banks, Sanibel, Fla.	390	69	3.3	14.4
November	Dominion Bankshares, Roanoke, Va.	5,300	First National Financial Corp., Clarksville, Tenn.	205	39.3	2.5	20.4
September	Southeast Banking Corp., Miami, Fla.	10,800	Popular Bancshares, Miami, Fla.	361.4	32	1.5	22.
December	First Tennessee National Corp., Nashville, Tenn.	5,200	Lebanon Bank, Lebanon, Tenn.	116.7	30.9	3.5	15.5
April	First Union Corp., Charlotte, N.C.	21,000	Georgia State Bancshares, Mapleton, Ga.	153	30.8	3.0	16.2
February	First American Corp., Nashville, Tenn.	5,000	Tennessee National Bancshares, Maryville, Tenn.	263	30	1.8	13.5
March	United Carolina Bancshares, Whiteville, N.C.	1,400	Bank of Greer, Greer, S.C.	138	28.4	2.3	16.9
March	One Valley Bancorp, Charleston, W.Va.	1,300	Financial Mgmt. Bcshs., Morgantown, W.Va.	200.9	28.4	2.3	16.9
December	Deposit Guaranty Corp., Jackson, Miss.	2,800	Security State Bank, Starkville, Miss.	159	26.3	2.1	10.9
August	Bancorp of Mississippi, Tupelo, Miss.	669.3	First Mississippi Nat'l Corp., Hattiesburg, Miss.	354	24.3	1.2	9.4
January	First Virginia Banks, Falls Church, Va.	3,600	Commercial Bank, Bel Air, Md.	121	21.9	2.5	15.1
March	One Valley Bancorp, Charleston, W.Va.	1,300	Bank of West Virginia, Charleston, W.Va.	121.5	21.5	1.6	15.1
June	Citizens & Southern Corp., Atlanta, Ga.	17,300	Andrews Bank & Trust, Georgetown, S.C.	85	20.5	2.7	15.1
August	Peoples Bancorp, Rocky Mount, N.C.	759	Mid-South Bancshares, Sanford, N.C.	97	18.8	2.9	17.4
August	Dominion Bankshares, Roanoke, Va.	5,300	First National Bank, Sparta, Tenn.	90	18.4	1.8	11.5
October	Citizens & Southern Corp., Atlanta, Ga.	17,300	Peoples Bank, Carrolton, Ga.	100	17.6	2.1	19.0
September	United Virginia Bankshares, Richmond, Va.	8,300	People's Bank, Chesapeake, Va.	71	17.1	2.8	16.8
October	Dominion Bankshares, Roanoke, Va.	5,300	First Dickson Corp., Dickson, Tenn.	93	17	2.1	17.4
January	Dominion Bankshares, Roanoke, Va.	5,300	National Bank of Commerce, Washington, D.C.	85	15.3	2.4	22.2
January	First Alabama Bancshares, Montgomery, Ala.	3,600	First State Bank, Decatur, Ala.	104	14.9	2.1	12.1
November	Southern National Corp., Lumberton, N.C.	1,500	Liberty National Bancorp, Charleston, S.C.	82	13	2.3	N.A.
November	First Virginia Banks, Falls Church, Va.	3,600	Clinch Valley Bank & Trust, Richlands, Va.	70	12.9	1.7	13.9
December	First American Corp., Nashville, Tenn.	5,000	First Peoples National Bank, Gallatin, Tenn.	65	12	2.7	20.4
August	Union Planters Corp., Memphis, Tenn.	2,100	Borc Financial Corp., Harriman, Tenn.	110.6	11.5	1.5	9.5
May	First Alabama Bancshares, Montgomery, Ala.	3,600	First Citizens Bank, Oneonta, Ala.	71	11.3	1.8	10.1
October	Commerce Union Corp., Nashville, Tenn.	3,600	First National Bancorp, Lewisburg, Tenn.	63	11.2	2.2	16.9
May	Citizens & Southern Corp., Atlanta, Ga.	17,300	Farmer & Merchant Bank, Walterboro, S.C.	72	11	1.8	15.4
May	Bank South Corp., Atlanta, Ga.	3,000	Citizens Bank, Tifton, Ga.	60	10.9	2.2	9.2
April	Jefferson Bankshares, Charlottesville, Va.	1,100	Peoples Bank, Falmouth, Va.	44.9	10.5	2.4	16.1
August	Union Planters Corp., Memphis, Tenn.	2,100	Merchants State Holding, Humbolt, Tenn.	87.3	10.2	1.5	9.6
June	Southern National Corp., Lumberton, N.C.	1,500	Capital Bank & Trust, Belton, S.C.	63	9.7	2.1	16.4
August	First Alabama Bancshares, Montgomery, Ala.	3,800	Choctaw Bank, Butler, Ala.	62	9.2	1.5	9.4
May	First Wachovia Corp., Winston-Salem, N.C.	17,600	North Wilkesboro Fed. Sav., N. Wilkesboro, N.C.	102	9	1.7	15.2
June	Washington Bancorp, Washington, D.C.	1,400	Enterprise Bank, Falls Church, Va.	35.4	9	2.8	22.1
August	Union Planters Corp., Memphis, Tenn.	2,100	Firstbank, Crossville, Tenn.	100	9	1.5	9.5
September	First Alabama Bancshares, Montgomery, Ala.	3,800	Albertsville National Bank, Albertsville, Ala.	63	8.6	1.6	8.0
September	South Carolina National Corp., Columbia, S.C.	4,200	Bank of Fairfield, Fairfield, S.C.	30	8.5	2.4	14.4
October	First Union Corp., Charlotte, N.C.	21,000	Commerce National Bank, Naples, Fla.	36	8.5	2.6	38.6
October	First Union Corp., Charlotte, N.C.	21,000	City Commercial Bank, Naples, Fla.	44	8.5	1.7	36.6
March	Citizens & Southern Corp., Atlanta, Ga.	17,300	Fanin County Bank, Blue Ridge, Ga.	50.3	7.8	1.5	9.5
August	First Union Corp., Charlotte, N.C.	21,000	Edison Banks, Fort Myers, Fla.	54	7.1	2.9	33.2
October	Dominion Bankshares, Roanoke, Va.	5,300	Mid-Tennessee Bancorp, Ashland City, Tenn.	51	7	2.4	12.5
September	Deposit Guaranty Corp., Jackson, Miss.	2,800	First National Bank, Hernando, Miss.	38	6.5	1.9	9.3
August	First Union Corp., Charlotte, N.C.	21,000	Collier Bank, Naples, Fla.	39	6.1	2.3	N.A.

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1986 Merger Agreements and Offers in the Southeast

Ranked by Purchase Price

(Continued from Previous Page)

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
July	First Railroad & Banking, Augusta, Ga.	3,600	Bank of Waynesboro, Waynesboro, Ga.	45	6.1	1.5	25.4
June	Southern National Corp., Lumberton, N.C.	1,500	First Palmetto Bancshares, Columbia, S.C.	74	5	1.8	25.5
July	First Virginia Banks, Falls Church, Va.	3,700	Peoples Bank, Pound, Va.	47	4.9	1.2	15.6
October	Southeast Banking Corp., Miami, Fla.	10,800	First Bank, Lakeland, Fla.	28	4.7	2.4	23.5
January	Hibernia Corp., New Orleans, La.	3,000	South Louisiana Financial Corp., Houma, La.	55.7	4.3	1.2	N.A.
July	NCNB Corp., Charlotte, N.C.	23,900	Prince William Bank, Dumfries, Va.	20	4	3.7	11.6
August	Union Planters Corp., Memphis, Tenn.	2,100	First Citizens Bank, Hohenwald, Tenn.	37	3.7	1.2	7.6
January	First Capital Corp., Jackson, Miss.	$2,300	Rankin County Bank, Brandon, Miss.	155.2	N.A.	N.A.	N.A.
January	First Wachovia Corp., Winston-Salem, N.C.	17,600	Peoples Equity Shares, Carrolton, Ga.	90	N.A.	N.A.	N.A.
July	First Wachovia Corp., Winston-Salem, N.C.	17,600	Forsyth Bancshares, Cumming, Ga.	95.3	N.A.	N.A.	N.A.
December	First Wachovia Corp., Winston-Salem, N.C.	17,600	First American Bank, Walton, Ga.	74	N.A.	N.A.	N.A.
April	Colonial BancGroup, Birmingham, Ala.	1,100	First Federal Bank, Opelika, Ala.	60	N.A.	N.A.	N.A.
October	Colonial BancGroup, Birmingham, Ala.	1,100	Jackson County Bank, Scottsboro, Ala.	20	N.A.	N.A.	N.A.
October	Colonial BancGroup, Birmingham, Ala.	1,100	Athens-Limestone Bank, Athens, Ala.	18	N.A.	N.A.	N.A.
June	SunTrust Banks, Atlanta, Ga.	19,000	Baxley State Bank, Baxley, Ga.	51.2	N.A.	N.A.	N.A.
June	Barnett Banks of Florida, Jacksonville, Fla.	18,400	First National Bank, Live Oak, Fla.	84.3	N.A.	N.A.	N.A.
July	United Bankshares, Parkersburg, W.Va.	700	First National Bank, Moundsville, W.Va.	51.5	N.A.	N.A.	N.A.
July	CB&T Bancshares, Columbus, Ga.	1,400	First Camden Bancorp, Camden, Ga.	20	N.A.	N.A.	N.A.
September	CB&T Bancshares, Columbus, Ga.	1,400	First Community Bancshares, Tifton, Ga.	62	N.A.	N.A.	N.A
July	Southeast Banking Corp., Miami, Fla.	10,800	Florida State Bank, Destin, Fla.	15.2	N.A.	N.A.	N.A.
August	Bank South Corp., Atlanta, Ga.	3,000	Southern Bancorp, Waycross, Ga.	175	N.A.	N.A.	N.A,
August	First National Bancorp, Gainesville, Ga.	796	Citizens Bank, Toccoa, Ga.	60	N.A.	N.A.	N.A.
September	Community Group, Jasper, Tenn.	72	First State Bank, Jacksboro, Tenn.	33	N.A.	N.A.	N.A.
September	City Holding Co., Charleston, W.Va.	130	Peoples Bank, Point Pleasant, W.Va.	55	N.A.	N.A.	N.A.
September	Third National Corp., Nashville, Tenn.	5,000	Peoples Bancshares, Lebanon, Tenn.	64	N.A.	N.A.	N.A.
October	Key Centurion Bankshares, Charleston, W.Va.	1,200	Wayne Bancorp, Wayne, W.Va.	69	N.A.	N.A.	N.A.
October	Key Centurion Bankshares, Charleston, W.Va.	1,200	Union Bancorp, Clarksburg, W.Va.	300	N.A.	N.A.	N.A.
October	Key Centurion Bankshares, Charleston, W.Va.	1,200	Nicholas County Bank, Summersville, W.Va.	69	N.A.	N.A.	N.A.
October	One Valley Bancorp, Charleston, W.Va.	1,000	Bank of Athens, Athens, W.Va.	27.2	N.A.	N.A.	N.A.
October	Trustmark National Bank, Jackson, Miss.	2,300	Hernando Bank, Hernando, Miss.	84	N.A.	N.A.	N.A.
October	FNB Banking Corp., Monticello, Fla.	44	Pavo State Bank, Pavo, Ga.	6	N.A.	N.A.	N.A.
December	Third National Corp., Nashville, Tenn.	5,000	Hamilton Bank, Morristown, Tenn.	120	N.A.	N.A.	N.A.

Required Reading

An Idea: Financial Holding Firms to Split Deposit Taking, Lending

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man Paul A. Volcker, who fears the consequences to the financial system of eliminating the distinction between banking and commerce, the consumer bank proposal has the political advantage of appearing less radical than requiring financial holding companies to separate *all* their lending operations from their deposit-taking activities. However, because it would be less far-reaching, the consumer bank concept also could fall short of meeting the concerns of those opposed to broader bank powers.

For example, although a consumer bank could be insulated totally from any nonbanking affiliates, it still could prop them up indirectly by extending loans to their *customers.* Banks affiliated with retailers could favor customers of those retailers in extending loans. A depository restricted to investing in high-quality marketable instruments could not exploit this potential conflict of interest.

Moreover, given their ability to fund consumer loans with insured deposits, financial holding companies that owned consumer banks could grow larger than those that owned lending affiliates that had to rely on uninsured sources of capital. For those concerned about the effects of deregulation on the concentration of assets, therefore, the consumer bank proposal should be less attractive than separation of lending and deposit-taking services.

Another possible objection is that few, if any, banking organizations would choose to operate as financial holding companies, given the severity of the separation requirements.

Of course, there is, no way to test this proposition without making the financial holding company option available. Nevertheless, it is highly likely that many large banking organizations — as well as certain nonbanking companies — would consider the idea seriously.

The financial holding company option would allow participants to obtain the benefits of portfolio diversification and to cross-sell each of the services and products offered by all of the nonbank affiliates, the principal reasons why banks in particular have sought greater financial product-line freedom. And while it is true that financial holding company lending affiliates would have to pay more for their funds than conventional commercial banks, there is ample room in the credit markets to accommodate them.

The strong success of General Electric Credit, currently one of the 10 largest commercial lenders in the United States, proves that access to insured deposits is not a necessary condition for competing in the commercial lending business.

A final potential objection is that although Congress clearly would need to enact new legislation to authorize the unrestricted ownership of consumer banks, creating the financial holding company option may be unnecessary because there is nothing in existing law that prevents banks or their holding companies from shedding their loan portfolios and converting their depositories into money market funds.

This observation is true but misses two important facts.

First, it is unclear whether a national bank currently engaged in both deposit-taking and commercial lending legally could retain its bank charter if it were to shed its entire loan portfolio. (This issue may be resolved in the current litigation pending in a Florida federal district court involving a challenge to the Comptroller's authority to issue charters to nonbank banks.) Second, and more important, banking organizations have little incentive to incur the expense of restructuring their banks as long as they believe that Congress at some point in the near future will widen their financial product-line authority without requiring the separation of their payments and lending activities.

If my projections about the future political environment are correct, however, federal lawmakers will continue to be reluctant to intervene in the war between banks and other financial interests. As a result, banks more than likely will have to wait until the liberalizations of state bank charters induce Congress to level the playing field for national banks and bank holding companies.

By that time, the competitive positions of banks will be eroded even further. If banks instead were to fight for the financial holding company option, they might be able to allay the concerns of those who have opposed bank powers and thereby hasten the removal of the remaining impediments to product-line competition in the financial services industry. ■

State Street Bank Wins $20 Billion Pension Fund

BOSTON — State Street Bank & Trust Co. announced that the California State Teachers Retirement System has chosen it as master custodian for the state's $20 billion pension fund.

The California system, which has 415,000 members, is the fifth largest public pension fund in the country. Frank Russell Co., Tacoma, Wash., has been its custodian.

State Street is the largest master custodian, now with nearly $140 billion in such assets, including nearly $50 billion in public pension assets. ■

1986 Merger Agreements and Offers in the Midwest

Ranked by Purchase Price

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
May	Banc One Corp., Columbus, Ohio	11,600	American Fletcher Corp., Indianapolis, Ind.	4,300	597.3	2.4	16.2
October	NBD Bancorp, Detroit, Mich.	19,100	USAmeribancs Inc., Highland Park, Ill.	1,900	250	3.3	11.0
August	TrustCorp, Toledo, Ohio	4,000	St. Joseph Bancorp, South Bend, Ind.	650	80.6	1.9	18.6
January	Old Kent Financial Corp., Grand Rapids, Mich.	4,300	American Nat'l. Holding Corp., Kalamazoo, Mich.	718	78	1.7	12.0
July	First of America Bank Corp., Kalamazoo, Mich.	5,500	Premier Bancorp, Libertyville, Ill.	506	76	2.5	14.0
April	Indiana National Corp., Indianapolis, Ind.	4,300	CommerceAmerica Banking, Jeffersonville, Ind.	446.1	73.5	2.0	17.1
August	Northern Trust Corp., Chicago, Ill.	7,700	First Lake Forest Corp., Lake Forest, Ill.	419	60.5	2.2	17.9
June	Banc One Corp., Columbus, Ohio	11,600	First National Bank, Bloomington, Ind.	241	52	2.2	17.5
September	NBD Bancorp, Detroit, Mich.	19,100	Omnibank Corp., Wyandote, Mich.	366.9	51	1.7	14.0
June	River Forest Bancorp, River Forest, Ill.	400	Commercial National Bank, Chicago, Ill.	316	46	2.3	9.2
August	Financial National Bancshares, Elgin, Ill.	370	Northwest Suburban Bancorp, Mount Prospect, Ill.	363	44	1.9	10.0
August	Comerica, Detroit, Mich.	9,300	Metrobanc, Grand Rapids, Mich.	319	43	2.2	13.2
October	First Wisconsin Corp., Milwaukee, Wis.	6,600	Naper Financial Corp., Naperville, Ill.	217	43	2.9	15.2
April	First of America Bank Corp., Kalamazoo, Mich.	5,500	First Bancorp, Indianapolis, Ind.	265	41.9	2.0	15.9
February	Banc One Corp., Columbus, Ohio	11,600	Charter 17, Richmond, Ind.	194	38.5	1.7	15.7
January	Citizens Fidelity Corp., Louisville, Ky.	3,200	First Midwest Bancorp, New Albany, Ind.	250	34	1.7	12.6
February	First Illinois Corp., Evanston, Ill.	959	First Burlington Corp., Burlington, Ill.	245	28.2	1.9	10.9
May	AmeriTrust Corp., Cleveland, Ohio	10,000	American National Bancshares, Noblesville, Ind.	215	28	2.2	15.9
August	United Missouri Bancshares, Kansas City, Mo.	3,000	FCB Corp., Collinsville, Ill.	160	28	2.0	12.3
December	First of America Bank Corp., Kalamazoo, Mich.	5,500	Keystone Bancshares, Kankakee, Ill.	200	25	1.5	13.4
March	Firstbank of Illinois, Springfield, Ill.	560	Elliott Bancorp, Jacksonville, Ill.	154	24	1.6	13.3
July	Landmark Bancshares, St. Louis, Mo.	1,000	MidAmerica BancSystem, Fairview Heights, Ill.	229	24	1.8	13.7
January	AmeriTrust Corp., Cleveland, Ohio	10,000	Franklin Bank & Trust, Franklin, Ind.	175	23	1.9	12.1
April	Landmark Bancshares, St. Louis, Mo.	1,000	MidAmerica Bancsystem, Fairview Heights, Ill.	223	21	1.6	N.A.
September	TrustCorp, Toledo, Ohio	4,000	Commercial Bancshares, Adrian, Mich.	170	19.5	2.1	16.0
September	AmeriTrust Corp., Cleveland, Ohio	10,000	Boone Corp., Lebanon, Ind.	124	18.3	1.8	15.5
August	ONB Corp., Owensboro, Ky.	295.7	Area Bancshares, Hopkinsville, Ky.	133.2	18.2	1.5	8.6
September	First Wisconsin Corp., Milwaukee, Wis.	6,600	Du Page Bancshares, Glen Ellyn, Ill.	135	18.2	2.1	13.9
June	LaSalle National Corp., Chicago	1,500	Lisle Bancorp, Lisle, Ill.	90.2	18	2.4	8.2
January	Banc One Corp., Columbus, Ohio	11,600	Spartan Bancorp, East Lansing, Mich.	165	17.5	1.5	10.3
April	First Kentucky National, Louisville, Ky.	4,100	Mutual Banc Corp., New Albany, Ind.	116	17.5	2.2	15.2
April	First of America Bank Corp., Kalamazoo, Mich.	5,500	First La Porte, La Porte, Ind.	160	15.6	1.3	13.6
February	Banc One Corp., Columbus, Ohio	11,600	Citizens State Bank, Sturgis, Mich.	115.9	14.6	1.4	10.0
February	Citizens Fidelity Corp., Louisville, Ky.	3,900	Madison National Bank, Richmond, Ky.	94	14	1.7	12.0
July	Mercantile Bancorp., St. Louis, Mo.	6,500	First Bancshares, Alton, Ill.	125	13.1	1.3	23.7
April	American Fletcher Corp., Indianapolis, Ind.	4,300	Industrial Trust, Muncie, Ind.	132.5	12	1.4	14.1
August	Security Bancorp, Southgate, Mich.	2,100	Trenton Bank & Trust, Trenton, Mich.	117	12	1.5	16.9
February	Banc One Corp., Columbus, Ohio	11,600	Northwest National Bank, Renssalaer, Ind.	95	11.8	1.3	10.9
August	First Wisconsin Corp., Milwaukee, Wis.	6,600	First National Bank, Glendale, Wis.	84	11.8	1.9	12.5
April	AmeriTrust Corp., Cleveland, Ohio	10,000	First National Bank, Sturgis, Mich.	83.3	11.5	2.1	10.1
July	SummCorp, Fort Wayne, Ind.	1,000	Industrial Trust & Savings, Muncie, Ind.	135	11.3	1.2	18.1
August	Lincoln Financial Corp., Fort Wayne, Ind.	1,000	SSB Bancorp, Shipshewana, Ind.	110	11	1.5	14.3
March	Continental Illinois Corp., Chicago, Ill.	30,500	First National Bank, Western Springs, Ill.	80	10.5	1.6	21.8
June	Old National Corp., Evansville, Ind.	1,100	GCB Bancorp, Princeton, Ind.	73	10	1.6	21.7
April	First Michigan Bank Corp., Zeeland, Mich.	760.7	State Savings Bank, Lowell, Mich.	61.5	9.9	1.6	7.4
February	Magna Group, Belleville, Ill.	1,100	Northtown Bancshares, Decatur, Ill.	88.3	9.6	1.3	10.5
January	Old National Bancorp, Evansville, Ind.	1,100	Rockville National Bank, Rockville, Ind.	46	9	1.2	9.0
December	Mark Twain Bancshares, St. Louis, Mo.	1,100	Edwardsville National Bank, Edwardsville, Ill.	71.2	8.9	1.7	9.0
June	Old National Bancorp, Evansville, Ind.	1,100	Clinton State Bank, Clinton, Ind.	45.6	8.6	1.4	8.9
February	Continental Illinois Corp., Chicago, Ill.	30,500	First National Bank, Deerfield, Ill.	63.4	8.2	1.9	14.5
June	Huntington Bancshares, Columbus, Ohio	7,000	Wainwright Bank, Nobleville, Ind.	63.9	8	2.1	14.8
August	AmeriTrust Corp., Cleveland, Ohio	10,000	Central Indiana Bancorp, Fairland, Ind.	91	8	1.4	11.1
February	Associated Banc-Corp, Green Bay, Wis.	1,100	Randall Bank, Madison, Wis.	61.7	7.6	1.9	13.2
August	First of America Bank Corp., Kalamazoo, Mich.	5,500	Lewiston State Bank, Lewiston, Mich.	52	6.7	1.4	9.6
January	SummCorp, Fort Wayne, Ind.	1,000	Kendallville Bank & Trust, Kendallville, Ind.	47.3	6.6	1.7	14.3
July	Mark Twain Bancshares, St. Louis, Mo.	1,100	Bankers Trust, Belleville, Ill.	76.3	6.6	1.5	16.5
May	AmeriTrust Corp., Cleveland, Ohio	10,000	IndCor, Martinsville, Ind.	54	6.3	1.6	12.9
January	Banc One Corp., Columbus, Ohio	11,600	FNB Bancorp, Fenton, Mich.	77	6.1	1.4	8.7
March	Merchants National Corp., Indianapolis, Ind.	2,700	Mid-Southern Indiana Bancorp, Seymour, Ind.	63	5.7	1.2	12.0
September	Fourth Financial Corp., Topeka, Kan.	2,500	First National Bank & Trust, Lenexa, Kan.	42	5.5	1.7	21.2
October	Illinois Marine Corp., Elmhurst, Ill.	494	Colonial Bancorp, Peru, Ill.	48	5.3	1.5	20.2

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1986 Merger Agreements and Offers in the Midwest

Ranked by Purchase Price

(Continued from Previous Page)

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
January	American Fletcher Corp., Indianapolis, Ind.	4,300	Citizens Northern Bank, Elkhart, Ind.	46.4	5	1.2	N.A.
February	Continental Illinois Corp., Chicago, Ill.	30,500	First Suburban Bank, Olympia Fields, Ill.	34	4.4	1.6	13.5
August	St. Joseph Bancorp, South Bend, Ind.	650	Farmers Bank & Trust, Knox, Ind.	40	4	1.2	8.8
January	Merchants National Corp., Indianapolis, Ind.	2,700	Alliance Bancorp, Danville, Ind.	90	N.A.	N.A.	N.A.
April	Merchants National Corp., Indianapolis, Ind.	2,700	Mid-State Bank, Zionsville, Ind.	83	N.A.	N.A.	N.A.
April	Merchants National Corp., Indianapolis, Ind.	2,700	Citizens National Bank, Tipton, Ind.	52	N.A.	N.A.	N.A.
August	Merchants National Corp., Indianapolis, Ind.	2,700	Fayette Bancorp, Connersville, Ind.	77	N.A.	N.A.	N.A.
December	Merchants National Corp., Indianapolis, Ind.	2,700	Ohio Valley Bancorp, Madison, Ind.	155	N.A.	N.A.	N.A.
April	First Colonial Bankshares, Chicago, Ill.	750	Avenue Bank & Trust, Oak Park, Ill.	170	N.A.	N.A.	N.A.
January	Central Bancorp, Cincinnati, Ohio	3,900	Citizens National Bank, Covington, Ky.	73	N.A.	N.A.	N.A.
January	First Bank, Michigan City, Ind.	185.9	Citizens Bank, Michigan City, Ind.	147.9	N.A.	N.A.	N.A.
January	First National Cincinnati Corp., Cincinnati, Ohio	2,700	Peoples National Bancorp, Lawrenceburg, Ind.	55	N.A.	N.A.	N.A.
February	AmeriTrust Corp., Cleveland, Ohio	10,000	Eagle Savings, Cincinnati, Ohio	854	N.A.	N.A.	N.A.
February	First National Cincinnati Corp., Cincinnati, Ohio	3,400	Second National Corp., Richmond, Ind.	320	N.A.	N.A.	N.A.
July	First National Cincinnati Corp., Cincinnati, Ohio	3,400	First National Co., Pikeville, Ky.	220	N.A.	N.A.	N.A.
July	First National Cincinnati Corp., Cincinnati, Ohio	3,400	Community Holding Co., Inez, Ky.	95	N.A.	N.A.	N.A.
February	TrustCorp, Toledo, Ohio	4,000	First Bancshares, Huntington, Ind.	116	N.A.	N.A.	N.A.
February	First Interstate Corp., Sheboygan, Wis.	1,100	Mid-Continental Bancorp., Milwaukee, Wis.	300	N.A.	N.A.	N.A.
July	American National Corp., Chicago, Ill.	4,200	Bank of Lansing, Lansing, Ill.	115	N.A.	N.A.	N.A.
September	American National Corp., Chicago, Ill.	4,200	Nor-Evan Corp., Evanston, Ill.	120	N.A.	N.A.	N.A.
September	American National Corp., Chicago, Ill.	4,200	First Schiller Bancorp, Schiller Park, Ill.	60	N.A.	N.A.	N.A.
September	American National Corp., Chicago, Ill.	4,200	Merchants Corp., Melrose Park, Ill.	40	N.A.	N.A.	N.A.
July	Huntington Bancshares, Columbus, Ohio	7,000	Kasco Financial, Warren, Mich.	263	N.A.	N.A.	N.A.
July	Fifth Third Bancorp, Cincinnati, Ohio	3,100	Peoples Savings Bank, New Knoxville, Ohio	20	N.A.	N.A.	N.A.
August	Lane Financial Inc., Chicago, Ill.	1,700	Bank of Westmont, Westmont, Ill.	106	N.A.	N.A.	N.A.
August	Magna Group, Belleville, Ill.	1,300	Bank of Cahokia, Cahokia, Ill.	25	N.A.	N.A.	N.A.
October	Associated Ban-Corp, Green Bay, Wis.	1,100	Chicago Commerce Bank, Chicago, Ill.	125	N.A.	N.A.	N.A.
October	Centerre Bancorp, St. Louis, Mo.	5,200	Goppert Bancshares, Kansas City, Mo.	125	N.A.	N.A.	N.A.
October	Suburban Bancorp, Palatine, Ill.	494	Addison State Bank, Addison, Ill.	106	N.A.	N.A.	N.A.
November	Citizens Banking Corp., Flint, Mich.	2,000	Commercial National Bank, Berwyn, Ill.	200	N.A.	N.A.	N.A.
November	Old National Bancorp, Evansville, Ind.	1,100	Security Bancorp, Vincennes, Ind.	138	N.A.	N.A.	N.A.
December	First of America Bank Corp., Kalamazoo, Mich.	5,500	WB Financial Corp., Wayne, Mich.	86	N.A.	N.A.	N.A.
December	Norwest Bank, Sioux City, N.D.	130	Toy National Bank, Sioux City, N.D.	145	N.A.	N.A.	N.A.
December	Marine Corp., Milwaukee, Wis.	4,000	Banco di Roma (Chicago), Chicago, Ill.	200	N.A.	N.A.	N.A.
December	Marine Corp., Milwaukee, Wis.	4,000	Community State Bank, Bloomington, Minn.	200	N.A.	N.A.	N.A.

FSLIC Sues Thrift's Former Officers

Special to the American Banker

LOUISVILLE, Ky. — Federal regulators are seeking nearly $30 million in damages from three former officers of the Lincoln Federal Savings and Loan Association and two brokerage firms for their involvement in a futures trading plan that led to financial trouble for the thrift.

The suit, filed in federal district court in Louisville; names George E. Ritter, who resigned as the chairman and chief executive officer in November 1985; Jack P. Spradlin, who resigned as the president on May 31, 1985; and Kenneth C. Dowell, who resigned as the treasurer and vice president on May 31, 1985.

An attorney for Mr. Ritter declined to make a statement. Mr. Dowell and Mr. Spradlin could not be reached for comment.

Also named in the suit were E.F. Hutton & Co. and an account representative in its Louisville office, C. Dadley Sponcil; and Geldermann Inc., Chicago, and two of its employees, Thomas J. Dickinson and Robert C. Campbell.

Both firms said they would respond in court to the allegations and had no comment at present. All those named in the suit have 20 business days to file their response.

The futures trading — which took place from Dec. 1, 1983, through June 6, 1985 — led to a loss of more than $29 million, according to the lawsuit. The suit also seeks punitive damages in an amount to be determined when the case is heard on a date still to be set.

Lincoln Federal filed the lawsuit on Dec. 29, a day before Lincoln merged into the First Nationwide Bank of San Francisco, the nation's seventh largest thrift. The Federal Savings and Loan Insurance Corp. is prosecuting the suit.

The merger — sought by federal regulators — ended a yearlong search for a buyer for the Louisville thrift.

Any damages recovered by the lawsuit would be turned over to the FSLIC, which provided an estimated $75 million in financial assistance to encourage First Nationwide to acquire Lincoln Federal.

Charges in the suit include negligence, fraud, and a breach of fiduciary duties. According to the suit, the thrift's officers, encouraged by the brokers, used the savings and net worth of Lincoln's depositors "to gamble in the financial futures market." The officers believed that interest rates would rise and viewed the futures market as a quick way to raise money for the thrift. Interest rates declined, however, creating substantial losses at Lincoln Federal.

The suit charges that the futures transactions "constituted an enormously risky, grossly improper, imprudent, unsafe, and unsound practice and resulted in the total elimination of Lincoln's net worth, placing Lincoln in an unsafe, unsound, and insolvent condition."

The suit also alleges that the futures program included frequent trading that did not promote a rational hedging strategy but instead generated large commissions for the brokers. ■

Thrift Chairman Killed in Car Crash

West Coast Bureau

LOS ANGELES — The chairman and owner of the North America Savings and Loan Association was killed in a freeway crash last Friday — the same day state regulators declared the Santa Ana-based thrift insolvent and placed it in conservatorship.

Duayne D. Christensen, 56, was killed Friday morning when his car hit a freeway abutment as he sought to avoid other cars, police said.

Mr. Christensen, a physician, was the sole common stockholder of North America Savings, which had assets of $219 million at Nov. 30. The thrift, which opened in 1983, had losses of $9 million in the first 11 months of last year, according to William D. Davis, chief deputy commissioner of savings and loan, who was named conservator.

Mr. Davis declined to specify why the thrift failed.

"We are still in the investigative mode, trying to uncover what went wrong."

But Mr. Davis blamed last year's $9 million in losses largely on real estate investments. He said state regulators had pressed the thrift for more capital since last June. A deadline for additional capital expired at noon Friday. The thrift was seized that afternoon.

Mr. Davis said Mr. Christensen was not told of the department's impending action. Federal thrift regulators were notified Friday, said a spokesman for the Federal Home Loan Bank of San Francisco.

North America's offices remained open yesterday, a bank holiday.

Mr. Davis said North America's present management, including president Brooks A. Miller, will continue to run the institution. ■

COMMENTS/RANDOM THOUGHTS
by Sanford Rose
every Tuesday in American Banker.
can change your way of thinking.

1986 Merger Agreements and Offers in the West

Ranked by Purchase Price

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
December	Chemical New York Corp., New York, N.Y.	56,000	Texas Commerce Bancshares, Houston, Tex.	18,900	1,190	1.0	18.0
February	Wells Fargo & Co., San Francisco, Calif.	29,400	Crocker National Corp., San Francisco, Calif.	19,200	1,080	0.93	28.4
December	RepublicBank Corp., Dallas, Tex.	21,700	InterFirst Corp., Dallas, Tex.	18,500	588	0.66	N.A.
February	Golden State Sanwa Bank, San Francisco, Calif.	1,400	Lloyds Bank California, Los Angeles, Calif.	2,700	263	1.5	21.2
December	U.S. Bancorp., Portland, Ore.	9,000	ONB Corp., Spokane, Wash.	1,700	174	1.8	16.2
July	United Banks of Colorado, Denver, Colo.	4,700	IntraWest Financial Corp., Denver, Colo.	1,100	127.4	1.5	31.0
October	Valley National Corp., Phoenix, Ariz.	10,300	Valley Utah Bancorp, Salt Lake City, Utah	813	117	2.3	16.3
March	KeyCorp, Albany, N.Y.	7,800	PacWest Bancorp, Portland, Ore.	674	76.3	1.7	19.8
March	KeyCorp, Albany, N.Y.	7,800	Seattle Trust & Savings, Seattle, Wash.	693	74	1.8	30.8
April	Rainier Bancorp, Seattle, Wash.	8,100	United Bank, Tacoma, Wash.	556	59	1.5	19.7
November	Security Pacific Corp., Los Angeles, Calif.	60,000	Orbanco Financial Services, Portland, Ore.	1,200	46.5	0.91	N.A.
February	Marshall & Ilsley Corp., Milwaukee, Wis.	4,700	Thunderbird Capital Corp., Phoenix, Ariz.	225	40	2.9	13.7
November	Security Pacific Corp., Los Angeles, Calif.	60,000	Nevada National Bancorp, Reno, Nev.	638.6	38	1.1	50.3
August	Pacific Western Bancshares, San Jose, Calif.	481	Cobanco, Santa Cruz, Calif.	474	34.3	1.2	16.7
January	SunWest Financial Corp., Albuquerque, N.M.	2,100	Rio Grande Bancshares, Las Cruces, N.M.	250	24.8	1.7	8.8
September	Security Pacific Corp., Los Angeles, Calif.	60,000	Diablo Bank, Danville, Calif.	110	18	2.4	20.3
January	KeyCorp, Albany, N.Y.	7,000	Citizens Valley Bank, Albany, Ore.	158	16.1	1.3	13.8
December	U.S. Bancorp., Portland, Ore.	9,000	Valley National Corp., Forest Grove, Ore.	93	13.7	2.3	32.5
September	Security Pacific Corp., Los Angeles, Calif.	60,000	California Pacific Nat.l. Bank, Los Angeles	82.7	11.5	1.5	28.3
November	State First National Bank, Texarkana, Ark.	393	American National Bank, Texarkana, Tex.	66	6	1.4	7.5
January	Zions Utah Bancorp, Salt Lake City, Utah	3,000	Mesa Bank, Mesa, Ariz.	30	5.2	2.9	17.3
September	Arizona Bank, Phoenix, Ariz.	3,800	Bank of Prescott, Prescott, Ariz.	24	4.8	2.8	15.1
September	Puget Sound Bancorp, Tacoma, Wash.	2,600	First State Bank, Port Orchard, Wash.	28	4.3	1.4	5.9
May	Rainier Bancorp, Seattle, Wash.	8,100	Mount Hood Security Bank, Gresham, Ore.	20.9	3.7	1.7	31.4
December	U.S. Bancorp, Portland, Ore.	9,000	Heritage Bank, Camas, Wash.	17.1	2.8	1.6	18.1
July	Puget Sound Bancorp, Tacoma, Wash.	2,600	Gig Harbor National Bank, Gig Harbor, Wash.	12.3	2.4	1.9	N.A.
May	Imperial Bancorp, Los Angeles, Calif.	1,600	National Bank of Arizona, Scottsdale, Ariz.	25	N.A.	N.A.	N.A.
July	Baker-Boyer Bank, Walla-Walla, Wash.	175	Bank of Commerce, Milton-Freewater, Ore.	45	N.A.	N.A.	N.A.
July	First Interstate Bank, Portland, Ore.	5,400	Timber Bancorp, Roseburg, Ore.	42.2	N.A.	N.A.	N.A.
July	Southwest Bancorp, Vista, Calif.	350	Pacific Western National Bank, Pico Rivera, Calif.	50	N.A.	N.A.	N.A.
September	Commercial Bancorp., Denver, Colo.	231.5	Rocky Mountain Bank & Trust, Fort Collins, Colo.	25.6	N.A.	N.A.	N.A.
November	Security Pacific Corp., Los Angeles, Calif.	60,000	Harbor Security Bank, Olympia, Wash.	10	N.A.	N.A.	N.A.
November	First National Corp, San Diego, Calif.	169	National Bancshares, La Jolla, Calif.	163	N.A.	N.A.	N.A.
November	First National Corp, San Diego, Calif.	169	Rancho Santa Fe Nat'l. Bank, Rancho S. Fe, Calif.	85.7	N.A.	N.A.	N.A.
November	First National Corp, San Diego, Calif.	169	National Bank, Fairbanks Ranch, Calif.	26	N.A.	N.A.	N.A.
November	Fresno Bancorp, Fresno, Calif.	116	Western Commercial Bank, Fresno, Calif.	160	N.A.	N.A.	N.A.
December	Valley National Corp., Phoenix, Ariz.	10,300	California Valley Bank, Fresno, Calif.	66.3	N.A.	N.A.	N.A.
December	Silicon Valley Bancshares, San Jose, Calif.	67.1	National InterCity Bancshares, Santa Clara, Calif.	39.9	N.A.	N.A.	N.A.

Four More Bank Failures Bring to Eight Number of Closures So Far This Year

By PAUL TOSTO

Washington Bureau

WASHINGTON — State regulators and the U.S. Comptroller's office shut down four banks last Thursday, doubling to eight the number of bank failures this year.

Officials at the Federal Deposit Insurance Corp. said that all deposits were covered in each of the actions.

In Latimer, Iowa, state regulators closed the Latimer Bank & Trust, an agricultural bank with $23 million in assets. Its three offices reopened on Friday as branches of the First National Bank of Clarion. Clarion took over about $21.9 million in 3,400 deposit accounts and will pay the FDIC a purchase premium of $121,000. Clarion also will purchase $15 million of the failed bank's loans and other assets.

The FDIC will take over about $8 million of Latimer's remaining assets and will advance $6.8 million to Clarion to help with the takeover.

Latimer was the first bank in Iowa and the second agricultural bank in the nation to fail this year. The State Bank of Cuba, in Cuba, Ill., with $17.5 million in assets, failed on Jan. 8.

Also last week, the Comptroller shut down two national banks in Oklahoma with assets totaling $28 million.

Deposits of the First National Bank of Rush Springs, in Rush Springs, Okla., were taken over by the First National Bank of Maysville, in Mayville. The failed bank's one office reopened on Friday. The failed agricultural bank held assets of $12.9 million and deposits of $12.5 million in about 3,000 accounts.

In Skiatook, Okla., the First National Bank of Skiatook closed. It reopened Friday as a branch of the American Exchange Bank, Collinsville, Okla. The Skiatook bank held assets of $14.8 million and deposits of $13.8 million in 2,500 accounts. American Exchange purchased $9.5 million of the failed bank's assets. The FDIC will advance $4.1 million to American and retain Skiatook assets of about $5.3 million.

On Jan. 8, the Security National Bank and Trust Co., Norman, which held $204.5 million in assets, became the first Oklahoma bank to fail this year.

In Colorado, the First Charter Bank of Denver, a $9.5 million institution, was closed last Thursday. Century Bank, based in Denver, purchased $6.3 million of the failed bank's assets, with the FDIC retaining the rest. First Charter held deposits of about $9 million in 1,900 accounts and was the second Colorado bank to fail this year.

With eight bank failures in two weeks, regulators do not expect the problems of the last four years to lessen.

"We don't expect to see a decrease in the number of failures" in 1987, said Lee Cross, a spokeswoman for the Comptroller.

The number of bank closings in January may be disproportionately high. Sometimes, regulators will postpone closing a bank until after the holiday season.

Last year, 138 banks across the United States failed, and 120 failed in 1985. ■

NY Public Pension Funds Can Invest in State Notes

Special to the American Banker

ALBANY, N.Y. — Public pension funds can continue to invest in notes and other interest-bearing obligations of the New York State Business Development Corp. until Dec. 31, 1988, under a new law signed by Gov. Mario M. Cuomo.

According to Gov. Cuomo, the state comptroller has agreed to invest $100 million in the corporation to assist in fulfilling its statutory mandate to stimulate business activity, maintain economic stability, and create jobs for New Yorkers.

"The bill will insure that funds become available to package financial assistance for small and medium-size businesses, particularly the minority and women-owned sector of the small-business community," said Gov. Cuomo. ■

1986 Merger Agreements and Offers for Thrifts

Ranked by Purchase Price

Month	Acquirer	Size ($ Mil.)	Acquired	Size ($ Mil.)	Price ($ Mil.)	Price to Equity	Price to Earnings
October	Gibraltar Financial Corp., Beverly Hills, Calif.	11,000	First Savings Bank, Tarpon Springs, Fla.	800	116	1.6	20.0
July	Suffield Savings, Suffield, Conn.	295	Coastal Savings, Portland, Maine	191.2	52	2.1	23.6
September	Commercial Federal Corp., Omaha, Neb.	3,000	Empire Savings, Denver, Colo.	2,000	45	0.57	10.3
February	Bankers First Corp., Augusta, Ga.	1,200	Athens Federal Savings, Athens, Ga.	360.6	33.6	1.8	12.0
October	First Federal Savings, Pittsburgh, Pa.	2,500	Magnet Bank, Charleston, W.Va.	688	33.5	1.5	N.A.
September	Mid-State Federal Savings, Ocala, Fla.	743.9	First Federal Savings, Brooksville, Fla.	214.7	26.8	1.9	16.8
September	Great Western Financial, Beverly Hills, Calif.	25,400	Southern Home Savings, Pensacola, Fla.	233	25	1.5	5.6
August	Gibraltar Financial Corp., Beverly Hills, Calif.	11,000	Santa Clara Savings, Santa Clara, Calif.	350	16.5	1.6	5.3
September	Atlantic Financial Federal, Bala-Cynwyd, Pa.	5,000	Frontier Savings, Las Vegas, Nev.	319	11	1.3	5.1
May	Suffield Savings, Suffield, Conn.	295	Heritage Savings, Manchester, Conn.	309	9.2	0.82	14.8
October	ComFed Savings Bank, Lowell, Mass.	972	Heritage Savings, Manchester, Conn.	260	7.7	0.75	25.6
February	Old Stone Corp., Providence, R.I.	3,700	First Federal Savings, Shelby, N.C.	127	7.4	1.5	5.3
June	First Federal Savings, Santa Monica, Calif.	1,300	Del Amo Savings, Torrance, Calif.	85	7	1.7	31.7
May	Atlantic Financial Federal, Bala-Cynwyd, Pa.	5,000	North Coast Savings, Napa, Calif.	66	6	2.0	16.9
December	Bankers First Corp., Augusta, Ga.	1,200	Southeast Federal Savings, Rossville, Ga.	222	6	1.3	10.3
June	First Mutual Savings, Bellevue, Wash.	118.2	First Western Bank, Bellevue, Wash.	35.1	4.2	1.4	30.0
October	Atlantic Financial Federal, Bala-Cynwyd, Pa.	5,000	Uniontown Savings, Uniontown, Pa.	34	3.3	1.1	16.2
June	Apple Bank for Savings, New York, N.Y.	1,800	Eastern Savings Bank,Scarsdale, N.Y.	800	N.A.	N.A.	N.A.
July	Home Federal Savings, San Diego, Calif.	10,000	Upland Savings, Upland, Calif.	90	N.A.	N.A.	N.A.
July	CalFed Inc., Los Angeles, Calif.	20,200	La Jolla Pacific Savings, La Jolla, Calif.	42	N.A.	N.A.	N.A.
October	New England Savings, Clinton, Conn.	627	First Federal Savings, New Haven, Conn.	230	N.A.	N.A.	N.A.
November	Ameribanc Investors Group, Annandale, Va.	786	Lincoln Savings, Richmond, Va.	160	N.A.	N.A.	N.A.
December	Great Western Financial Corp., Beverly Hills, Calif.	25,400	Sun Point Savings, Lake Worth, Fla.	730	N.A.	N.A.	N.A.
December	Uptown Savings, Chicago, Ill.	865.6	Ben Franklin Savings, Oak Brook, Ill.	583	N.A.	N.A.	N.A.
December	Uptown Savings, Chicago, Ill.	865.6	Palatine Savings, Palatine, Ill.	155.5	N.A.	N.A.	N.A.

Suit Brings Shoreline Savings Loss; Other Western Firms Report Earnings

West Coast Bureau

LOS ANGELES — Several West Coast financial institutions, including H.F. Ahmanson & Co. and U.S. Bancorp, reported record earnings in the fourth quarter and in all of 1986.

But Shoreline Savings Bank, Seattle, reported a loss of $4.4 million, or $2.93 a share, in its fiscal second quarter, largely as a result of the settlement of a lawsuit against the bank by a major borrower that declared bankruptcy in 1984.

"Since that time, a variety of suits have arisen seeking to avoid liens, recover property in the bank's possession, restrict the bank's access to properties, and receive unspecified damages," Shoreline said in a statement.

In all, Shoreline boosted its loss reserve by $6.9 million in the quarter, including $2.9 million resulting from settlement. It said it had operating earnings of 600,000.

The quarterly loss compares with a loss of $1.2 million, or 80 cents a share, a year earlier. In the six months, Shoreline said it lost $4.7 million, or $3.12 a share, as opposed to losses of nearly $3 million, or $1.99 a share, a year earlier.

"Settlement of this litigation removes a major contingency from the bank, frees up assets, and allows us to move forward," said Lee Hare, president of the institution, which reported assets of $421 million and net worth of $8.9 million as of Dec. 31.

Ahmanson, the parent of Home Savings of America, said fourth-quarter profits rose 17% to a record $80.3 million, or 82 cents a share, from $68.9 million, or 82 cents a share, a year earlier. In all of 1986, earnings climbed 37% to a record $303.6 million, or $3.22 a share, from $220.8 million, or $2.63 a share, in 1985.

"Nearly $6 billion of loans and mortgage-based securities were sold," said Richard H. Deihl, chairman and chief executive officer of the Los Angeles-based company, which had $27.6 billion in assets as of Dec. 31. "Loan servicing revenues more than doubled. Deposit inflows exceeded $2 billion. Money costs were reduced to below 7%."

Ahmanson said it lost $18.6 million on the sale of certain insurance operations last year.

At U.S. Bancorp, Portland, Ore., fourth-quarter profits rose 12% to a record $21 million, or 69 cents share, from $18.8 million, or 63 cents a share, a year earlier. In the full year, the parent of U.S. National Bank said earnings advanced 16% to a record $77.2 million, or $2.56 a share, from $66.2 million, or $2.22 a share, a year earlier.

"Net interest income finished the year strongly as loan growth advanced late in the fourth quarter," said John A. Elorriaga, chairman and chief executive officer of the company, which had assets of $9.49 billion as of Dec. 31. "Solid gains were achieved in noninterest revenue, while noninterest expense was tightly controlled and virtually flat from the previous year."

U.S. Bancorp said nonperforming assets declined to $148.8 million at year-end, the lowest level in more than four years.

Among other western financial institutions reporting results, Bancorp Hawaii Inc., the state's largest financial institution, said fourth-quarter profits advanced 15.7% from a year earlier to $11.9 million, or $1.30 a share. In the full year, profits increased 19.8% to $46.2 million, or $5.07 a share.

The parent of Bank of Hawaii, with assets of more than $5 billion, attributed the improved results to a stable interest rate environment, asset growth, and "continued management emphasis on reducing nonperforming loans and controlling operational costs."

Also in Honolulu, First Hawaiian Inc. said fourth-quarter profits increased 1.3% to $8.1 million, or 60 cents a share; and climbed 13.2% in the full year to $30.8 million, or $2.30 a share. The parent of the state's second largest financial institution, First Hawaiian Bank, with more than $3 billion in assets, also cited an increase in interest-earning assets, noninterest income, and a low, stable interest rate environment for the improved results.

At Westamerica Bancorp., San Rafael, Calif., fourth-quarter profits increased 153% from a year earlier to $2.85 million, or $1.08 a share, and climbed 61% in the full year to $8.6 million, or $3.33 a share.

Westamerica, with assets of $1.18 billion, attributed the improved performance to its "ability to build high-quality earning assets on a strong capital base while gradually shrinking operating expense ratios."

Westamerica, which is being pursued by Security Pacific Corp., with which it is holding talks, said it expects to surpass last year's 0.80% return on assets and also expects to achieve "another year of double-digit growth in loans and deposits." ■

Robert Morris Opens Houston Office

By A. JOSEPH NEWMAN JR.

PHILADELPHIA — Robert Morris Associates, the trade organization of commercial lenders that is headquartered here, said it opened an office in Houston, its second regional office, as part of an effort to provide more local and regional educational offerings to members.

Regional executive Ann Spillane had been public affairs director at RepublicBank Houston. The new Southwest regional office covers Arizona, New Mexico, Texas, and Rocky Mountain chapters.

In 1985, Robert Morris Associates opened a Southeast office in Atlanta, headed by Karen Tinley, which covers Louisiana, Arkansas, Florida, Georgia, Alabama, Tennessee, and Mississippi. The organization plans to open additional offices across the country, but no timetable was given.

Malcolm T. Murray Jr., national president, told a press gathering that Robert Morris is seeking to educate members to be "sensitive . . . aware" of the need to understand the risks of accepting collateral that might turn out to include contaminated plant sites and hazardous industrial operations.

Mr. Murray, who is executive vice president of the First Union National Bank, Charlotte, N.C., a unit of the $27 billion-asset First Union Corp., suggested that banks consider naming "resident experts" or "environmental bankers," either part time or full time.

As part of its efforts, Robert Morris Associates for the first time will devote a full session to environmental problems at its annual conference in Hawaii in November. ■

Strategic Dates

Dec. 25, 1986

HOLIDAY: All Federal Reserve banks are closed for Christmas Day.

This announcement is neither an offer to sell nor a solicitation of an offer to buy these securities. The offer is made only by the Prospectus and the Prospectus Supplement.

January 13, 1987

$100,000,000

Pacific Collateralized Mortgage Obligation Trust I

(an affiliate of Pacific Realty Corporation, Dallas, Texas)

Collateralized Mortgage Obligations

The Collateralized Mortgage Obligations will be collateralized by FHLMC and FNMA Certificates.

	Principal Amount	Coupon	Price	Stated Maturity
Class A*	$35,980,000	7.707%	99.99391%	December 1, 2003
Class B	51,270,000	**	99.99208	April 1, 2011
Class C	6,750,000	8.755	99.99679	December 1, 2011
Class Z	6,000,000	9.000	90.78817	April 1, 2018

(Plus accrued interest from March 1, 1987)

*The Class A Bonds are Scheduled Monthly Payment Bonds ("SMP Bonds").

**The Class B Bonds are Ascending Coupon Bonds ("ACB Bonds"). The ACB Bonds will bear interest at a rate of 6.500% from March 1, 1987 through February 29, 1988, at a rate of 7.685% from March 1, 1988 through February 28, 1989, at a rate of 8.000% from March 1, 1989 through February 28, 1990, and at a rate of 9.000% thereafter.

Copies of the Prospectus and the Prospectus Supplement are obtainable in any State in which these securities may lawfully be offered from the undersigned and such other dealers as may lawfully offer these securities in such State.

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Germantown Savings Plans Stock Conversion

Special to the American Banker

PHILADELPHIA — The board of managers of the $1.4 billion-asset Germantown Savings Bank approved a plan to convert from a mutual to a Pennsylvania-chartered stock savings bank, subject to regulatory approvals.

The legal name of the 132-year-old bank is Saving Fund Society of Germantown and Its Vicinity.

No details were given on the amount of capital to be raised through the sale, or the price of the stock. Shares not subscribed to by depositors and the community will be sold in a public offering by an unnamed underwriter.

The conversion would leave only one mutual savings bank in Philadelphia — Beneficial Mutual Savings Bank.

Germantown's net worth of $41.5 million at yearend 1986 was up from $35.4 million at the end of 1985, indicating earnings of around $6.1 million. A net worth ratio of 2.95% included $17,680,000 in Federal Deposit Insurance Corp. net worth certificates.

Deals . . .

➻ Continued from Page 19

Will the acquisition wave continue?

One school of thought expects a significant drop in activity at least until the national triggers in several states take effect beginning in 1988. Mark Alpert, a bank analyst at Bear, Stearns & Co., noted that in recent months, the stock prices of large regional banks have fallen 15% to 20% from their 1986 highs as investors began to show their wariness about the effects of the bank merger wave. At the same time, sellers continue to expect high acquisition prices.

"Unless big banks' stock prices go up or smaller banks lower their price expectations, I think there will be a drop-off in activity," he said.

In contrast, Bradford M. Johnson, a bank analyst at Johnson, Lane, Space, Smith & Co. in Atlanta, said he believes that the recent decline in bank stock prices will cause acquisitions to be priced more reasonably and thus spur merger activity this year. ■

On Target . . .

➻ Continued from Page 6

one end of the country to another to show that Merrill Lynch brokers "know no boundaries."

Adweek grants that "it's a majestic beast, but it looks out of place posing on sandy beaches."

• "Most banal." To MasterCard International for ads featuring celebrities talking about "possibilities."

"Many people," says *Adweek*, "find the slogan 'Master the Possibilities' merely banal, since MasterCard really doesn't provide many more options than other major credit cards do." You can't sell what you haven't got.

The magazine particularly didn't like the choice of Robert Duvall, about whom one contest participant said, "Anything he has is nothing I want."

"Because this portrayal of prestige is so forced, William Esty's effort amounts to little more than superhype," says *Adweek*.

At least it seems more relevant to the product than a big white horse running around in a fog, centerpiece of another MasterCard campaign.

Other categories and their winners were "nerdiest," to Burger King in its search for the Herb who never tasted one of its hamburgers; "most unbelievable," to Dow Chemical for trying to get people to believe it is trying to save humanity; and "most irritating," to Sine-Off for the ad depicting a drill sergeant screaming about sinus congestion.

Better luck next year. ■

1/22/87 C0175-1

American Banker

NEW FINANCIAL FIRMS OPENED 1ST HALF '86 — P.8

The Daily Financial Services Ne

VOL. CLII NO. 15

Thursday, January 22, 1987

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TODAY

COMPTROLLER OF THE CURRENCY Robert L. Clarke praises nonbank banks as a "rational market response" to the legal restrictions that have been placed on the banking industry... 2

PRUDENTIAL-BACHE SECURITIES chairman George L. Ball urges that the holes be plugged in the Glass-Steagall wall, saying banks should be kept away from securities, insurance, and other financial service businesses... 2

FEDERAL HOME LOAN Bank Board Chairman Edwin J. Gray asks Congress to give his agency statutory authority to collect exit fees from healthy institutions that leave the Federal Savings and Loan Insurance Corp... 2

TREASURY UNDER SECRETARY George D. Gould warns senators that Federal Savings and Loan Insurance Corp. reserves could fall to less than $2 billion by next month...2

FDIC CHAIRMAN L. William Seidman tells senators that without the authority to arrange emergency interstate mergers, the insurer could lose money this year as a result of a "sizable increase in bank failures."... 2

CENTERRE BANK in St. Louis has made a special $11 million provision in the fourth quarter to cover any losses in its Latin American loan portfolio. The move follows similar actions by other regional banks 3

DEPRESSED ECONOMIES in energy-dependent western states and changes in the tax law left First Interstate Bancorp's earnings flat in the fourth quarter compared with the comparable period in 1985..... 3

THE JAPANESE DID IT with steel, automobiles, and electronics. Now, say Boston management consultants Don Hawley and Stuart Sinclair, they're moving into the financial markets with truckloads of low-cost capital, and their competition is getting worried... 4

Required Reading

THE MAYFLOWER GROUP, a coalition of major financial institutions whose aim is to break down the legal barriers between banking and other financial services, releases the text of its statement of principles... 4

IN A SURPRISING TURN of events, the former management and majority shareholders of the Independent American Savings Association in Irving, Tex., have voted themselves back into control of the troubled thrift. In doing so, they literally kicked out the management team that had taken over last spring with the blessing of the Federal Home Loan Bank of Dallas... 16

Executive Changes... 11

Flashbacks... 4

In the News... 3

Give Banks New Powers, Volcker Asks Congress

Fed Is Ready to Act on Pressing Issues If They Do Not, He Warns Lawmakers

By ROBERT M. GARSSON and JAY ROSENSTEIN

Washington Bureau

WASHINGTON — Warning that the central bank is ready to act if Congress does not, Federal Reserve Board Chairman Paul A. Volcker again asked Congress to permit banks to underwrite mortgage-backed securities, municipal revenue bonds, commercial paper, and mutual funds.

"The four powers I mentioned are on the table at the Federal Reserve Board," said Mr. Volcker on Wednesday, alluding to a Feb. 3 hearing scheduled to consider applications from three banks to engage in underwriting.

"You cannot evade that," he added.

Mr. Volcker was making his first appearance of the year before Congress, as the Senate Banking Committee opened three days of hearings on financial industry issues. Across Capitol Hill, the House Banking Committee also opened hearings on a bill to recapitalize the Federal Savings and Loan Insurance Corp.

The Senate panel is studying that bill, as well as bills to grant banks limited securities underwriting powers, to close the nonbank-bank loophole, to permit regulators to merge failing institutions across state lines, and to limit check holds.

Attempting to highlight the importance of the so-called regulators' bill, which would permit interstate mergers of failing banks, the chairman of the Federal Deposit Insurance Corp. warned that the insurance fund could lose money this year as a result of an expected "sizable increase in bank failures." In 1986, 138 FDIC-insured banks were closed.

It would be the first loss in the FDIC's history, said L. William Seidman, the agency's chairman, after his testimony be-

Volcker: Page 14 ➸

- **Comptroller of the Currency Robert L. Clarke defended nonbank banks before the Senate Banking Committee... 2**
- **The head of Prudential-Bache Securities predicted stiff competition between banks and the securities industry.. 2**
- **Treasury official George D. Gould told a Senate panel recapitalization of the FSLIC is "necessary by early spring"2**
- **Bank Board chief Edwin Gray sought permission to collect exit fees from healthy thrifts that leave the FSLIC 2**
- **FDIC Chairman L. William Seidman again appealed for authority to arrange interstate mergers of failing banks 2**

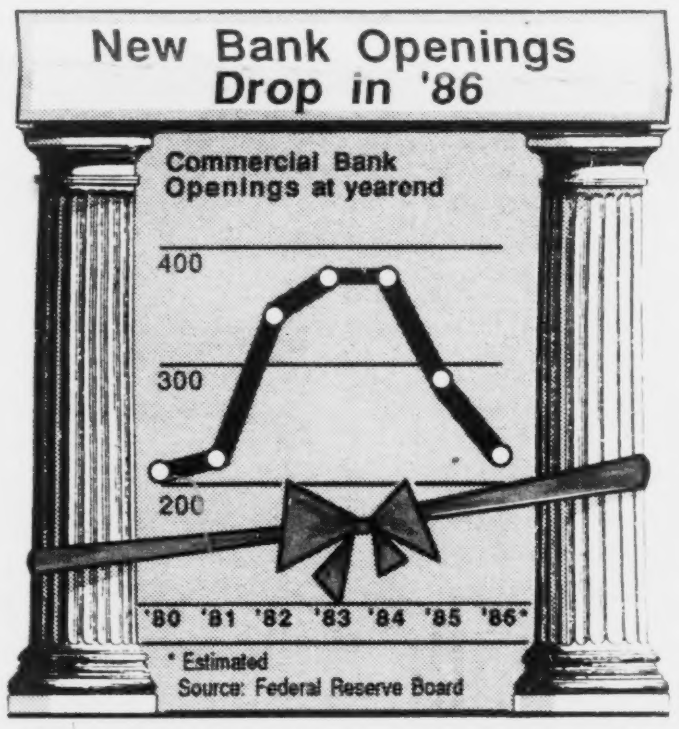
Fewer Commercial Banks Opened for Business in 1986

By KENNETH J. HICKS

NEW YORK — The number of commercial banks that opened last year plummeted by 22% from 1985, according to an *American Banker* survey.

Complete figures were not available from regulatory agencies, but the survey estimated that 217 banks opened last year, compared with 280 in 1985. That is the lowest number since 1980, when 205 banks opened their doors.

Today the *American Banker* publishes a table listing financial institutions, including thrifts and credit unions, that opened in the first half of 1986. The table begins on page 8. A listing for the second half of last year will be published on July 10.



* Estimated
Source: Federal Reserve Board

Complete data on the number of thrifts that opened last year was not yet available, but according to the Federal Home Loan Bank Board, 15 federally chartered thrifts opened in 1986, down from 29. In 1985, almost 400 financial institutions overall opened for business.

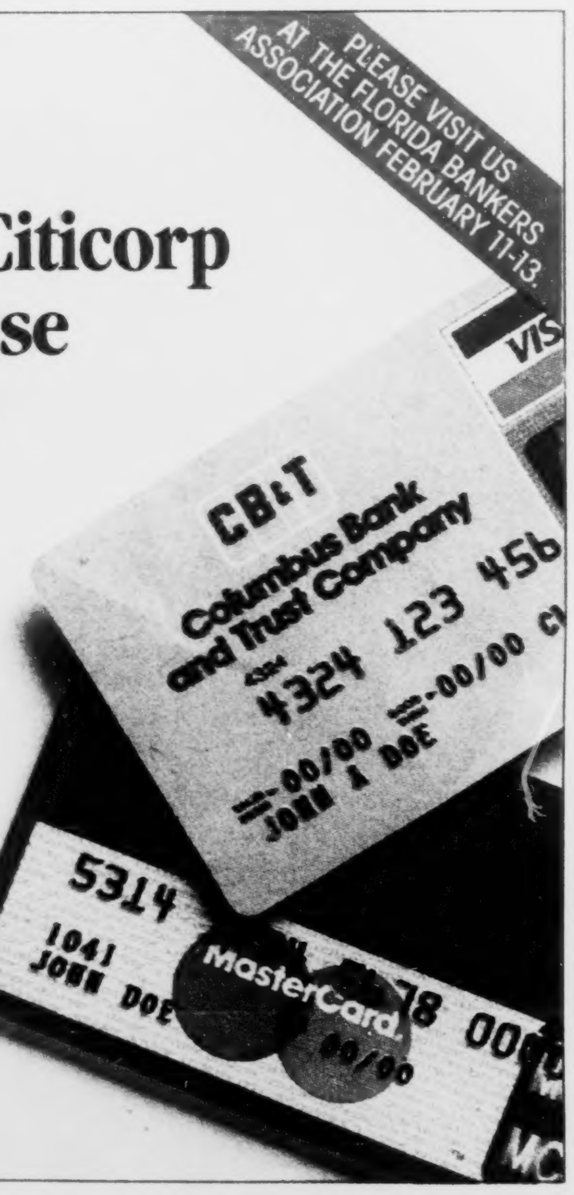
After rising steadily through the 1980s, the number of bank openings declined in 1985 after the Comptroller of the Currency adopted a policy requiring that proposed banks have a chief executive officer in place before an application can be approved.

The Comptroller's office maintains that the policy helps it judge a bank's chances of success, noting that management is "a critical component of the charter application."

But opponents contend that the change makes it more difficult to organize a bank, because few CEO candidates are willing to commit themselves to an uncertain venture.

Another reason for the slowdown in

New Banks: Page 6 ➸



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New York Charters Of Financial Firms Set Record in 1986

By JAMES R. KRAUS

NEW YORK — The number of charters granted to financial institutions by the New York State Banking Board in 1986 topped the previous year's record, and signs show that the number in 1987 will continue at the same level.

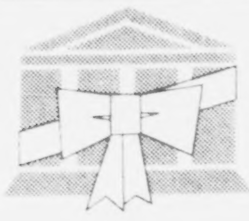
The surge in new banks has been spurred by a liberalization of state banking laws and by the spread of financial institutions owned by minorities and members of various ethnic groups.

"We haven't had these kinds of numbers in decades," said one banking board official.

Based on the number of applications now being discussed and likely to be submitted, he predicted that a large number of charters is likely to be granted in 1987, continuing a trend that began in 1985.

A total of 25 banks and other financial institutions were chartered by the

New York: Page 16 ➸



Last Year's Crop of New Banks Was Smallest in 6 Years

➻ Continued from Page 1

bank openings is market saturation. A Phoenix-based consulting firm pointed out that the Phoenix-Tucson, Ariz., area is already saturated with financial institutions. Two commercial banks opened their doors in Arizona in the first half of 1986 following the opening there of three commercial banks and one savings and loan in the second half of 1985.

"It's harder for an independent bank to compete unless it is a community bank," geared to serving a specific community or market segment, a spokesman for the firm said.

For instance, in New York State, 25 financial firms were chartered by the state banking department in 1986. While the number was up from 23 in 1985, six of the banks were set up specifically to serve ethnic communities.

In addition, DeltaBank, New York, which opened on March 17, describes itself as a "client-oriented" bank. "This means we're structured as a 'relationship bank' serving selected clientele . . . who desire personal service and attention."

The bank, founded by "prominent Latin American businessmen and international bankers," advertises "innovative yet prudent banking approaches" and offers a variety of financial services, including lines of credit, brokerage, asset management, and corollary services, such as courier services and international investment advice.

Peoples National Bank in Easley, S.C., opened on Aug. 7, 1986, in a town of 18,000, "in competition with six other financial institutions," said Robert E. Dye, the bank's president.

Since opening with $3.5 million of initial capital, the bank has attracted $13 million in deposits and $8 million in loans. Mr. Dye believes this is primarily due to consumers' desire for the flexibility and responsiveness of a community bank.

"They will go to the banker they know," Mr. Dye said.

While negative economies in the farm states may contribute to a slowdown in new bank openings there, a survey by the Federal Reserve Bank of Kansas City pointed out that most new banks open in metropolitan areas.

In its 1986 annual statistical supplement, the reserve bank noted that of the 552 banks that have opened in the 10th District since 1970, 60% were in metropolitan areas.

Further, the study said, "By their sixth year of operation, most de novo banks concentrate either on consumer lending (40%) or commercial and industrial lending (37%). Only 18% concentrate on real estate lending, while a mere 5% concentrate in agricultural lending."

The South and Southeast continued to be areas of expansion for new financial institutions, with Florida leading the way. Forty-one new financial firms opened in the South, 17 of them in Florida. Among the new institutions in Florida are Brown Brothers Harriman Trust Company of Florida, Naples, and Chase Bank of Florida NA, St. Petersburg, subsidiaries of two well-established New York banking companies.

The south Florida and Atlanta markets have been identified as prime growth areas into the 1990s.

Despite the slowdown, officers of new banking companies say they believe there may be a retrenching at the community level because of the desire for more personalized service.

Mr. Dye commented, "I feel that the response to our new community bank is very similar to the response occurring for other newly organized banks . . . and continues to flag a great deal of preference on the part of the consumer for the smaller, more personal, community-type bank." ■

New Financial Firm Listing Drawn from Variety of Sources

The *American Banker* listing of new financial institutions was compiled from several sources.

The commercial bank listings were drawn from data supplied by the Comptroller of the Currency, the Federal Reserve Board, state banking departments, and individual new banks.

The thrift listings were compiled from data supplied by the Federal Home Loan Banks, state savings and loan departments, and individual new thrifts.

The credit union listings were compiled from data published by the National Credit Union *Administration*.

The institutions are listed by name and city. The second line of the listing has the mailing address, followed by the zip code. The third line has the name of the president of the institution, followed by the telephone number.

The *American Banker* will continue to publish listings of new financial institutions periodically. While every effort is made to compile as complete a list as possible from the sources listed above, some institutions may be missed.

Any institution that wishes to be included in future listings should send the following information to the *American Banker*: name of the institution, mailing address, phone number, the date opened, initial capitalization, and the name of the president.

The information should be sent to Kenneth J. Hicks, Statistician-/Reporter, *American Banker*, One State Street Plaza, New York, N.Y. 10004.

Strategic Dates

Jan. 1, 1987

IN THE BIG LEAGUES: Effective today, small-sized mortgage lenders will be able to sell their contracts to institutional investors by batching, or pooling mortgages together in minimum amounts of $250,000. Initially, only 30-year conventional mortgages not more than 12 months old will be eligible. The new Federal National Mortgage Association marketing tactic will open up the market to smaller mortgage banking firms. Currently, most mortgage pools now offered for sale are in the $1 million range.

The last thing you need is someone in the middle.

It's tempting to think that all you have to do to create fee income is give an outside salesman a desk in the corner or a kiosk in the lobby and wait for the cash to flow in.

Cash may flow, some of it your way. At least for a while, because there are important, new fee income opportunities for savings and loans and banks.

But there still is no free lunch. You have to put something at risk to gain a profit. In the case of outside salesmen, what you may be putting at risk is the integrity of your customer relationships.

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It's a plain, old-fashioned business arrangement you'll appreciate. We work at it. You work at it. We both earn a profit.

Call and we'll send you descriptions of our products and a very interesting due-diligence checklist with questions our best, most successful clients asked before they chose GNA.

The first question on that checklist concerns the financial strength and stability of the vendor. The answer in our case is that GNA has the backing of a Fortune 100 organization, the Weyerhaeuser Company.

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FINANCIAL PRODUCTS

Financial Institutions That Opened in the First Half of 1986

ALABAMA	Date Opened	Initial Capital
Bank of Mobile NA, Mobile 68 St. Francis Street, 36652 Robert J. Blackwell, president, (205) 431-7800	Mar. 20	$9,500,000

ALASAKA	Date Opened	Initial Capital
Denali State Bank, Fairbanks P.O. Box 74568, 99707 Gary Roth, president, (907) 456-1400	Feb. 3	$5,000,000

ARIZONA	Date Opened	Initial Capital
Gateway National Bank, Phoenix 120 North 44th Street, 85034 Raymond Hixon, president, (602) 220-0020	May 19	$2,000,000
Sun City Bank, Sun City 10032 West Bell Road, 85351 Charles D. Rogness, president, (602) 972-2111	Mar. 3	$2,000,000

CALIFORNIA	Date Opened	Initial Capital
University Savings & Loan Association, Fresno 1041 East Shaw Avenue, 93710 Thomas Bernard, president, (209) 224-1810	Jan. 31	$3,000,000
Southern California Service Station Assn. FCU, Irvine 16750 Hale Avenue, 92714 Douglas Bennet, principal officer, (714) 770-2576	June 19	N.A.
California Central Bank, Los Angeles 222 West Olympic Boulevard Carl R. Tinder, president, (213) 387-3033	Mar. 18	$4,009,420
Statewide Thrift & Loan, Redwood City 2317 Broadway, 94063 Jerry D. Williamson, president, (415) 367-6910	May 1	$1,250,000
Torrance Savings & Loan Association, Torrance 22759 Hawthorne Boulevard, 90505 Michael E. Richardson, president, (213) 373-8645	Feb. 12	$3,000,000

COLORADO	Date Opened	Initial Capital
Breckenridge FirstBank NA, Breckenridge 130 Ski Hill Road, 80424 Dwight A. George, president, (303) 453-1000	Jan. 6	$1,000,000
National Bank of the West, Colorado Springs Box 17480, 80935 George W. Duncan, Jr., president, (303) 597-3200	Apr. 1	$1,000,000
FirstBank of Cherry Creek NA, Denver 100 Street Paul Street, 80206 Jeffrey L. Browning, president, (303) 333-1000	Apr. 11	$1,000,000
Park National Bank, Estes Park P.O. Box 2560 (303) 586-8185	June 20	$1,000,000
FirstBank at 88th/Wadsworth, Westminster Box 307, 80020 C. Hereford Percy, president, (303) 467-1000	Mar. 27	$1,000,000
United Bank of Westminster, Westminster 12000 Pecos Street, 80234 Kenneth Zelie, president, (303) 451-1655	Feb. 3	$1,500,000

CONNECTICUT	Date Opened	Initial Capital
Shoreline Bank & Trust Co., Madison 28 Durnham Rd., 06443 E. Robert Fraser, president, (203) 245-4878	May 19	$4,000,000
Bank of Southington, Southington 130 North Main Street, 06409 Peter Stassa, president, (203) 276-0155	June 16	$4,126,000

DELAWARE	Date Opened	Initial Capital
Manufacturers Bank-Wilmington, Newark P.O. Box 15147, 19850 Patrick M. McQueen, president, (302) 366-8478	Mar. 12	$3,000,000

DISTRICT OF COLUMBIA	Date Opened	Initial Capital
Mt. Jezereel Federal Credit Union, D.C. 405 Riggs Road, NE, 20011-2515 Anna J. Stubbs, principal officer, (202) 544-3994	Apr. 10	N.A.

FLORIDA	Date Opened	Initial Capital
Boca Raton First National Bank, Boca Raton 7301A West Palmetto Park Road, 33433 Arnold M. Leibowitz, president, (305) 394-9004	Apr. 21	$4,025,000
Pointe Savings & Loan Association, Boca Raton Drawer 273910, 33427-3910 William J. Bennett, president, (305) 368-6300	Apr. 7	$3,864,516
First American Bank of Charlotte County, Englewood Box 1427, 34295-1427 R. Thomas Crawford, president, (813) 474-7734	Jan. 21	$3,750,000
National Bank of Lee County, Ft. Myers Box 2425, 33902 John C. Dinkel, president, (813) 332-1899	Apr. 7	$3,000,000
Barnett Bank of Santa Rosa County, Gulf Breeze P.O. Drawer 1409, 32561 C.C. Mertins, Jr., president, (904) 932-9855	Feb. 11	$2,000,000
First National Bank of Hollywood, Hollywood 3904 Hollywood Boulevard, 33021 A. Dean Castillo, president, (305) 987-1300	Apr. 8	$3,450,000
Community National Bank, Lake City 201 North Marion Street, 32055 K. C. Trowell, president, (904) 755-3240	Apr. 4	$2,000,000
Pinellas Community Bank, Largo 300 East Bay Drive, 33540 Claude E. McGeachy, president, (813) 585-3111	Mar. 7	$3,000,000
Private Bank & Trust NA, Miami 1438 Brickell Avenue, 33131 Antonio Gisbert, president, (305) 373-4643	June 9	$2,000,000
Murdock Savings Bank, Murdock Box 250, 33938 Charles G. Brown, president, (813) 625-4444	Jan. 10	$3,524,700
Brown Brothers Harriman Trust Co. of Fla., Naples 1300 Third Street South, 33940 John C. Hanson, Jr., president, (813) 263-4133	Apr. 10	$1,000,000
Citizens National Bank of Naples, Naples 811 Anchor Rode Drive, 33940 Gary L. Tice, president, (813) 261-5522	Mar. 24	$3,204,000
Peoples National Bank of Niceville, Niceville 1020 John Sims Parkway, 32578 William H. Powell, president, (904) 678-3110	June 16	$2,000,000
Ocala National Bank, Ocala 112 North Magnolia Avenue, 32678-4050 Reed M. Dearing, president, (904) 368-6800	Feb. 7	$2,522,000
Clay County Bank, Orange Park Box 2107, 32067 G. Rodman Porter Jr., president, (904) 272-2265	May 23	$2,956,276
Chase Bank of Florida NA, St. Petersburg 111 Second Avenue NE, 33701-3907 J. Webster Hull, president, (813) 823-5880	Feb. 18	$39,100,000
Manufacturers Bank of Florida, Tampa 4002 North Armedia Avenue — Fiesta Plaza, 33677 M.G. Alvarez, Jr., president, (813) 874-1323	Feb. 3	$1,750,000

GEORGIA	Date Opened	Initial Capital
Georgia Bankers Bank, Atlanta 1100 Circle 75 Parkway, 30339 Ken F. Thigpen, president, (404) 951-2799	Feb. 3	$3,600,000
Buckhead Bank, Buckhead 3422 Piedmont Road, 30355-1016 Grant R. Essex, president, (404) 365-0101	April 1	$7,500,000
Central Savings Bank FSB, Cordele 502 2nd Street South, P.O. Box 40, 31015 Robert L. Evans, president, (912) 273-7700	Jan. 23	$2,200,000

IOWA	Date Opened	Initial Capital
American National Bank, Bedford P.O. Box 39, 50833 Mike Kleim, president, (712) 523-3611	May 2	$1,210,000

KANSAS	Date Opened	Initial Capital
Southgate Trust Co., Prairie Village 7900 State Line, 66208 *Robert E. Atterberry, president, (913) 649-5200*	May 9	$250,000
St. Francis State Bank & Trust Co., St. Francis 121 West Washington, 67756 Merwin L. Jensen, president, (913) 332-3333	May 16	N.A.
Bank of White City, White City P.O. Box 158, 66872 Kenneth E. Haddock, president, (913) 349-2221	Jan. 10	N.A.

LOUISIANA	Date Opened	Initial Capital
Acadia State Bank, Baton Rouge 2237 South Acadian Thruway, 70802	May 15	$5,250,000
Lousiana Delta Bank, Lake Providence P.O. Box 511, 71254 Ed Dauphin, president, (318) 559-2494	Jan. 10	2,000,000
Parish National Bank of St. Tammany, Slidell 2205 Gause Boulevard, 70458 Donald W. Olivier, president, (504) 892-2265	June 9	$4,000,000

MASSACHUSETTS	Date Opened	Initial Capital
Medical Area Federal Credit Union, Boston 221 Longwood Avenue, 02115 Anthony C. Terrizzi, principal officer, (617) 732-4185	June 12	N.A.
First Citizens Federal Credit Union, New Bedford P.O. Box H-3094, 02740 Barbara M. W. Silva, principal officer, (617) 999-1341	June 30	N.A.
Somerset Federal Credit Union, Somerset 740 County Street, 02726 Oliver C. Perry, Jr., principal officer, (617) 678-2851	Feb. 28	N.A.

MINNESOTA	Date Opened	Initial Capital
Advisory Bank & Trust Co., Minneapolis 3200 IDS Tower, 55474 Peter Lefferts, president, (612) 342-8900	June 3	$10,500,000

MISSOURI	Date Opened	Initial Capital
Mega Bank, St. Charles 1416 Harvestowne industrial Drive, 63303 Lawrence W. Dunn, president, (314) 928-4700	May 22	$1,200,000
First Exchange Bank of St. Louis, St. Louis 4339 Butler Hill Road, 63128 James A. Smith, president, (314) 487-1410	Mar. 26	$3,000,000

NEBRASKA	Date Opened	Initial Capital
Deposit Guaranty Omaha, NA, Omaha 90th St. and Dodge Rd., 68114	Jan. 6	N.A.

NEW JERSEY	Date Opened	Initial Capital
Thomson McKinnon Bank & Trust Co., East Hanover 188 Route 10, 07936	May 30	N.A.

Financial Institutions That Opened in the First Half of 1986

Daiwa Security Trust Company, Jersey City One Evertrust Plaza, 07302 Masanobu Nakamara, president, (201) 333-7300	Apr. 28	$1,000,000

NEW YORK	Date Opened	Initial Capital
Great Eastern Bank, Flushing 41-74 Flushing, 11355 Wen Y. Chen, president, (718) 886-7500	May 17	$4,300,000
Bank of Great Neck, Great Neck 1010 Northern Boulevard, 11021 Peter Susser, president, (516) 466-9100	Mar. 24	$4,250,000
State Bank of Westchester, Hartsdale 247 Central Park Avenue, 10530	Aug. 15	$2,500,000
Churchill Trust Company, New York 625 Madison Avenue, 10022	N.A.	$2,000,000
Dai-Ichi Kangyo Trust Co. of New York, New York One World Trade Center, 10048	June 24	N.A.
Delta National Bank & Trust Company of New York, New York 650 5th Avenue, 31st Floor, 10019 Jacob Sitser, president, (212) 315-3131	Mar. 17	$3,500,000
Dominican Bank, New York 4186 Broadway, 10033 Geovanny Sepulveda, president, (212) 795-5104	Jan. 27	$5,000,000
Empire State Bank, New York 1250 Broadway, 10001 Sangdee Lee, president, (212) 481-9898	June 10	$4,000,000
First Fidelity Trust Company, New York 20 Broad Street, 10005 John C. Leeds, president, (212) 809-7934	Mar. 5	$2,500,000
First Interstate Trust Company of New York, New York 2 Broadway, 10004	May 5	$1,200,000
Golden City Bank, New York 45 East Broadway, 10002 Bernard L. Grayson, president, (212) 732-0200	June 30	$4,550,000
HSI Bank, New York 535 Madison Avenue, 10022	Mar. 18	$5,000,000
Mitsubishi Trust & Banking Corporation (USA), New York 520 Madison Avenue, 10022 Thomas P. Ivanyi, managing director, (212) 715-9888	Mar. 25	$20,000,000
PNC Trust Company of New York, New York 40 Broad Street, 10004 J.W. McLaughlin, president, (212) 797-2730	Mar. 3	$2,000,000
Rockefeller Trust Co., New York 30 Rockefeller Plaza, 10112	Feb. 21	$1,200,000
Sumitomo Bank of New York Trust Co., New York One World Trade Center, Suite 9651, 10048 Tokuyuki Ono, president, (212) 553-0140	Feb. 20	$1,200,000
Union Bank of Finland Ltd., New York 437 Madison Avenue, 10022	Feb. 3	N.A.

NORTH CAROLINA	Date Opened	Initial Capital
Salem Trust Bank, Winston-Salem P.O. Box 2857, 27102 Gordon Sheeran, president, (919) 777-1400	Mar. 3	$5,500,000
First Hanover Bank, Wilmington 4170 Oleander Drive, 28403 Dale S. Caines, president, (919) 799-7009	Feb. 17	$3,000,000

OHIO	Date Opened	Initial Capital
Commerce Exchange Bank, Beachwood P.O. Box 22779, 44122 Dell L. Duncan, president & CEO, (216) 765-0500	Mar. 3	$3,000,000

OKLAHOMA	Date Opened	Initial Capital
Mid City Bank NA, Midwest City 2201 North Douglas Boulevard, 73141 Wayne A. Nichols, president, (405) 769-6781	Jan. 27	$2,000,000
Bankers Bank, Oklahoma City Paragon Building, Suite 420, 5801 N. Boradway, 73118 Michael F. Brennan, president, (405) 848-8877	May 28	$2,750,000

PENNSYLVNIA	Date Opened	Initial Capital
Northwest Consumer Discount Company, Bradford 23 Congress Street, 16701 Raymond Parry, president, (814) 368-6092	Mar. 24	$200,000
Merchants Express Money Order Company, Erie 2426-30 Parade Street, 16514 Steven M. Brooder, president, (814) 833-6098	May 5	$540,000
Union Home Loan Corporation of Pa., Harrisburg c/o James H. Turner, Esq., 258 N. Street, 17101 John W. Walker, president, (301) 321-6191	Mar. 5	$400,000
W. C. M. H. Federal Credit Union, Honesdale Park and West Streets, 18431 Michael Clifford, principal officer, (717) 253-1300	Apr. 3	N.A.
Constitution Bank, Philadelphia 1608 Walnut Street, 19103 Robert Mazzei, president, (215) 545-5450	June 2	$5,000,000
Pennsylvania Trust Company, Philadelphia 1435 Walnut Street, 19102 Thomas H. Darlington, president, (215) 496-3000	June 9	$465,000
Freedom Valley Bank, West Chester 1515 West Chester Pike, 19382 William J. McCuen, president, (215) 431-3100	June 5	$4,000,000
Guaranty Trust Company, Williamsport 25 West 3rd Street, 17701 Sidney D. Furst, III, president, (717) 322-1700	Apr. 25	$1,000,000

SOUTH CAROLINA	Date Opened	Initial Capital
Clinton Federal Credit Union, Clinton P.O. Drawer 1215, 29325 Harvey Dickert, principal officer, (803) 833-5500	June 20	N.A.
Darlington County Bank, Darlington P.O. Box 502, 29532 W. B. McCowan, III, president, (803) 395-1956	Mar. 10	$1,580,000
First Atlantic Bank, Little River P.O. Box 476, 29556 Robert E. Coffee, Jr., president, (803) 249-7993	Mar. 21	$2,050,000

SOUTH DAKOTA	Date Opened	Initial Capital

TENNESSEE	Date Opened	Initial Capital
First Citizens Bank of Williamson County, Franklin 131 First Avenue South,	N.A.	$3,500,000
NBC Knoxville Bank, Knoxville P.O. Box 2270, 37901 John L. McCave, president, (615) 693-6400	June 19	$2,000,000
First American Trust Co., NA, Nashville First American Center, 37237 Jim Catington, president, (615) 748-2000	Jan. 1	N.A.
First City Bank, Murfreesboro 750 South Church Street, 37130 Robert Murfuree, president, (615) 898-1111	Jan. 6	$2,700,000

TEXAS	Date Opened	Initial Capital
Onion Creek National Bank, Austin 2110 Boca Raton Drive, 78747 John Hambrick, president, (512) 280-0001	Feb. 14	$2,000,000
First National Bank - Big Lake, Big Lake P.O. Box 6, 76932 Rick Kissko, president, (915) 884-3737	Apr. 25	$1,000,000
Lake Buchanan State Bank, Buchanan Dam Box 468, 78609 Charles S. Parker, president, (512) 793-6121	Feb. 3	$1,500,000
First National Bank of Clear Lake, Clear Lake 450 Medical Center Boulevard, Suite 100, 77598 J. Clyde Hart, president, (713) 332-3595	May 27	$3,000,000
Diocese of Corpus Christi Federal Credit Union, Corpus Christi P.O. Box 6089, 78411 Newton Mitchell, principal officer, (512) 855-1892	Apr. 22	N.A.
American Federal Savings Bank of Dallas, Dallas 750 North St. Paul, 75201 Donald R. Faraone, president, (214) 953-1311	Feb.	$3,000,000
EastPark National Bank, Dallas 5747 Samwell Boulevard, 75228 Michaux Nash, Jr., Chief Executive Officer, (214) 388-8671	May 15	$3,125,000
Park Central Bank of Dallas, Dallas Box 515529, 75251-5529 Hubert G. Aaron, president, (214) 239-7000	Apr. 7	$3,000,000
Search National Bank, Dallas 10670 North Central Expressway, 75231 Wallace E. Hinyard, president, (214) 750-0887	Mar. 12	$3,000,000
Bank of Desoto NA, Desoto Box 948, 75115 J. Pierce Monkres, president, (214) 780-7777	Jan. 27	$1,750,000
First National Bank of Ennis, Ennis 207 South Clay, 75119 (214) 875-8461	Apr. 3	$2,000,000
Citizens National Bank, Fort Worth P.O. Box 21337, 76121-1337 Raymond G. Dickerson, president, (817) 731-1444	Feb. 12	$2,875,000
First American Bank & Trust of Friendswood, Friendswood Box 1648, 77546-1648 Joe H. Harwell, president, (713) 482-5500	Feb. 3	$1,500,000
Citizens State Bank, Gorman P.O. Box 519, 76454 Greg Goode, president, (817) 734-2254	Feb. 28	N.A.
Riverside National Bank, Grand Prairie P.O. Box 619010, 75261 F. David Graeber, president, (817) 640-4700	Feb. 13	$10,000,000
City National Bank, Houston 5225 Katy Freeway, 77007 William L. Widman, president, (713) 863-8800	Mar. 17	$4,178,000
Houston Independent Bank NA, Houston 11110 Roark, 77099 Alan F. Levin, president, (713) 933-0303	Jan. 21	$3,675,000
St. John Vianney Federal Credit Union, Houston 625 Nottingham Oaks Trail, 77079 Edward P. Pita, principal officer, (713) 493-2622	Apr. 4	N.A.
Hutto State Bank, Hutto Box 249, 78634 Dale M. Alley, president, (512) 846-8181	Apr. 11	N.A.
Bank of the West, Irving Box 165869, 75016 H. Gary Blankenship, president, (214) 986-2222	Apr. 1	$2,000,000
First National Bank, Kennedale P.O. Box 1105 (817) 483-7455	June 16	N.A.
Lorena State Bank, Lorena Box 577, 76655 Jane M. Childs, president, (817) 857-4683	Jan. 9	$1,500,000
First Madisonville National Bank, Madisonville Box 637, 77864 Don S. Dean, president, (409) 348-3777	Feb. 28	$2,000,000
Market Basket Federal Credit Union, Nederland Box 1717, 77627 Phillip Smith, principal officer, (409) 727-3104	Mar. 18	N.A.
First Bank & Trust, New Boston Box 907, 75570 Brice E. Feasel, president, (214) 628-6565	May 12	$1,500,000
Rancho Viejo National Bank, Olmito P.O. Box 318, 78575 Manuel R. Gonzalez, president, (512) 350-5544	Feb. 6	$2,000,000
Commerce Bank of Plano, Plano 901 W. Parker, 75023 Martin Mitchell, president, (214) 985-8600	Feb. 10	$3,000,000
First Western National Bank, Plano Box 866427, 75086 Gary B. Alexander, president, (214) 881-7777	Mar. 3	$4,000,000
RepublicBank Preston North NA, Plano Box 869040, 75086 James G. Tonge, president, (214) 964-7575	Apr. 4	$3,000,000

Continued on Next Page

Financial Institutions That Opened in the First Half of 1986

Cattleman's National Bank, Round Mountain P.O. Box 70, 78663 A.W. Moursund, president, (512) 825-3247	June 2	$1,500,000
Allied Bank Northwest NA, San Antonio P.O. Box 100380, 78201 John R. Peloubet, president, (512) 525-9285	June 26	$2,000,000
Crown Bank NA, San Antonio Box 47510, 78265 J. Brian O'Connor, president, (512) 222-2265	Apr. 2	$4,000,000
First American Bank, San Antonio Box 16025, 78216 Don M. Cage, president, (512) 493-3500	Feb. 20	$3,000,000
Garden Ridge State Bank, San Antonio Box 47512, 78265-7512 Ted W. Cook, president, (512) 651-5030	Feb. 12	$1,500,000
Security Bank East NA, San Antonio Box 39780, 78218 Edward L. Lette, president, (512) 650-8000	Mar. 3	$2,000,000
Bank of Troy, Troy Box 427, 76579 Jerry S. Bennett, president, (817) 938-2555	Mar. 25	$1,500,000
First National Bank of Clear Lake, Webster P.O. Box 57669, 77598 J. Clyde Hart, president, (713) 332-3595	May 27	$3,000,000
First National Bank, Wichita Falls P.O. Box 94905, 76308-0905 Al Flack, president, (817) 696-3000	Jan. 29	$1,500,000
Windthorst National Bank, Windthorst P.O. Box 290, 76389 Randy Schaffner, president, (817) 423-6277	Feb. 3	$1,250,000

UTAH	Date Opened	Initial Capital
Citibank (Utah), Salt Lake City 3135 South 1300 East, 84109 Dan C. Jorgensen, president, (801) 486-3011	Jan. 27	$5,750,000

VIRGINIA	Date Opened	Initial Capital
Central Fidelity Bank NA, Richmond 8000 Franklin Farms Drive, 23229	May 1	$2,000,000
CommonWealth Bank, Richmond P.O. Box 35036, 23235 James H. Thompson, Jr., president, (804) 323-4100	Apr. 30	$3,000,000
Commerce Bank of Henrico, Richmond P.O. Box 29361, 23229 Richard C. Huffman, president, (804) 747-8999	Apr. 8	$2,256,012
Community Trust Bank, Portsmouth P.O. Box 8, 23705 Richard R. Early,.president, (804) 393-3400	Jan. 7	$2,207,400
RBR Federal Credit Union, Richmond P.O. Box 8667, 23226 Mary Fiorentio, principal officer, (804) 358-5358	Apr. 3	N.A.
National Bank of Northern Virginia, Sterling 11 Pidgeon Hill Drive, 22170 H. E. McCarty, Jr., president, (703) 450-6400	Nov. 19	$4,000,000

WEST VIRGINIA	Date Opened	Initial Capital
Huntington C&O Railway Employees FCU, Huntington P.O. Box 4127, 25729 A. V. Harshbarger, principal officer, (304) 522-7998	Feb. 2	N.A.

This announcement is neither an offer to sell nor a solicitation of an offer to buy these securities. The offer is made only by the Prospectus and the related Prospectus Supplement.

$600,000,000

Santa Barbara Funding II, Inc.

an affiliate of Financial Corporation of Santa Barbara

Collateralized Mortgage Obligations, Series A
with Floating Interest Rate Short Tranche Securities℠

Bond Class	Original Principal Amount	Interest Rate	Stated Maturity	Price to Public
Class A-1...	$337,450,000	LIBOR + 0.65%*	March 20, 2018	99.75000%
Class A-2...	82,375,000	5.00	March 20, 2009	95.00000
Class A-3...	51,100,000	5.00	December 20, 2012	86.75000
Class A-4...	86,475,000	5.00	December 20, 2016	75.65625
Class A-5...	42,600,000	5.00	March 20, 2018	62.40900

*Subject to a maximum Interest Rate of 13.00% per annum.

The Bonds are collateralized by FHLMC Certificates. The Bonds bear interest at the per annum rates specified above for each Class of Bonds, payable quarterly on March 20, June 20, September 20 and December 20, commencing June 20, 1987. The principal payable on the Bonds on each Payment Date will be applied as follows: (i) 56.24167% thereof will be applied to the Class A-1 Bonds and (ii) 43.75833% thereof will be applied to the Bonds of Classes A-2 through A-5 in the order of their respective Stated Maturities until each such Class is paid in full.

The Bonds represent obligations of the Issuer which will have no significant assets other than those securing the Bonds. The Bonds are not insured or guaranteed by FHLMC, the United States Government or any other government agency or instrumentality, by Santa Barbara Savings and Loan Association or any other affiliates of the Issuer.

Copies of the Prospectus and the related Prospectus Supplement may be obtained in any State only from the undersigned as may lawfully offer the securities in such State.

Shearson Lehman Brothers Inc.

January 21, 1987

1/27/87 C0175-1

American Banker

The Daily Financial Service

VOL. CLII NO. 16 Friday, January 23, 1987 :nd Year

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CONGRESSIONAL INFOR SREV SRI
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TODAY

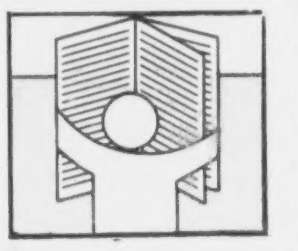
MASTERCARD International's executive committee declined this week to endorse smart card technology as had been urged by the MasterCard staff... 2

AMERICAN EXPRESS CO. crossed the billion-dollar net income level in 1986. It reported preliminary consolidated net of $1.11 billion, a 35% rise from the previous year's $812 million... 2

THE DEVELOPMENT OF A secondary mortgage market in Britain passed a milestone this week when Salomon Brothers floated the first Euromarket securities backed by residential U.K. mortgages. Following Wall Street's penchant for acronyms, the issue is called Homes, for Home Owners Mortgage EuroSecurities...2

ASSOCIATES OF INVESTMENT adviser Edward Kelley say the Reagan administration's nominee to the Federal Reserve Board will bring a practical viewpoint from the trenches of American business... 3

ILLINOIS STATE TREASURER Jerome Cosentino made good on his threat and has withdrawn $220 million in state funds from the First National Bank of Chicago because of the bank's refusal to lower its interest rate on credit cards... 3



PRESTON MARTIN, former vice chairman of the Federal Reserve Board, writes that an objective analysis of the thrift industry may well force the unbelievers to the conclusion that thrifts offer a major opportunity in the economy today... 4

TWO TABLES RANK the top 50 U.S. thrifts in terms of mortgage security holdings... 18

COURT DOCUMENTS SHOW that falsification of books and other records is just one of the problems regulators say they found after North America Savings and Loan of Santa Ana, Calif., was seized Jan. 16.... 24

HONOLULU FEDERAL Savings & Loan Association has been sued by one of its senior executives, who claims, among other things, that he was stripped of all duties after he uncovered a possible conflict of interest by the thrift's president in a loan transaction... 24

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Quote

This is just a start. We are negotiating for even more banks to join us. Eventually we'll force First National down — or break their monopoly.

Illinois state Treasurer Jerome Cosentino, announcing in a press release that he had withdrawn $220 million in state funds from the First National Bank of Chicago after the bank refused to lower the interest rate it charges on its bank credit cards. [Page 3]

Unquote

FEATURE SECTION

American Banker

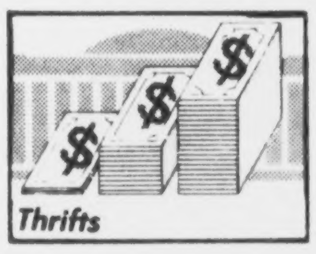
THE SECONDARY MORTGAGE MARKET: Last year's interest rate tumble hit the mortgage securities market. Now, Wall Street is coaxing stung investors back, and reaching out to the Euromarkets, with a menu replete with risk-reducing products. See **Page 7.**

Shopping Network to Buy Thrift

Bond Underwriting Firm Acquiring Minnesota S&L

Special to the American Banker

BLOOMINGTON, Minn. — Tax reform has prompted a municipal bond underwriting firm, Miller & Schroeder Financial Inc., to seek the acquisition of a medium-size Minnesota savings and loan.



Miller & Schroeder, based here, said the acquisition of Peoples Savings and Loan Association in Owatonna would help it to continue financing commercial real estate.

Federal tax revisions have severely restricted two methods that Miller & Schroeder depended on to finance housing projects and office buildings.

Minnesota: Page 20 ➸

TV Retailer to Take Over Ailing Baltimore Federal

By GORDON MATTHEWS

NEW YORK — Home Shopping Network Inc., the rapidly growing retailer that sells merchandise on television, is expanding into the financial-services arena.

The company has unveiled an agreement to acquire the ailing Baltimore Federal Financial FSA, Maryland's second largest thrift institution, for $40 million.

Roy M. Speer, chairman and chief executive officer of Home Shopping, which is based in Clearwater, Fla., said his company will use Baltimore Federal to develop and market consumer financial products to the customers and viewers across the nation of its popular shop-at-home television shows.

Television Retailer: Page 20 ➸

BankAmerica Edges into the Black

By NINA EASTON
and MICHAEL A. ROBINSON

Fourth-Quarter Earnings

BankAmerica Corp. said its fourth-quarter profit of $82 million, or 44 cents a share, is proof of "tangible progress in the corporation's restructuring program."

"As we completed 1986, we saw nonperforming loans and credit losses begin to decline," said A.W. Clausen, chairman and chief executive officer. "We also far exceeded our goal to reduce staff levels during 1986, and slowed expense growth."

However, BankAmerica said losses widened to $518 million, or $3.74 a share, in all of 1986, against losses of $337 million, or $2.68 a share, in 1985. In the 1985 fourth quarter, BankAmerica lost $178 million, or $1.27 a share.

BankAmerica managed to eke out a profit in the final quarter of 1986 by selling assets, including its Italian bank

BankAmerica: Page 22 ➸

"I hear that the fastest growing credit card, EFT, and plastic card processing and embossing provider around is in Columbus, Ohio. A company called Frankleton, I believe."

Franklinton Financial Services is only five years old, but we're already a force in the electronic transactions processing industry. Many clients across the country have discovered the depth of Franklinton expertise, quality, efficiency and "extra-mile" commitment. And the word is getting around. It's Franklinton for:

☐ FULL SERVICE CARD PROGRAMS
☐ ATM SERVICES
☐ CREDIT/DEBIT CARD PROCESSING
☐ PLASTIC PREPARATION

And it's all backed by National City Corporation, with more than $12 billion in assets. We're here to serve. And here to stay.

Call Joette Kuharic at 614/863-8222 today to see how we can help you.
Franklinton Financial Services, a division of BancOhio National Bank, 4661 East Main Street, Columbus, Ohio 43251.

It's "FRANKLINTON." And the word is getting around.

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Thrifts Put More Money in Pass-Throughs

50 Institutions Account For Most of 25% Growth

By MARK BASCH

NEW YORK — Mortgage security holdings grew by 25% at thrift institutions last year, with 50 institutions accounting for just about all of the gain, according to an *American Banker* survey.

Mortgage Securities

The holdings at institutions insured by the Federal Savings and Loan Insurance Corp. had grown to an aggregate $133.7 billion on June 30, 1986. Those thrifts had an average of 11.5% of their assets in mortgage-backed pass-through securities, compared with 10% a year earlier.

But the 50 thrifts with the largest holdings had even bigger average gains than the industry overall. Mortgage securities at those thrifts grew by 57% to almost $80 billion, accounting for 21% of their total assets.

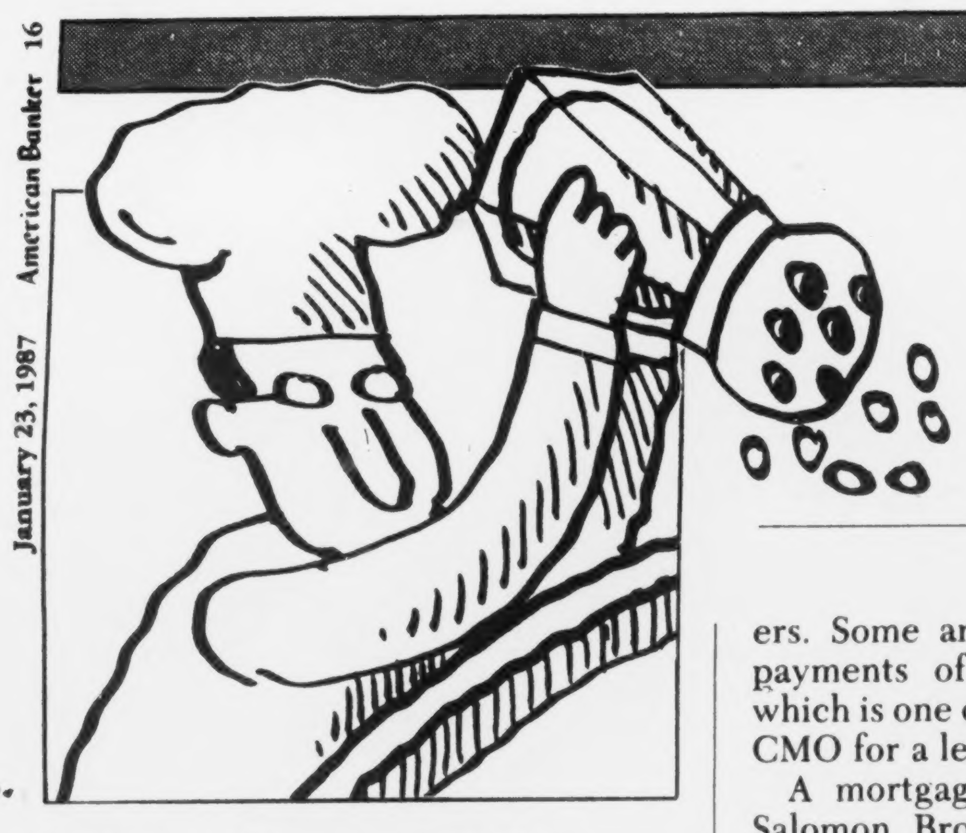
Tables List Top 50 Thrifts in Mortgage Security Holdings
Page 18
Mortgage-Backed Securities Find Promising Market in Britain
Page 2

For the second straight year, the largest holdings belonged to American Savings & Loan Association, Stockton, Calif., the principal subsidiary of the nation's largest thrift holding company, the Financial Corporation of America. American had $10.9 billion in mortgage securities at midyear 1986, more than two-and-a-half times the second-ranked thrift in the survey, First Federal of Michigan, Detroit.

Financial Corporation has been adding large amounts of mortgage securities to its portfolio as part of a growth strategy to try and reverse the huge losses the company suffered in 1984 and much of 1985. "We believe [growth] is in our best interest because we've been growing with earning assets," the chairman and president of Financial Corporation, William J. Popejoy, said in an interview last year. "We need earning assets to help carry our nonearning assets until they have been sold off."

American Savings probably has an even bigger lead over other thrifts now. The survey counted holdings as of last June 30, but in the following three months, the thrift's parent company added about $5.3 billion in mortgage-backed securities, increasing its portfolio to $16.9 billion. But the growth was

Pass-Throughs: Page 16 ➸



> "CMO issues have totally dominated the Eurobond market for about the past five weeks."

Continued from Previous Page

Markets, in the same issue, said investors no longer have to receive credit approval on each thrift issue and have a "blanket authority" to buy several thrift issues.

Even during the volatile period of the floating-rate notes in early December, the CMO bonds were faring better than other issues.

However, not all European investors are comfortable with the CMO floaters. Some are wary of the quarterly payments of interest and principal, which is one of the ideal features of the CMO for a lending institution.

A mortgage securities trader with Salomon Brothers said the investors also find the high coupon a mystery: "They want to know how we can be offering them 50 basis points over LIBOR on a triple-A-rated security."

When Franklin Savings offered its CMO floaters, it sought to ease some of the misgivings investors had about the securities.

The spread over LIBOR was about 30 basis points higher than recent transactions; there was no call option; and the maturity was five years, instead of the longer 7-10 years on other mortgage-backed securities.

Despite certain restrictions placed on the issue, Dennis Katzer, chief financial officer with Franklin, said the offering "was received well" and that "the floating-rate note market is definitely one of the funding sources" the institution would consider for future issues.

Since the Euromarkets' inception in 1983, syndicate managers have been trying to break into them with CMOs. U.S. thrift institutions are not the only firms to have issued CMO floaters in the Eurobond market. Freddie Mac sold $283.9 million in the floating-rate note market in 1986. Among other issuers were Drexel Burnham Lambert Securities Ltd. and Prudential Insurance Co. of America.

But for the thrift, entry into the foreign capital markets can be essential. In the December 1986 edition of *International Capital Markets,* Albert E. Fiacre Jr., executive vice president of finance for the Society for Savings, Hartford, Conn., said that "too many thrifts are reliant on their local Federal Home Loan Bank," to assure their institutions financial credibility, "because it is so easy."

Mr. Fiacre said he believes the $1 billion asset institution has to build its own credibility, and he asserts that "it's important [for thrift institutions] to be proficient in wholesale financings because the process exposes them to the outside world and is a big step forward towards becoming an investment grade company."

This, in turn, would allow an institution to engage in uncollateralized financings, along with asset-based fundraising.

This past November, the Society for Savings made an offering in the floating-rate note market — the first time a thrift issue was placed completely with Japanese institutional investors with offshore portfolios. The Society for Savings issue was also a five-year, no-call-option security.

In the past several months, both government-chartered and private institutions have used the market to offer mortgage-backed securities.

Since 1982, when Freddie Mac offered $600 million of zero coupon securities, U.S. housing financiers have been looking for ways to crack into the Eurobond market with their own mortgage-backed securities.

Both Freddie Mac and Fannie Mae have gone to the Eurobond market to sell other issues in the foreign markets, and interest in the securities has grown.

In September of 1985, Freddie Mac made its first foreign-targeted offering of mortgage pass-through certificates. It was a $100 million issue of multifamily Plan B Mortgage participation certificates, a fixed-rate first lien, conventional residential mortgages, and secured by properties containing five or more units. Plan B mortgages are assumable by creditworthy borrowers at the original interest rate.

These pass-through certificates were also attractive because they were exempt from the 30% withholding tax on interest paid to foreigners. Furthermore, financial institutions acting as custodians were generally exempt from the backup withholding requirement and reporting requirement on payments to the beneficial owner.

In November of 1985, Freddie Mac and Fannie Mae within a week of each other targeted European and Japanese investors with CMO issues totaling $350 million.

Though several of the issuers of CMO floaters have no immediate plans to make another entry into the floating-rate note market, they said that it was a good alternative to domestic capital markets.

The Fannie Mae spokesperson noted several economic factors — including widening spreads and the effects of the dollar's decline — for delaying any immediate action by that agency.

"We're still looking for opportunities to raise debt in the foreign markets, but we'll have to keep our eye on the various market conditions," the spokesperson said. ■

Pass-Throughs . . .

➞ Continued from Page 1

slowing in the fourth quarter, as monthly data from American Savings shows that the thrift added only about $164 million in mortgage securities in October and November.

Jonathan E. Gray, a thrift analyst with Sanford C. Bernstein & Co., New York, said that Financial Corporation's strategy reflects the current low interest rates. He said the company reduced its exposure to interest-rate increases in 1985, but it was still losing money because of its large amount of nonearning assets. "If they were going to earn any money, they had to reopen the interest-rate exposure," he said.

He said the effective yield on the securities purchased in the third quarter is around 9%, while the purchases were funded with short-term debt costing about 6%.

With interest rates expected to remain low in the near term, Mr. Gray feels Financial Corporation's earnings prospects are "quite good" with this strategy, but if rates were to rise over the next few years, the long-term outlook would be poor.

Like Financial Corporation, the second- and third-ranked thrifts in the survey — First Federal of Michigan and Gibraltar Savings, Beverly Hills, Calif. — have a little more than 37% of their assets in mortgage securities. But few other thrifts have that high a ratio. "If you analyze it, you'll find a very small number of institutions account for that addition of mortgage-backed securities to the portfolio," said Dennis J. Jacobe, director of research for the U.S. League of Savings Institutions.

In fact, if you take away the 50 institutions in the survey, the remaining 3,000-odd FSLIC-insured thrifts have only about 7% of their assets in mortgage-backed securities.

Mortgage securities are popular with thrifts because of their liquidity, analysts say, but Mr. Jacobe said one drawback to holding mortgage securities is that they are difficult to hedge properly, leaving the thrift with a lot of risk. "The idea that they're marketable tends to disguise the interest-rate risk a little bit," he said.

Reducing Interest Rate Risk

But some large thrifts are minimizing the risk by growing their mortgage securities portfolio as part of a structured-financing operation, said Peter E. Knight, vice president and director of mortgage finance for the National Council of Savings Institutions. He said these thrifts have been able to lock in an interest-rate spread on the securities.

Mr. Knight said thrifts would have to be at least at the $1 billion-asset level to be able to set up this kind of a structured-finance operation. "You're dealing with institutions that have to be pretty large," he said. "They're able to do things with the mortgages that smaller institutions are unable to do."

He said Santa Barbara Savings & Loan Association in California and City Federal Savings Bank, Bedminister, N.J., are two examples of those kind of thrifts.

Franklin Savings Association, Ottawa, Kan., has 82% of its assets in mortgage securities, the largest percentage in the survey. Dennis J. Katzer, executive vice president and chief financial officer of the thrift, said Franklin opts for securities instead of loans as part of its strategy to minimize credit risk and servicing costs.

"We have not been big originators of loans," he said. By taking on mortgage securities instead, "we reduce the servicing requirement and reduce credit risk."

Pacific First Federal Savings Bank, Tacoma, Wash., added large amounts of mortgage securities to more effectively use its excess capital, according to Jeff Thompson, vice president and mortgage portfolio administrator of the thrift.

Pacific First's mortgage securities holdings grew more than 12 times from midyear 1985 to midyear 1986, the largest percentage gain in the survey. "We were looking for a way to do conservative growth," Mr. Thompson said. He said the thrift was looking for assets with strong credit quality and liquidity.

He added that Pacific First is not worried about the interest rate risk because the thrift feels it can effectively manage the risk. "We feel very comfortable with our portfolio," he said.

In looking at a thrift with large mortgage securities holdings, "what I would want to know is how they got them," said Robert Chaut, an analyst with Salomon Brothers. He said that thrifts can add the securities to their portfolio either by securitizing loans they originate themselves, or by purchasing securities, and he would look more favorably at a thrift that takes the origination route.

Mr. Jacobe feels the growth in mortgage security holdings will slow in the future. "I think the trend is unusual," he said. "I think that what's going to happen is, some people are going to find that they didn't really want to invest in those mortgage-backed securities." ■

Strategic Dates

June 30, 1987

VAMP: The voluntary assisted merger program, the Federal Home Loan Bank Board's program enabling ailing thrifts to merge voluntarily with healthy associations and still gain federal aid, is extended until this date. The board's adoption of the program in 1982 was a temporary measure designed to assist those small thrifts that were suffering from the squeeze of high interest rates coupled with portfolios full of long-term, low-yielding mortgages.

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey on mortgage security holdings meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712. We will try to incorporate your suggestions into the next survey.

(1.) How would you **change** the survey to make it more useful? What would you add?

(2.) What did you like **best** about the survey?

(3.) What did you like **least** about the survey?

(4.) How do you use the survey in your work?

Name (optional)____________________

Title____________________

Company____________________

Address____________________

Phone____________________

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Top 50 Thrifts in Mortgage Security Holdings

Based on Mortgage-Backed Pass-Through Securities Held in Portfolios on June 30, 1986

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Total Mortgage Securities			Total Assets		Mortgage Sec. to Assets (%)		Interest Earned on Mortgage Securities			Operating Income	Mortgage Int. Earned to Operating Inc.
		6/30/86	6/30/85	% Chg.	6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85	% Chg.	6/30/86	6/30/86
1	**American Savings & Loan Assn., Stockton, Calif.**	10,945,648	6,363,005	72.02	29,179,482	27,724,422	37.51	22.95	193,657	171,174	13.13	606,401	31.94
2	**First Federal of Michigan, Detroit**	3,944,393	3,176,672	24.17	10,550,686	9,095,913	37.39	34.92	81,834	93,682	-12.65	255,735	32.00
3	**Gibraltar Savings, Beverly Hills**	3,919,130	891,496	339.61	10,358,704	7,401,827	37.83	12.04	92,141	21,238	333.85	269,589	34.18
4	**Standard Federal Bank, Troy, Mich.**	2,905,507	1,013,064	186.80	7,455,032	5,483,007	38.97	18.48	60,641	31,176	94.51	156,768	38.68
5	**Franklin Savings Assn., Ottawa, Kan.**	2,859,838	1,539,543	85.76	3,481,398	1,783,400	82.15	86.33	74,656	44,741	66.86	89,264	83.64
6	**Columbia Savings & Loan Assn., Beverly Hills**	2,569,023	1,440,504	78.34	7,322,457	5,781,153	35.08	24.92	67,294	53,254	26.36	237,264	28.36
7	**Glendale Federal Savings & Loan Assn., Calif.**	2,373,245	1,813,956	30.83	15,966,689	12,707,282	14.86	14.27	58,772	47,780	23.01	403,076	14.58
8	**Home Savings of America FA, Irwindale, Calif.**	2,359,816	2,417,769	-2.40	27,878,939	24,635,601	8.46	9.81	92,823	78,432	18.35	722,620	12.85
9	**Crossland Savings, FSB, Brooklyn, N.Y.**	2,337,616	1,090,870	114.29	7,855,960	6,547,935	29.76	16.66	42,849	21,509	99.21	163,597	26.19
10	**World Savings, FS&LA, Oakland, Calif.**	2,319,247	2,312,488	0.29	12,214,404	11,480,001	18.99	20.14	59,971	73,642	-18.56	325,564	18.42
11	**Homestead Savings, FS&LA, San Francisco**	2,247,797	596,414	276.89	5,060,565	3,306,314	44.42	18.04	55,676	18,106	207.50	135,009	41.24
12	**Guardian Savings & Loan Assn., Houston**	2,040,426	1,880,957	8.48	2,579,081	2,224,077	79.11	84.57	41,935	56,800	-26.17	57,504	72.93
13	**TCF Banking & Savings, FA, Minneapolis**	2,033,285	1,371,769	48.22	5,823,743	4,526,506	34.91	30.31	52,943	36,489	45.09	136,585	38.76
14	**United Savings Assn., Houston**	1,948,247	1,084,016	79.72	5,615,049	4,428,817	34.70	24.48	48,427	23,115	109.50	131,465	36.84
15	**Benjamin Franklin Federal S&L Assn., Portland, Ore.**	1,618,001	1,631,704	-0.84	4,394,547	3,861,452	36.82	42.26	49,101	51,085	-3.88	122,199	40.18
16	**Coast Savings & Loan Assn., Los Angeles**	1,521,687	541,788	180.86	8,044,701	6,297,860	18.92	8.60	33,683	19,218	75.27	200,403	16.81
17	**Anchor Savings Bank FSB, Northport, N.Y.**	1,410,116	677,087	108.26	7,328,381	4,393,222	19.24	15.41	31,267	15,850	97.27	168,885	18.51
18	**Goldome FSB, Buffalo, N.Y.**	1,392,152	1,185,564	17.43	12,290,494	11,353,425	11.33	10.44	26,237	23,455	11.86	272,359	9.63
19	**Carteret Savings Bank, FA, Morristown, N.J.**	1,390,914	1,202,955	15.62	5,345,308	5,103,287	26.02	23.57	35,218	35,514	-0.83	136,094	25.88
20	**Community Federal S&L Assn., St. Louis, Mo.**	1,379,688	548,382	151.59	4,363,265	3,548,136	31.62	15.46	28,242	15,025	87.97	97,948	28.83
21	**Talman Home Federal S&L Assn., Chicago**	1,297,827	1,359,376	-4.53	5,834,376	6,297,087	22.24	21.59	33,768	39,886	-15.34	137,795	24.51
22	**Northeast Savings, FA, Hartford, Conn.**	1,264,448	882,096	43.35	5,276,220	4,070,444	23.97	21.67	30,185	22,044	36.93	121,769	24.79
23	**City Federal Savings Bank, Elizabeth, N.J.**	1,208,013	370,942	225.66	10,194,595	7,982,888	11.85	4.65	31,835	7,540	322.21	269,992	11.79
24	**MeraBank, FSB, Phoenix, Ariz.**	1,197,990	1,331,593	-10.03	5,322,461	4,753,633	22.51	28.01	34,191	37,080	-7.79	157,516	21.71
25	**Gibraltar Savings Assn., Houston**	1,114,286	556,229	100.33	5,276,174	4,202,257	21.12	13.24	30,760	5,440	465.44	116,919	26.31
26	**Santa Barbara Savings & Loan Assn., Calif.**	1,075,104	454,856	136.36	3,416,953	2,694,323	31.46	16.88	24,709	10,297	139.96	84,489	29.25
27	**Great Western Savings FS&LA, Beverly Hills**	975,326	684,626	42.46	23,166,716	21,756,122	4.21	3.15	29,176	31,914	-8.58	642,441	4.54
28	**Imperial Savings Assn., San Diego, Calif.**	967,451	154,039	528.06	7,957,387	7,589,305	12.16	2.03	26,172	9,596	172.74	205,903	12.71
29	**Dime Savings Bank of New York FSB, New York**	965,306	837,895	15.21	7,999,700	7,618,850	12.07	11.00	19,705	19,191	2.68	198,027	9.95
30	**First Federal Savings & Loan Assn., Rochester, N.Y.**	959,049	1,063,820	-9.85	4,635,586	4,496,060	20.69	23.66	24,568	27,226	-9.76	116,856	21.02
31	**Bright Banc Savings Assn., Dallas**	950,540	514,382	84.79	4,612,430	2,149,708	20.61	23.93	18,798	16,816	11.79	100,675	18.67
32	**Florida Federal S&L Assn., St. Petersburg**	916,197	617,055	48.48	5,194,406	4,802,187	17.64	12.85	23,896	17,288	38.22	104,025	22.97
33	**Georgia Federal Bank, FSB, Atlanta**	902,983	97,472	826.40	3,086,980	2,414,129	29.25	4.04	12,178	3,132	288.83	70,630	17.24
34	**California Federal S&L Assn., Los Angeles**	901,723	1,419,763	-36.49	19,253,289	16,628,729	4.68	8.54	29,430	48,505	-39.33	481,287	6.11
35	**Pacific First Federal Savings Bank, Tacoma, Wash.**	899,420	66,192	1,258.80	3,627,491	2,613,750	24.79	2.53	28,266	1,342	2,006.26	97,604	28.96
36	**Seamen's Bank for Savings FSB, New York**	885,245	371,128	138.53	3,189,257	3,091,155	27.76	12.01	20,258	7,313	177.01	80,306	25.23
37	**Commercial Federal S&L Assn., Omaha, Neb.**	869,511	442,098	96.68	3,001.023	2,552,149	28.97	17.32	22,107	11,880	86.09	77,916	28.37
38	**CenTrust Savings Bank, Miami**	827,480	736,432	12.36	5,421,883	4,347,439	15.26	16.94	23,447	25,664	-8.64	149,713	15.66
39	**Columbia Savings, FS&LA, Denver**	804,822	409,031	96.76	2,660,310	2,526,705	30.25	16.19	18,046	15,894	13.54	63,299	28.51
40	**Empire of America FSB, Buffalo, N.Y.**	804,509	238,393	237.47	6,256,640	5,784,367	12.86	4.12	18,203	5,980	204.40	153,929	11.83
41	**Fortune Federal S&L Assn., Clearwater, Fla.**	764,000	684,867	11.55	2,155,506	1,890,792	35.44	36.22	17,933	14,359	24.89	53,295	33.65
42	**First Nationwide Bank, FSB, San Francisco**	762,465	795,688	-4.18	12,995,194	10,491,296	5.87	7.58	18,121	22,066	-17.88	321,633	5.63
43	**First Texas Savings Assn., Dallas**	742,186	523,915	41.66	3,902,537	3,606,386	19.02	14.53	15,701	11,505	36.47	87,331	17.98
44	**Long Island Svgs Bank of Centereach FSB, N.Y. (a)**	724,673	973,774	-25.58	3,075,671	2,917,714	23.56	33.37	21,103	24,970	-15.49	72,479	29.12
45	**D&N Savings Bank, FSB, Hancock, Mich.**	674,239	369,809	82.32	1,726,526	1,445,016	39.05	25.59	14,925	8,739	70.79	43,297	34.47
46	**Transohio Savings Bank, FSB, Cleveland**	634,916	293,082	116.63	3,580,270	2,899,179	17.73	10.11	15,708	6,083	158.23	94,941	16.55
47	**American Savings & Loan Assn. of Florida, Miami**	632,896	816,346	-22.47	2,622,072	2,773,936	24.14	29.43	16,832	19,600	-14.12	64,779	25.98
48	**Home Federal S&L Assn., San Diego, Calif.**	599,064	420,921	42.32	10,686,525	9,524,838	5.61	4.42	11,175	8,885	25.77	286,773	3.90
49	**Bank Western FSB, Denver**	579,638	191,944	201.98	3,278,655	3,066,694	17.68	6.26	7,290	5,359	36.03	56,650	12.87
50	**Citicorp Savings of Illinois, FS&LA, Chicago**	563,506	485,581	16.05	4,590,681	4,445,018	12.27	10.92	11,217	17,400	-35.53	114,040	9.84
	TOTALS FOR THE TOP 50 (Dollars Billions)	**79.98**	**50.94**	**57.00**	**377.1**	**323.1**	**21.21**	**15.77**	**1.88**	**1.43**	**30.87**	**9.31**	**20.15**
	TOTALS FOR ALL FSLIC-INSURED INSTITUTIONS (b)	**$133.7**	**107.4**	**24.49**	**1,159.3**	**1,069.5**	**11.53**	**10.04**					

Total Mortgage Securities are mortgage-backed pass through securities held in the thrift's portfolio on June 30. **A mortgage-backed security** is any of a variety of investment securities representing shares in a pool of mortgage loans; often guaranteed by the Government National Mortgage Association (GNMA) or privately insured. **A pass-through security** is a security representing an interest in an underlying pool of mortgages, on which payments received on the underlying pool are passed through to the security investor. According to the FHLBB's quarterly report of condition, mortgage-backed pass through securities are the sum of: (1) all mortgage-backed pass-through securities insured or guaranteed by an agency or instrument (e.g., FHLMC, FNMA, or GNMA) of the United States, including those eligible for liquidity plus conventional mortgage-backed pass-through securities; and (2) conventional mortgage-backed pass-through securities are not insured or guaranteed by an agency or instrument of the United States. They include Mortgage Guaranty Insurance Corp. (MGIC) short-term participation certificates which are collateral loans secured by liens on real estate. **Interest earned on mortgage securities** is all interest earned during the period (ending June 30) on mortgage-backed pass through securities. Included is the amortization of discounts and premiums earned during the period. **Total operating income** is the sum of gross interest income from loans and investments; plus net income from leasing, REO operations, service corporations and subsidiaries, and office building operations; plus all other operating income. Data were provided by **ADP Data Services Division** from their Federal Home Loan Bank Board data base of FSLIC-insured savings institutions. **(a)**— A division of Long Island Savings Bank of FSB, Syosset, N.Y. **(b)**— Aggregate data are from the FHLBB. The FHLBB data series was revised in July 1985. American Banker adjusted the June 1985 data to relect the changes in the series.

Summary Data for Top 50 Thrifts in Mortgage Securities

Based on Midyear 1986 Data

Largest Ratio: Mortgage Securities To Assets

		Ratio (%)
1	Franklin Savings Assn., Ottawa, Kan.	82.2
2	Guardian Savings & Loan Assn., Houston	79.1
3	Homestead Savings FS&LA, San Francisco	44.4
4	D&N Savings Bank, FSB, Hancock, Mich.	39.1
5	Standard Federal Bank, Troy, Mich.	39.0
6	Gibraltar Savings, Beverly Hills	37.8
7	American S&L Assn., Stockton, Calif.	37.5
8	First Federal of Michigan, Detroit	37.4
9	Benjamin Franklin Fed. S&L, Portland, Ore.	36.8
10	Fortune Federal S&L Assn., Clearwater, Fla.	35.4

Largest Ratio: Mortgage Interest Earned To Operating Income

		Ratio (%)
1	Franklin Savings Assn., Ottawa, Kan.	84
2	Guardian Savings & Loan Assn., Houston	73
3	Homestead Savings FS&LA, San Francisco	41
4	Benjamin Franklin Fed. S&L, Portland, Ore.	40
5	TCF Banking & Savings FA, Minneapolis	39
6	Standard Federal Bank, Troy, Mich.	39
7	United Savings Assn., Houston	37
8	D&N Savings Bank, FSB, Hancock, Mich.	34
9	Gibraltar Savings, Beverly Hills	34
10	Fortune Federal S&L Assn., Clearwater, Fla.	34

Largest Gain in Mortgage Securities (6/85-6/86)

		Ratio (%)
1	Pacific First Fed. Svgs. Bank, Tacoma, Wash.	1,259
2	Georgia Federal Bank, FSB, Atlanta	826
3	Imperial Savings Assn., San Diego, Calif.	528
4	Gibraltar Savings, Beverly Hills	340
5	Homestead Savings FS&LA, San Francisco	277
6	Empire of America FSB, Buffalo, N.Y.	237
7	City Federal Savings Bank, Elizabeth, N.J.	226
8	Bank Western FSB, Denver	202
9	Standard Federal Bank, Troy, Mich.	187
10	Coast Savings & Loan Assn., Los Angeles	181

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TOP BANKS IN MORTGAGE SECURITIES — TABLES P.6

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Monday, January 26, 1987

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Banks Boost Investments in Mortgage Securities

Abundant Supply, US Guarantee, and Premium Yields Make Them Attractive

By MICHAEL CACACE

NEW YORK — Securities backed by home mortgages and insured by federally sponsored agencies are becoming an increasingly attractive investment vehicle for many commercial banks, an *American Banker* survey has found.

The abundant supply of these securities, their high-quality ratings, and their premium yields are the three main reasons for their appeal to banks.

Last year, for example, the top 50 banks in mortgage security investments increased their holdings by 77%. As of June 30, 1986, the top 50 banks held $15.05 billion in mortgage securities, compared with $8.48 billion a year earlier.

Some banks, however, posted gains that were substantially higher than the average. The First Union National Bank, Charlotte, N.C., which ranked as the top bank in mortgage security holdings, increased its mortgage security investments fourfold last year to $2.06 billion on June 30, from $517 million a year earlier. And the Irving Trust Co., New York, posted the largest gain among the top 50 banks, increasing its holdings of mortgage securities by more than 14,000% to $252 million at midyear 1986.

According to a spokesman for First Union, "the bank was attracted to the government guarantee, the attractive yield, and the flexibility of tailoring a Ginnie Mae investment to our yield and maturity needs. In addition, the slowing of loan demand in our markets was another factor." As of June 30, all of First Union's mortgage securities were government mortgage securities.

A spokesman for Irving Trust listed similar reasons for Irving's substantial increase in mortgage security investments. "Definitely, yield and quality were prime reasons for the invest-

Mortgage: Page 7 ➻

Top Five Banks in Mortgage Securities

In Millions of Dollars on June 30, 1986

1. First Union National Bank	$2,061
2. Pittsburgh National Bank	1,182
3. Bank of America	1,049
4. First National Bank, Boston	1,020
5. First Pennsylvania Bank NA	553

Agencies Seek National Housing Policy

Freddie Mac, Fannie Mae Heads Hope Congress Will Set Course

By MARK BASCH

NEW YORK — As players in the secondary mortgage market gather in Hawaii for one of their biggest conventions, discussion is likely to center on a key issue facing the industry in 1987 — what role the U.S. government should play in the housing market.

The leaders of both the Federal Home Loan Mortgage Corp. and the Federal National Mortgage Association recently expressed concern over that issue and the effects that a national housing policy would have on their organizations.

"The issue that will be under scrutiny is broader than Fannie Mae or Freddie Mac — it is government's role in housing in general and the mortgage market in particular," Leland C. Brendsel, Freddie Mac's acting president, said in a speech this month at the Mortgage Bankers Association of America's economic outlook conference in New York.

"Tremendous attention must be placed on looking at any fundamental moves in the secondary market as to what its impact will really be on the national housing policy in this country," Fannie Mae President Frank V. Cahouet told reporters after his speech at the conference. "We feel that should be addressed at this time, before we move too much further down the road."

Mr. Brendsel said his main concern is the administration's proposal that mortgage loans purchased by Freddie Mac and Fannie Mae be capped, with limits varying from market to market. The limit would be $153,100 in areas

Agencies: Page 22 ➻

Sears Bank Selling Up to 50 Branches; Citicorp Link Seen

West Coast Bureau

LOS ANGELES — The Sears Savings Bank, whose earnings fell sharply in the first nine months of 1986, is negotiating to sell more than half of its 91 branches, industry sources said on Friday. Citicorp Savings is reportedly the leading candidate to buy the branches, which stand apart from Sears stores.

Citicorp Savings, San Francisco, is a unit of New York-based Citicorp, the nation's largest bank holding company. Sears Savings Bank, Glendale, Calif., is a unit of Sears, Roebuck and Co., the Chicago-based retailing and financial services concern.

Neither Sears nor Citicorp would comment. However, a report in the *Los Angeles Times* on Friday said Sears Sav-

Sears: Page 23 ➻

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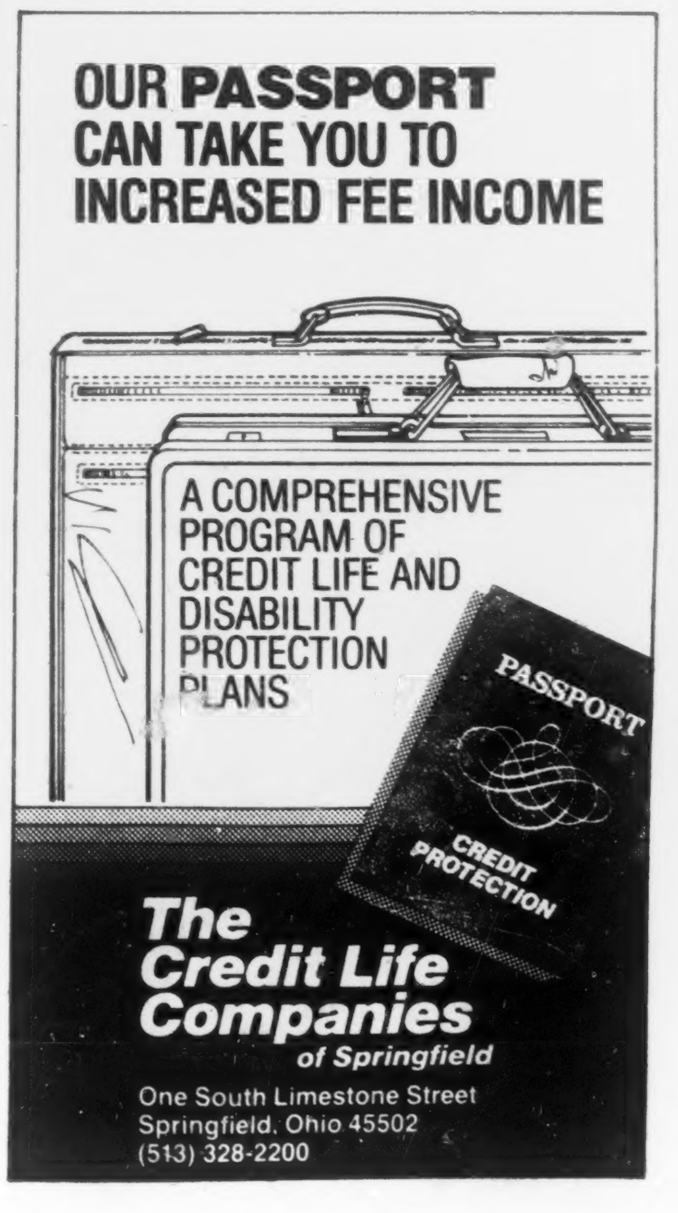
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Top 50 Banks in Mortgage Security Holdings

Based on Combined Government- and Private-Insured Securities on June 30, 1986

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Total Mortgage Securities 6/30/86	Total Mortgage Securities 6/30/85	Total Mortgage Securities % Chg.	Government Mortgage Sec. 6/30/86	Government Mortgage Sec. 6/30/85	Private Mortgage Sec. 6/30/86	Private Mortgage Sec. 6/30/85	Total Assets 6/30/86	Total Securities 6/30/86	Ratios on 6/30/86 Mtge Sec: Assets	Ratios on 6/30/86 Mtge Sec: Securities	Ratios on 6/30/86 Sec: Assets
1	First Union National Bank, Charlotte, N.C.	2,060,997	517,818	298.02	2,060,997	517,818	0	0	13,324,348	4,304,853	15.47	47.88	32.31
2	Pittsburgh National Bank	1,181,717	335,358	252.37	1,181,717	335,358	0	0	12,457,487	3,531,352	9.49	33.46	28.35
3	Bank of America NT & SA, San Francisco	1,049,000	1,048,000	0.10	1,049,000	1,048,000	0	0	105,234,001	4,823,000	1.00	21.75	4.58
4	First National Bank, Boston	1,019,777	149,591	581.71	1,019,777	149,591	0	0	22,377,176	1,824,273	4.56	55.90	8.15
5	First Pennsylvania Bank NA, Philadelphia	552,679	657,977	-16.00	552,679	657,977	0	0	5,700,432	717,449	9.70	77.03	12.59
6	Hibernia National Bank, New Orleans	508,626	370,877	37.14	508,626	370,877	0	0	2,451,480	705,539	20.75	72.09	28.78
7	First Fidelity Bank NA, Newark, N.J.	497,021	367,942	35.08	308,419	367,942	188,602	0	8,527,293	1,793,612	5.83	27.71	21.03
8	National Bank OF Detroit	446,146	210,494	111.95	446,146	210,494	0	0	13,010,940	2,997,979	3.43	14.88	23.04
9	Equibank, Pittsburgh	409,192	385,082	6.26	408,223	383,949	969	1,133	2,339,002	589,969	17.49	69.36	25.22
10	Citibank NA, New York	394,000	557,000	-29.26	394,000	555,000	0	2,000	142,477,000	8,196,000	0.28	4.81	5.75
11	Chemical Bank, New York	387,071	222,477	73.98	378,997	222,477	8,074	0	57,069,890	4,804,169	0.68	8.06	8.42
12	Republic National Bank, New York	377,549	59,900	530.30	377,549	59,900	0	0	16,246,325	2,903,631	2.32	13.00	17.87
13	Florida National Bank, Jacksonville	309,223	45,684	576.87	22,941	31,722	286,282	13,962	6,316,365	991,576	4.90	31.19	15.70
14	Comerica Bank-Detroit	297,904	275,220	8.24	297,904	275,220	0	0	6,760,707	1,044,611	4.41	28.52	15.45
15	Southeast Bank NA, Miami	291,423	220,974	31.88	249,821	220,974	41,602	0	10,406,946	1,933,644	2.80	15.07	18.58
16	Continental Illinois National B&T Co., Chicago	290,257	620,644	-53.23	290,257	620,644	0	0	28,710,844	2,599,915	1.01	11.16	9.06
17	Manufacturers Hanover Trust Co., New York	288,685	.....	...	288,685	.....	0	.....	62,168,657	3,685,453	0.46	7.83	5.93
18	Bank of Baltimore	257,581	182,015	41.52	257,581	182,015	0	0	2,047,991	919,237	12.58	28.02	44.88
19	Irving Trust Co., New York	252,448	1,739	14,417	251,130	300	1,318	1,439	19,471,741	1,217,230	1.30	20.74	6.25
20	Dominion Bank NA, Roanoke, Va.	231,138	52,097	343.67	231,138	52,097	0	0	3,196,617	527,232	7.23	43.84	16.49
21	First National Bank of Maryland, Baltimore	203,987	80,102	154.66	203,987	80,102	0	0	4,331,287	697,412	4.71	29.25	16.10
22	Fidelity Bank NA, Malvern, Pa.	191,663	.....	...	124,060	.....	67,603	.....	6,804,483	708,901	2.82	27.04	10.42
23	Equitable Bank NA, Baltimore	189,193	101,163	87.02	189,193	101,163	0	0	3,410,680	1,017,955	5.55	18.59	29.85
24	Union Trust Co., Baltimore	186,749	1,334	13,899	186,749	1,334	0	0	2,781,180	481,629	6.71	38.77	17.32
25	BancOhio National Bank, Columbus	179,730	196,765	-8.66	179,730	196,765	0	0	4,360,304	649,615	4.12	27.67	14.90
26	Maryland National Bank, Baltimore	167,253	11,527	1350.97	143,993	11,527	23,260	0	7,246,689	947,065	2.31	17.66	13.07
27	Huntington National Bank, Columbus, Ohio	164,968	134,493	22.66	164,968	134,493	0	0	6,609,547	982,915	2.50	16.78	14.87
28	American Security Bank NA, Washington, D.C.	164,507	35,159	367.89	164,507	35,159	0	0	4,226,178	747,094	3.89	22.02	17.68
29	First National Bank, Louisville, Ky.	161,117	.....	...	120,123	.....	40,994	.....	3,585,542	536,617	4.49	30.02	14.97
30	Morgan Guaranty Trust Co., New York	152,160	56,663	168.54	152,160	56,663	0	0	67,856,409	1,761,535	0.22	8.64	2.60
31	Northern Trust Co., Chicago	150,806	85,634	76.11	0	85,634	150,806	0	6,935,552	998,956	2.17	15.10	14.40
32	Texas Commerce Bank NA, Houston	150,622	.....	...	150,622	.....	0	.....	10,793,299	1,043,222	1.40	14.44	9.67
33	United Virginia Bank, Richmond	119,047	125,601	-5.22	100,679	125,601	18,368	0	7,170,580	876,604	1.66	13.58	12.23
34	United Jersey Bank, Hackensack, N.J.	118,543	38,830	205.29	0	301	118,543	38,529	3,148,162	512,559	3.77	23.13	16.28
35	Hibernia Bank, San Francisco	118,400	207,529	-42.95	72,192	186,818	46,208	20,711	1,269,228	124,755	9.33	94.91	9.83
36	Exchange National Bank, Chicago	114,608	83,440	37.35	114,608	83,440	0	0	1,585,612	304,920	7.23	37.59	19.23
37	Connecticut National Bank, Hartford	113,880	90,244	26.19	113,880	90,244	0	0	7,190,882	901,753	1.58	12.63	12.54
38	First Interstate Bank of Washington NA, Seattle	112,534	88,026	27.84	112,534	88,026	0	0	3,218,897	329,548	3.50	34.15	10.24
39	AmSouth Bank Birmingham NA, Ala.	111,614	13,236	743.26	111,614	13,236	0	0	5,237,380	1,007,783	2.13	11.08	19.24
40	Society National Bank, Cleveland	111,599	178,640	-37.53	111,599	178,640	0	0	5,129,603	1,063,786	2.18	10.49	20.74
41	First Fidelity Bank NA, Totowa, N.J.	109,354	62,951	73.71	109,354	62,951	0	0	1,466,336	355,791	7.46	30.74	24.26
42	First National Bank, Atlanta	104,125	153,078	-31.98	104,125	153,078	0	0	6,826,920	580,620	1.53	17.93	8.50
43	Equitable Bank of Delaware, Dover	104,014	.....	...	104,014	.....	0	.....	448,711	297,472	23.18	34.97	66.29
44	Merchants National Bank & Trust Co., Indianapolis	100,589	47,098	113.57	41,181	41,620	59,408	5,478	2,446,469	416,656	4.11	24.14	17.03
45	First National Bank, Minneapolis	96,028	49,592	93.64	96,028	49,592	0	0	9,981,519	1,593,936	0.96	6.02	15.97
46	Rainier National Bank, Seattle	92,160	90,255	2.11	55,388	90,255	36,772	0	7,698,870	640,895	1.20	14.38	8.32
47	Industrial Valley Bank & Trust Co., Philadelphia	90,749	113,102	-19.76	90,749	113,102	0	0	2,052,348	336,099	4.42	27.00	16.38
48	Seattle-First National Bank	88,477	133,376	-33.66	88,477	133,376	0	0	9,661,215	171,813	0.92	51.50	1.78
49	Shawmut Bank of Boston NA	88,189	11,313	679.54	63,980	11,313	24,209	0	5,058,277	737,665	1.74	11.96	14.58
50	Bank One Cleveland NA	87,128	5,344	1530.39	58,924	5,344	28,204	0	1,345,019	289,207	6.48	30.13	21.50
	TOTALS FOR TOP 50 (Dollars Millions)	**15,046**	**8,475**	**77.5**	**13,905**	**8,460**	**1,074**	**83**	**750,172**	**71,226**	**2.01**	**21.12**	**9.49**
	TOTALS FOR ALL BANKS 12/31/85 (Dollars Millions) (a)	**24,501**			**23,961**		**540**		**2,706,663**	**435,599**	**0.91**	**5.62**	**16.09**

Total Mortgage Securities are the the book value of all of the bank's holdings of U.S. government and private certificates of participation in pools of residental mortgages. Mortgage securities held in a bank's trading accounts are excluded. **Government Mortgage Securities** are the book value of all holdings of certificates of participation in pools of residental mortgages that are U.S. government-issued or -guaranteed. Included are certificates of participation in pools of residential mortgages issued or guarenteed by the Government National Mortgage Association (GNMA), the Federal National Mortgage Association (FNMA), or the Federal Home Loan Mortgage Corp. (FHLMC). **Private Mortgage Securities** are the book value of all holdings of certificates of participation in pools of residental mortgages that are issued by others (e.g. other depository institutions or insurance companies) that are **not** guaranteed by the U.S. government. **Total Assets** are the bank's consolidated assets on June 30. **Total Securities** are the book value of all the bank's holdings of securities of all types: U.S. Treasury securities; the securities of other U.S. government agencies and corporations; U.S. government and private certificates of participation in pools of residental mortgages; securities issued by states and local governments; and foreign debt and equity securities. **Ratios on 6/30/86:** (1) total mortgage securities-to-total assets; (2) rotal mortgage securities-to-total securities; and (3) total securities-to-total assets. **(a)**— Dec. 31, 1985, are regulatory report of condition data for all insured commercial banks. Source of these data are the January 1987 Federal Reserve **Bulletin**.Data were provided by **AD? Data Services Division** from their data base of the federal regulatory report of condition.

Summary Data for Top 50 Banks in Mortgage Securities

Based on Midyear 1986 Data

Largest Ratio: Mortgage Securities To Assets

		Ratio (%)
1	Equitable Bank of Delaware, Dover	23.2
2	Hibernia National Bank, New Orleans	20.8
3	Equibank, Pittsburgh	17.5
4	First Union National Bank, Charlotte N.C.	15.5
5	Bank of Baltimore	12.6
6	First Pennsylvania Bank NA, Philadelphia	9.7
7	Pittsburgh National Bank	9.5
8	Hibernia Bank, San Francisco	9.3
9	First Fidelity Bank NA, Totowa, N.J.	7.5
10	Exchange National Bank, Chicago	7.2

Largest Ratio: Mortgage Securities To Total Securities

		Ratio (%)
1	Hibernia Bank, San Francisco	95
2	First Pennsylvania Bank NA, Philadelphia	77
3	Hibernia National Bank, New Orleans	72
4	Equibank, Pittsburgh	69
5	First National Bank, Boston	56
6	Seattle-First National Bank	52
7	First Union National Bank, Charlotte, N.C.	48
8	Dominion Bank NA, Roanoke, Va.	44
9	Union Trust Co., Baltimore	39
10	Exchange National Bank, Chicago	38

Largest Gain in Mortgage Securities (6/85-6/86)

		Ratio (%)
1	Irving Trust Co., New York	14,417
2	Union Trust Co., Baltimore	13,899
3	Bank One Cleveland NA	1,530
4	Maryland National Bank, Baltimore	1,351
5	AmSouth Bank Birmingham NA, Ala.	743
6	Shawmut Bank of Boston NA	680
7	First National Bank, Boston	582
8	Florida National Bank, Jacksonville	577
9	Republic National Bank, New York	530
10	American Security Bank NA, Washington, D.C.	368

Banks Increase Mortgage Securities Holdings

➸ Continued from Page 1

ments," he said. "Prior to these investments, we anticipated the more active prepayment of these securities, but the yield was still attractive."

These are some of the findings of the *American Banker's* second annual survey of the top 50 banks in mortgage security investments, published today. The survey, which covers the 12-month period that ended last June 30, is based on data from reports of condition submitted by banks to federal regulatory authorities.

The survey measured bank holdings of U.S. government and private certificates of participation in pools of residential mortgages; they are marked at book value. Government mortgage securities are U.S. government-issued or government-sponsored securities, including those originated by the Government National Mortgage Association, or Ginnie Mae; the Federal National Mortgage Association, or Fannie Mae; and the Federal Home Loan Mortgage Corp., or Freddie Mac.

Private mortgage securities are issued by other depository institutions and insurance companies. Government mortgage securities account for over 92% of total mortgage security holdings of the top 50 banks.

Reasons for Growth

Last year, substantially lower interest rates in the mortgage market caused a surge in mortgage lending and mortgage refinancings.

Most of these mortgages were fixed-rate loans. Many thrift institutions that traditionally invested in mortgages were shying away from these fixed-rate loans because of the problems experienced by the thrifts with fixed-rate investments over the past five years.

However, these institutions continued to originate mortgages. The supply of government mortgage securities grew by more than 30% to $475.6 billion at midyear 1986, from $365.7 billion a year earlier.

Commercial banks seeking relatively safe investments were attracted to the government mortgage securities for two reasons: They are quality investments sponsored by agencies of the U.S. government, and they were offering premium yields.

For example, at midyear, the yield on Ginnie Mae securities expected to mature in 12 years was 9.57%, or 186 basis points higher than the 7.71% yield on 10-year Treasury securities.

As reported in the *American Banker* last Friday, some thrifts — specifically the top 50 thrifts in mortgage security holdings — were also not afraid to invest in these securities. The mortgage security investments of the top 50 thrifts rose 57% to $80 billion on June 30, 1986, from $51 billion the year before, to account for most of the thrift industry's investment in these securities.

Other Survey Findings

- Of the $15.05 billion in mortgage security investments held by the top 50 banks at midyear, $13.91 billion, or 92.4%, were government mortgage securities.
- Mortgage security investments for the top 50 banks accounted for 2.1% of their total consolidated assets but more than 21% of their entire investment in securities of all types.
- According to the Federal Reserve Board's latest data for all insured banks, as of Dec. 31, 1985, mortgage security investments accounted for only 0.9% of the total consolidated assets of the banking industry and 5.6% of its entire investment in securities of all types.
- Among the top 50 banks, the 43d-ranked Equitable Bank of Delaware, in Dover, had the highest ratio of mortgage security investments to total assets. Its mortgage security investments of $104 million accounted for 23.2% of the bank's $449 million in assets.
- The Hibernia Bank, San Francisco, which ranked 35th in mortgage security holdings with its $118.4 million portfolio, had the highest ratio of mortgage security investments to total investments in securities. Government mortgage securities account for almost 95% of the bank's entire portfolio of securities of all types. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey on bank mortgage security holdings meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712. We will try to incorporate your suggestions into the next survey.

(1.) How would you **change** the survey to make it more useful? What would you add?

____

____

(2.) What did you like **best** about the survey?

____

____

(3.) What did you like **least** about the survey?

____

____

(4.) How do you use the survey in your work?

____

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____

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Name (optional)________________

Title________________

Company________________

Address________________

____

Phone________________

Meritor Financial Posts Quarterly Gain in Net Income

By MARK BASCH

Fourth-Quarter Earnings

NEW YORK — Meritor Financial Group, Philadelphia, reported higher net income in the fourth quarter, as the thrift holding company recorded its first profit independent of gains on the sale of investments and loans since the first quarter of 1985.

Meritor, the parent of PSFS, Philadelphia, had net income before extraordinary items of $4.7 million, or 13 cents a share, compared with a year-earlier loss of $1.7 million, or 5 cents a share, in the fourth quarter of 1985. Extraordinary gains from the use of net operating loss carryforwards made final net income of $9.1 million, or 26 cents a share, in the 1986 quarter, compared with $7 million, or 20 cents a share, a year earlier.

For the full year, Meritor posted a net loss before extraordinary items of $5.2 million, compared with a profit of $21 million in 1985. The company was profitable overall in 1986 because of the use of loss carryforwards.

The 1986 results were lower because Meritor reduced its reliance on gains from the sale of loans and investments. Net gains from those sales were $34.9 million in 1986, down from $109.3 million in 1985. In the fourth quarter of 1986, net gains were $5.2 million, compared with $29 million in the year-earlier period.

"We are currently emerging from a costly and sometimes painful process of restructuring," said Meritor chairman Frederick S. Hammer. "In the process of strengthening our balance sheet, we have sacrificed short-term earnings to position ourselves more competitively for the future."

The company had a 20% increase in net interest income in the fourth quarter to $70.7 million. ■

More Bank Associations Buy into Captive Insurer

NEW YORK — BancInsure, an insurance company created in 1985 by five state bankers' associations, said that three more state trade groups have purchased equity positions in the company.

BancInsure provides a full package of insurance products to financial institutions, including directors' and officers' liability and blanket bond coverages.

Its new shareholders are the bankers' associations of Arkansas, Montana, and Oregon. Headquartered in Oklahoma City, the company was originally formed by the state bankers' associations of Minnesota, North Dakota, South Dakota, Oklahoma, and Wisconsin.

BancInsure president Galen Pate said active negotiations are under way with six other state bankers' associations that are also expected to buy equity positions in the company.

Mr. Galen is also president of Signal Bank Inc., West St. Paul, Minn. ■

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TODAY

NEWS MONDAY

WEEKLY REVIEW AND OUTLOOK — Pull Out Section Starting on Page 13

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A Perspective on New Developments

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FINANCIAL INDUSTRY executives reacted favorably to last week's proposal by E. Gerald Corrigan, president of the Federal Reserve Bank of New York, to restructure the financial services industry as well as the way it is regulated... 2

IN THE SECOND PART of an excerpt from Mr. Corrigan's essay, he discusses the principles behind the proposals... 10

WHEN HE CROSSED the Hudson River to New Jersey 16 years ago to join the National Newark and Essex Bank, Robert Van Buren hardly guessed that the institution — which is now the Midlantic Corp.— would evolve into the state's first major interstate banking organization... 2

THE FDIC HANDLED six bank failures on Thursday, the busiest single day since a post-Depression-record seven banks were closed May 31, 1985... 2

AS MARKET INTEREST rates continue their spiral downward, deposits into short-term savings and checking accounts are swelling coffers at the nation's banks and thrifts... 3

NET INCOME GROWTH at the largest superregional bank holding companies in 1986 was almost twice that of nonsuperregional bank holding companies... 3

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THE BOND BUYER/American Banker today announced the launching of its Collateralized Mortgage Obligation/Real Estate Mortgage Investment Conduit Information Service... 6

CONGRESS CONSULTED Wall Street last week on plans to rescue the FSLIC and was told that a market exists for bonds that would be sold under either of two proposals that have been advanced so far... 32

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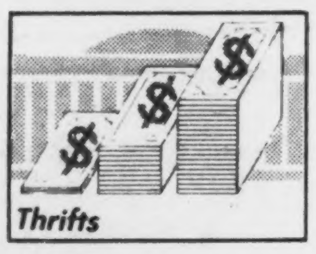
FSLIC Fund Nears Rock Bottom

Potential of Asian Market Lures Group to Hawaii

By NINA BERGLUND

HONOLULU — Many people look at troubled thrifts like Honolulu Federal Savings and Loan Association here or Bell Savings & Loan Association in San Mateo, Calif., and see nothing but problems.



Beset with lawsuits, plagued with bad loans, and stuck with foreclosed real estate, the nation's troubled thrifts generally are viewed as a pox on the financial services industry.

William E. Simon and Preston Martin, on the other hand, look at these thrifts and see opportunity.

Financial institutions, Mr. Simon said here, are "among the most attractive investments today," largely because bargains abound and industry evolu-

Simon Group: Page 32 ➽

Simon Deal and Others To Push Reserves Down

By NINA EASTON
West Coast Bureau

LOS ANGELES — The proposed acquisition of two troubled California thrifts by former Treasury Secretary William E. Simon's investment group is the first in a series of upcoming deals that will substantially deplete what is left of the fund that insures the nation's savings and loans, according to industry sources.

Analysts See Market for FSLIC Bonds
Page 32

Edwin J. Gray, chairman of the Federal Home Loan Bank Board, revealed to Congress two weeks ago that the reserves of the insurance fund he oversees, the Federal Savings and Loan Insurance Corp., have dipped to an all-time low of $1.9 billion.

FSLIC: Page 28 ➽

Use of Desktop Computers For Banking Grows Slowly

By DAVID O. TYSON

NEW YORK — Fewer institutions offer video banking this year than a year ago and fewer plan to get into it. But the number of customers banking from personal computers in homes and offices continues to rise slowly and steadily.

AN American Banker
SURVEY

An *American Banker* survey shows that 33 banks, savings and loan associations, and credit unions now are in full operation or pilot tests with a remote banking service for consumers and small businesses. Last year the number was 38. (*American Banker,* Feb. 10, 1986, page 1).

Nine institutions introduced small business services during the year, reflecting the view that prospects are better there than in the consumer market. For two of them — First National Bank of Atlanta and Boulevard Bank, Chicago — it is the first entry into video banking of any sort.

As a year ago, *American Banker* is not estimating the number of video banking customers nationwide. The big players will not disclose their numbers,

Video Banking: Page 6 ➽

4 US Banks Bid For Securities Units in Japan

By JED HOROWITZ

NEW YORK — Four New York banking companies are expected to apply to open securities subsidiaries in Japan within the next few weeks, according to sources.

The four companies — the first U.S. banks to directly apply for securities units in Japan — are Bankers Trust New York Corp., J.P. Morgan & Co., Manufacturers Hanover Corp., and Chemical New York Corp, according to sources at the banks. BankAmerica Corp. also may be negotiating for a Japanese license, but a spokesman at the bank could not confirm this.

U.S. investment firms have been rapidly building their capital bases in Japan, but most U.S. commercial banks are still waiting to get their feet wet. In early March, Japan's Ministry of Finance is expected to give banks the go-ahead to formally submit final applications.

A nod from Japanese regulators is tantamount to approval, bank sources said, noting that months of negotiations have preceded their bids to apply. In contrast to the U.S. regulatory process,

Japan: Page 31 ➽

AN American Banker
SPECIAL REPORT

SECURITIES POWERS: Three big banks soon may win Fed approval of limited new securities powers. Some key industry observers are warning against piecemeal deregulation. An *American Banker* Special Report in News Monday takes a look at the debate. See **Page 13.**

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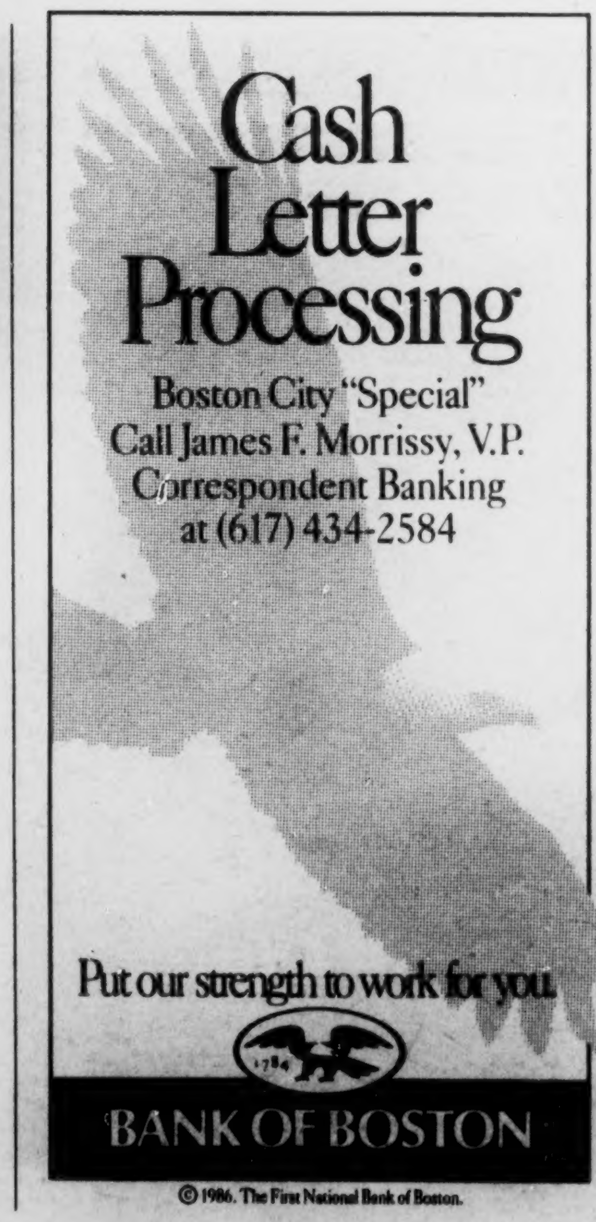

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Fewer Banks Are Testing Video Banking Systems This Year

➙ **Continued from Page 1**

making it impossible to make even an educated guess of the total.

But among the institutions that do disclose, shown in the table on page 8, the numbers are up. Madison National Bank, Washington, D.C., now has 1,900 customers in its Home Teller service, up from about 1,000 a year ago. Toledo Trust Co. has 660 in Home VistaBank, up from 500.

Despite the institutions that have dropped out, total video banking customers of the disclosing institutions are up from 5,941 to 7,616 in the year. And as further evidence of latent interest in video banking out there, Bank of America signed on 14,000 customers in two promotion campaigns during the year, offering new subscribers two months free of the usual $8 a month charge.

Bank of America will not say what the attrition has been as the two free months ran out. But it said about half the 14,000 bought the AT&T 1300 terminal it was offering for $79.95, which indicates something more than casual interest in home banking.

Nor will Bank of America disclose how many HomeBanking customers it has. But one set of estimates making the rounds of the industry still puts it in the lead, with something on the order of 30,000. By these guesses, which are as reliable as estimates of the age of the universe, Chemical Bank and Citibank each have 20,000 and Chase Manhattan Bank has 10,000.

Video Banking

Even these numbers remain minuscule alongside the totals for consumers holding credit cards or using automated teller machines. They are definitely not mass market.

The *American Banker* survey table also shows the institutions that are not now in video banking but plan to be. Their number has fallen from 21 to 13 in the year as banks and thrifts have despaired of any mass market developing in the foreseeable future.

But a number of institutions feel they now have the experience and software ready to jump in quickly when the situation warrants.

First National of Atlanta was a co-developer with Harbinger Computer Services of InTouch Cash Manager, which it now offers to small-business customers. Robert Copeland, director of marketing at the bank, said the bank has an option to offer Harbinger's consumer service, which is almost a clone. "We don't see a demand for it in Georgia," he said, "but we could have a consumer product out in 30 days."

Leonard R. Graziplene, president of Macrotel, a subsidiary of Empire of America FSA, Buffalo, N.Y., goes Mr. Copeland one better. "If we have to do it, we could be out of the box in a week," he said.

Empire of America concluded a home banking pilot test last year and decided not to roll out a full service because it, too, sees no mass market before the 1990s.

In Mr. Graziplene's view, one of the impediments to a mass market is what he calls the downturn in the computer revolution.

"In the early '80s, people considered it fashionable and neccessary to have a computer in the home so as not to be left behind," he said.

"They were eager to find something to do with it. But the fact remains that most people who did buy a computer never learned how use it. Since home banking is based on at least minimal knowledge of computers, when people were relieved of the obligation, they no longer bought computers.

"What is left are serious-minded people who know how to use a computer. They would be an excellent core. The question then was whether we should service them or pull back. The latter was decided on. We know how to do it, have the programming, and know the market. But it's not a hot sell in the United States now. We have put it on the back shelf. We are working on the software. We are testing the mentality of people. But frankly, I can't see it will come back before the end of the decade."

Dropouts

Banc One Corp., Columbus, Ohio, one of the founding partners in Video-Financial Services, closed down an active video banking program during the year and has no plans to offer such a service.

Northwest Orient Airlines Credit Union, Minneapolis, closed a pilot on Dec. 31, largely because the Northwest acquisition of Republic Airlines last August extended its obligations but not the resources it could devote to the project.

That credit union was one of four using the Companion-at-Home system developed by the NCR Universal Credit Union, Dayton, Ohio. In September, the Credit Union National Association, Madison, Wis., struck a deal to take over marketing of Companion-at-Home.

But meantime, two other credit unions plan to drop the service. Both serve a high-tech clientele.

The Los Alamos Credit Union at the Los Alamos government laboratories in New Mexico has decided to cancel its home banking program when its contract for Companion-at-Home expires on April 1.

"We have 125 users signed up but presently only four active users," said Suzanne Collier, vice president for administration and executive assistant to the president.

"A lot in the pilot dropped out because of the inability to get the kind of information they wanted or interface with the software we have. It is just one problem after another. It's not a successful program here."

The other licenser of Companion-at-Home about to drop it is the ORNL Credit Union at the Oak Ridge National Laboratories in Tennessee. Members were notified Dec. 1 that it will be terminated March 1.

"The user base did not develop the way we hoped it would," said Larry Jones, marketing director for the credit union.

"We're disappointed. Research indicated about 55% of our membership has access to a PC at home or work. We have a high-tech group of people as members. But it's difficult to convince them to spend money on a modem if

Video Banking: Page 7 ➙

Bank Lessons to Be Learned From Fall of People Express

➙ **Continued from Page 4**

just when to discount in order to stay competitive, and when to sit back and count on the business coming in regardless of price. Central file programs in banking can offer similar benefits in determining prices of bank loans and services.

• Finally, there is much to be said for specialization — knowing one job and knowing it well. Sure, it's great for the chief executive officer to understand the teller function, but the CEO doesn't have to be a teller once a week to maintain that understanding.

• Most important for banking, the demise of People Express cannot be taken as a sign of the failure of deregulation. The airline really was making a go of it under deregulation. Had the company only avoided some of its worst mistakes, it could have remained a major force in the skies.

New airlines will continue to spring up that offer special benefits to the public just as People Express did, and some of the new ones will thrive.

If we blame the downfall of this airline on deregulation, we will be forgetting that the public was first enchanted by the line and only later disillusioned by its policies.

With strict government regulation of prices and routes, the public never would have received the benefits of the low fares and broader service that People Express initiated and others followed to a great degree.

Banking is similar. Many lawmakers say they will not oppose the nonbank bank because the public benefits from this product of deregulation.

Banks that have failed have done so because they had poor territories or poor management, not because the public was allowed to get going rates on savings following the demise of Regulation Q. Had Regulation Q been maintained, the banks just would have lost the money to money market mutual funds and other competitors that were not so hobbled.

We will miss the competitive thrust of People Express. Yet, other lines will provide much of that in somewhat different ways. But the public is still better off having had the People Express years than it would have been with continued regulation.

And customers of financial institutions who look at what deregulation has done in this field certainly must feel the same way. ■

CMO/Remic Data Is Offered To Mortgage Bank Community

The Bond Buyer/American Banker today announced the launching of its Collateralized Mortgage Obligation/Real Estate Mortgage Investment Conduit Information Service. It will make collateralized mortgage obligation principal and interest payment data available to the mortgage banking community.

Richard H. Tierney, the company president, commented that "the introduction of this CMO service highlights The Bond Buyer/American Banker's expanding role as a supplier of information in the mortgage and fixed-income markets. Now, we are making available information detailing interest and principal payments for each tranche of these complicated securities."

Beginning in February, this information will be provided in hard copy, fiche, diskette, or magnetic tape on the 13th and the next-to-last business days of each month. The complete collaterized mortgage obligation/real estate mortgage investment conduit market will be researched on a continuing basis. By the second quarter of 1987, all this data will be compiled into an online data base for easier retrieval.

Since the first issue of collaterized mortgage obligations in June 1983, over $75 billion worth of these securities have been structured by a wide range of financial institutions. It is expected that the CMO/Remic market will continue to grow in 1987 because of more favorable and efficient tax treatment for these securities.

Carl Vella, senior vice president for financial services, noted: "The Bond Buyer/American Banker has served the mortgage-backed security market for 15 years and is pleased to extend its information services into the CMO/Remic arena.

"Our clients, who have been getting factor information for GNMA, FNMA, and FHLMC securities on microfiche, diskette, magnetic tape, or hard copy, can now receive CMO data in the same medium," Mr. Vella added.

"CMO/Remics have more complicated processing requirements since they have no standard settlement, record, or payable dates. We are pleased to extend our services into this area because of the increasing need for accurate and up-to-date information on these securities."

CMO/Remic factor and interest payment information can be obtained in these formats for the following monthly rates: hard copy for $100, fiche for $50, diskette for $150, and magnetic tape for $300.

A customized payable date service is also available for those customers needing more than semimonthly pool data. The price will vary depending on the number of changes required on selected securities.

For decades, the Bond Buyer and American Banker have been the leading distributors of fixed-income and banking information. In addition to the traditional print products, information is offered now in data base, tape, diskette, and microfiche formats. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey on video banking meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712. We will try to incorporate your suggestions into the next survey.

(1.) How would you **change** the survey to make it more useful? What would you add?

____

____

(2.) What did you like **best** about the survey?

____

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(3.) What did you like **least** about the survey?

____

____

(4.) How do you use the survey in your work?

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Name (optional)________________
Title______________________
Company___________________
Address____________________

____

Phone______________________

Video Banking May Be the Wave of the Future, but It's Distant

Continued from Page 6

this is the only reason they'd have to own one at this time."

Mr. Jones was asked about the suggestion that depository institutions give away modems to develop the market.

"That suggestion probably came from someone who hasn't priced modems lately," he said.

Some of the innovating in video banking is being done by the small institutions offering the service.

One is off-line processing, which is a feature of the systems developed both by Harbinger and Princeton TeleCom Corp., Princeton, N.J. Customers of Chase Manhattan Bank also have it if they use Andrew Tobias's Managing Your Money, the financial management software system that has been integrated with Chase's Spectrum service.

In off-line processing, the customer dials up his bank, connects into its video banking service, downloads all the information on his accounts in a quick burst, and disconnects. Working locally in his own PC, he enters orders for bill payments and account transfers and composes any messages he cares to send to the bank staff or other users. Then he reconnects and uploads all that data.

The customer's banking records are updated at both the bank and in his own software in this fashion.

One major benefit of this to the bank is the time saved on its computer. In other video banking services, the customer is on-line during the entire session. A benefit to both bank and customer is the telecommunications time saved.

The mutual fund industry is ahead of the banks in another innovation in video banking — automated clearing house transactions.

Four institutions permit an on-line customer to initiate preauthorized automated clearing house transfers to and from his own checking accounts at other institutions. Citibank does not allow it in its Direct Access service but does allow it in its upscale Focus service.

Some banks and thrifts fear the feature would drain away balances. Perhaps that is why it is being tried mostly by smaller institutions, to draw in balances from the big ones. ■

Videobanking Dropouts

The following banks, bank holding comapnies, and other financial insitutions have run pilot tests or operational systems of videobanking and have dropped the services with no plans to resume.

ARIZONA	Western Savings & Loan Assn., Phoenix. HBI test.
CALIFORNIA	Crocker National Bank, San Francisco. Pronto test. First Interstate Bank of Calif., Los Angeles. Own test.
CONNECTICUT	Colonial Bank, Waterbury. HBI test.
FLORIDA	Bank of Coral Gables. Viewtron. County Natl. Bank of South Fla., North Miami Beach. Viewtron. Dadeiand Bank, Miami. Viewtron. Flagler National Bank, West Palm Beach. Viewtron. The Mall Bank, West Palm Beach. Viewtron.
ILLINOIS	Continental Illinois NB&T Co., Chicago. HBI test. Farmers State Bank & Trust Co., Jacksonville. Own test.
MICHIGAN	Manufacturers National Bank, Detroit. Pronto test.
MINNESOTA	First Bank System, Minneapolis. FirstHand test. Northwest Orient Airlines Credit Union, Minneapolis. NCR test.
NEW JERSEY	Citizens First National Bank, Glen Rock. Ridgwood test. Fidelity Union Trust Co., Newark. Ridgewood test. Horizon Bancorp., Morristown. Own test. Independence Bank, Allendale. Ridgewood test.
NEW YORK	Marine Midland Bank, New York. HBI test.
NORTH CAROLINA	First Union National Bank, Charlotte. HBI test.
OHIO	BancOne Corp., Columbus. VideoFinancial. Third National Bank, Dayton. HBI test.
TENNESSEE	Central Trade Bank, Knoxville. Bank-at-Home test.
WISCONSIN	First Wisconsin National Bank, Milwaukee. HBI test.

FBI Reveals It Has Begun to Investigate The Collapse of Park Bank of Florida

Special to the American Banker

ST. PETERSBURG, Fla. — The Federal Bureau of Investigation publicly acknowledged that it has launched a full investigation into last year's collapse of the Park Bank of Florida.

The bureau has not yet identified specific targets of its probe. But Robert W. Butler, special agent-in-charge of the FBI's Tampa office, said that the investigation will seek to uncover criminal acts that precipitated the fall of the St. Petersburg-based bank last Feb. 14.

"Any evidence developed will be presented to the U.S. Attorney in Tampa, who will then decide whether or not to present the case to a federal grand jury," Mr. Butler said in a written response to a news inquiry. "Bank failures are a national investigative priority of the FBI due to the severe impact those failures have on the federal government and the economy as a whole."

Friday's statement marks the first time the Justice Department has con-

Park Bank: Page 31

FNMA 11.050
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FNMA 11.500
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Who's Who In Video Banking Nationwide

The **Status** column indicates whether a video banking service is operational (■), in pilot test (□), planned (o), or the institution has no plans to implement (X). Coding for the **System** column is — **ACI:** Applied Communications Inc.'s Base24. **CHI:** Chillicothe Telephone Co. system. **CIS:** CompuServe. **FFM:** First Financial Management Corp., Atlanta. **HAR:** Harbinger Computer Services Inc., Atlanta. **INF:** Informart. **MAC:** Money Access Service system. **NCR:** NCR Universal Credit Union's Companion At-Home. **Own:** Proprietary. **PRO:** Pronto. **PTC:** Princeton TeleCom. **SHU:** Shuttle Corp.'s Scratch Pad. **STX:** Startext, Fort Worth Star-Telegram. **TXT:** Transtext. **VBK:** VistaBanc (Toledo Trust Co.) •—New entry in table. +—Revised entry. **Special Software Needed** column: Institution issues disk for user to automatically dial up and log on. **Off-Line Processing**: User reads account information and processes transactions off line, dialing up only at start and end of each session. **ACH Transfers:** User can order ACH transfers to and from his own depository accounts at other institutions. **Telephone Bill-Paying:** Institution also offers telephone bill paying.

Table revised **1/27/87.**

	Institution	Status	System	Special Software Needed	Off-Line Processing	ACH Transfers	Telephone Bill-Paying	Brokerage	No. of User IDs
CALIFORNIA	Bank of America NT&SA, San Francisco	■	Own	--	--	--	--	■	NA
	• California First Bank, San Diego	○	PTC	--	--	--	--	--	--
	Great American First Savings Bank, San Diego	□	PTC	--	--	□	□	X	300
	IBM Pacific Credit Union, San Jose	■	NCR	--	--	--	--	X	150
	• Security Pacific National Bank (PC Business Banking)	■	Own	■	--	--	■	X	NA
CONNECTICUT	Union Trust Co. (Pronto Personal), New Haven	■	PRO	■	--	--	--	○	NA
	+ Union Trust Co. (Pronto Business Banker)	■	PRO	--	--	--	--	X	NA
DISTRICT of COLUMBIA	Madison National Bank (Home Teller)	■	Own	■	--	--	--	■	1,900
	• Madison National Bank (Office Teller)	□	Own	■	--	--	--	X	52
FLORIDA	Barnett Bank, Jacksonville	○	--	--	--	--	--	--	--
	Continental National Bank, Miami	■	Own	--	--	--	■	○	400
	Florida National Bank (Target Business Banker), Jacksonville	■	PRO	■	--	--	--	X	125
	• Hollywood Federal Savings & Loan Assn.	○	PTC	--	--	○	■	--	--
	Southeast Bank, Miami	■	VFS/CIS	--	--	--	■	X	500
GEORGIA	• First National Bank of Atlanta (InTouch Cash Manager)	■	HAR	■	■	■	■	X	NA
	Fulton Federal Savings & Loan Assn., Atlanta	■	HAR	■	■	■	■	■	275
ILLINOIS	• Boulevard Bank, Chicago	■	Own	--	--	○	--	X	62
INDIANA	• Merchants National Bank, Indianapolis	○	PTC	--	--	○	○	--	--
LOUISIANA	Louisiana National Bank, Baton Rouge	■	SHU	--	--	--	■	X	672
MASSACHUSETTS	Shawmut Corp., Boston	■	PRO	■	--	--	--	X	NA
MICHIGAN	First of America Bank Corp., Kalamazoo	○	--	--	--	--	--	--	--
	National Bank of Detroit	□	Own	--	--	--	■	○	100
NEW JERSEY	United Jersey Banks, Princeton	□	PTC	--	□	□	■	X	100
NEW MEXICO	Los Alamos Credit Union	■	NCR	--	--	--	--	X	125
NEW YORK	Chase Manhattan Bank (Spectrum), New York	■	Own	■	■	--	■	■	NA
	• Chase Manhattan Bank (Spectrum for Business), New York	■	Own	■	--	--	--	--	NA
	Chemical Bank (Pronto Personal), New York	■	PRO	■	--	--	--	■	NA
	Chemical Bank (Pronto Business Banker)	■	PRO	■	--	--	--	X	NA
	Citibank (Direct Access), New York	■	Own	■	--	--	--	■	NA
	Citibank (Focus), New York	■	Own	■	--	■	--	■	NA
	+ Empire of America Bank, Buffalo	○	Own	--	--	--	--	--	--
	Manufacturers Hanover Trust Co., New York (personal Excel)	■	Own	■	--	--	--	X	NA
	• Manufacturers Hanover Trust Co. (business Excel))	■	Own	■	--	--	--	--	NA
	United States Trust Co., New York	■	Own	--	--	--	--	■	210
NORTH CAROLINA	NCNB National Bank, Charlotte	■	VFS/CIS	--	--	--	--	X	NA
OHIO	+ BancOne Corp., Columbus	○	--	--	--	--	--	--	--
	Huntington National Bank, Columbus (ExpressWire)	■	Own	--	--	--	--	X	NA
	National City Bank, Cleveland	○	HAR	--	--	--	--	--	--
	NCR Universal Credit Union, Dayton	■	NCR	--	--	--	--	--	350
	Toledo Trust Co. (Home VistaBank)	■	VBK	--	--	○	--	X	660
	• Toledo Trust Co. (Corporate VistaBank)	■	VBK	--	--	○	--	X	NA
	Trustcorp Inc., Columbus (Home VistaBank)	■	VBK	--	--	○	--	X	48
	• Trustcorp Inc., Columbus (Corporate VistaBank)	■	VBK	--	--	○	--	¡	NA
PENNSYLVANIA	• Dollar Bank, Pittsburgh	○	Own	--	--	--	--	--	--
	Penn Security Bank & Trust Co., Scranton	■	Own	--	--	■	--	X	425
	Philadelphia National Bank	○	MAC	--	--	--	--	--	--
	PSFS, Philadelphia (PC Direct)	■	VFS/CIS	--	--	--	■	○	600
	• PSFS (Business Banking Direct)	■	VFS/CIS	--	--	--	--	○	50
TENNESSEE	First Tennessee Bank,Memphis	○	PRO	--	--	--	--	--	--
	ORNL Credit Union, Oak Ridge	■	NCR	--	--	--	--	¡	87
	United American Bank, Memphis	■	FFM	--	--	--	--	¡	100
TEXAS	+ InterFirst Bank Fort Worth	■	STX	--	--	○	■	¡	300
	MBank, Dallas	○	Own	--	--	--	--	--	--
WASHINGTON	Peoples National Bank, Seattle	○	--	--	--	--	--	--	
CANADA	Bank of Montreal	□	INF	--	--	--	--	X	150
	+ Lloyds Bank Canada,Toronto	■	Own	--	--	--	--	--	NA

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FROM THE REGIONS

THE SOUTHWEST

Texas Bankers Are Sanguine About Long-Term Prospects

By DAVID LAGESSE
Southwest Bureau

DALLAS — Texas banks probably will not earn solid profits for a year or two, but the sense of impending financial crisis has faded from the canyons of the state's urban centers.

Reduced are the chances that a Houston or Dallas bank could gain the notoriety of a modern-day run on the scale of a Continental Illinois.

Southwestern holding companies never held quite the exposure to overseas and uninsured depositors that tumbled Continental Illinois, yet the possibility of an overnight run lingered in the air for much of 1986.

Now, regulators are said to be actively seeking merger partners for several of the holding companies, but the most visible pressure is coming from creditor banks — not skittish depositors.

Already the big Texas banks appear to be on more solid ground. Withdrawals have slowed with the return of oil prices from a summertime low of $10 per barrel to around $18 in January, and interstate banking prospects added cool relief to funding

Texas Banks: Page 20 ➸

'86 in Washington: Banking Industry Has Had Better Years in the Capital

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — On an otherwise peaceful October night last year during the American Bankers Association convention in San Francisco, the president of the Chase Manhattan Bank stood up to argue that his bank charter had become more trouble than it was worth.

The charter cost Chase more than $160 million a year in regulatory compliance, said Thomas Labrecque, the president and chief operating officer of the nation's third largest bank, and it gave back little in return.

"Right now, I can't do anything in consumer lending that GMAC [General Motors Acceptance Corp.] can't do," he said. "I can't have any more securities powers — in fact I have less — than [Goldman, Sachs & Co.]."

'86 preview '87

A Series of Articles Looking Back and Ahead At Issues Facing the Financial Services Industry

The upshot, he said, is that Chase will give up its charter — its franchise to operate as a bank — if Congress does not grant banks new powers and services within the next few years.

That's the kind of year it was for

Washington: Page 14 ➸

3 Big Banks Press Fed on Underwriting

Commercial Paper Limits Too Strict, Firms Argue

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — Pressing their case for new securities underwriting powers, three big New York banking firms told the Federal Reserve Board Tuesday that it erred last month in interpreting a key section of the Glass-Steagall Act.

The issue could prove crucial for the banks. In a ruling Dec. 24 that Bankers Trust New York Corp. could sell commercial paper for clients through an affiliate, the Fed set stringent limits on the size of the business.

Although the central bank is widely expected to approve the securities underwriting applications from Bankers Trust, Citicorp, and J.P. Morgan & Co., last month's decision on commercial paper indicated the Fed might place similar limits on the size of that business.

The three banks want the Fed to permit them to underwrite commercial paper, mortgage-backed securities, municipal revenue bonds, and consumer-receivables through affiliates that also underwrite U.S. government securities.

Their remarks were made at a crowded open meeting in the Fed's board room here, called by the central bank to air the controversies surrounding the entry of banks into additional securities underwriting services.

Fed Chairman Paul A. Volcker said at the hearing that he believes Congress should rewrite the Glass-Steagall Act to permit certain types of bank securities underwriting. Mr. Volcker indicated that he has considerable doubt, however, about how far the law cur-

Underwriting: Page 23 ➸

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Bank of America Tightening Operations in Asia

Despite Retail Profits, Bank Shifting Emphasis to Upscale Markets, Fee Income

By FRANCINE C. BREVETTI

The first of two parts

HONG KONG — Bank of America is dissolving or selling off some of its most profitable business in Asia in order to help the worldwide organization make up for its heavy losses.

The bank's parent, BankAmerica Corp., reported total losses for 1986 of $518 million, compared with losses of $337 million in 1985.

While its Asian business has been robust and growing, with a few exceptions, the organization here has completed a round of cuts in personnel, business units, and assets. At the same time, the emphasis of operations here is being shifted from small- and medium-size customers to an upscale market, and from traditional lending and loan syndication to fee-based income. Asia's Bank of America will emphasize capital markets, commercial and private banking, trade finance, foreign exchange, money market trading, and business with China.

It is also trying to edge out competition with vast investments in technology for its merchant banking, treasury management services, correspondent banking, and dealing room expansions.

Stephen B. Hunt, senior vice president and general manager for Bank of America's Hong Kong area, said he resents a common perception that the bank is sinking fast.

"I don't feel the bank is in a crisis," he said. "Frankly, the bank is making money here. We are committed to solving the earnings problems but there are parts that are still healthy." He said results in his area were up over last year, but did not provide specific figures.

Bank of America divides Asia into four areas: Mr. Hunt oversees Hong Kong, Taiwan, China, and India; Japan and South Korea are a single administrative unit; Australia, New Zealand, and New Guinea form another area; the Southeast Asia unit consists of Malaysia, Thailand, the Philippines, Singapore, Indonesia, and Brunei.

In 1986, Hong Kong slashed staff by 240, leaving 1,020 employees. There are no layoffs on the agenda for this year. Singapore laid off 200; Bangkok, 61; Manila, 110; Tokyo, 38; and Kuala Lumpur, 36. Sri Lankan operations were closed in 1986, and Guam's were shut down in 1985. Bank of America is considering moving out of another country.

The banking community in Hong Kong was rocked when Bank of America announced it would close eight of its 11 retail outlets, but many bankers here are feeling the pinch of rising staff and property costs. In 1985-86, several banks in Hong Kong closed branches, including the Hongkong & Shanghai Banking Corp., Standard Chartered PLC, the Bank of China, Barclays Bank PLC, and Banque Nationale de Paris.

Card-Issuing Operations to Go

According to Mr. Hunt, the institution has decided to sell off its Visa card-issuing operations in Hong Kong and Singapore. The consumer finance unit of the Hong Kong branch may also go. The retail branches, credit card, and consumer finance businesses are attractive to bankers in Hong Kong; they amount to Bank of America's "crown jewels," an executive of the bank said.

The sale of these operations is the result of a decision by the bank's San Francisco headquarters to withdraw from the foreign retail business. The bank also pulled all foreign-based economists home and some were laid off, including three who covered Asia.

The future of the Hong Kong public relations office is also uncertain. Half of Bank of America's Asian loan portfolio is concentrated in Japan and South Korea; about 30% in Southeast Asia, and the balance in the Hong Kong and Australian administrative regions. Richard K. Hoffman, senior vice president, special assets group-Asia, said most of the credit difficulties are in Indonesia, Singapore, Thailand, and Malaysia; problems emerged after a period of economic growth period in Asia from 1977 to 1983.

Asia's growth was so strong that it "led to the fantasy that it would last forever," Mr. Hoffman said. "I never suspected it would fall when it did and fall so fast." The bank reduced its Singapore portfolio by 25% to 28% in the past 16 months, especially among small- to medium-size accounts. It will remain there on a smaller, more selective basis.

Mr. Hoffman said Indonesia's portfolio was improving rapidly. Although the bank has been reducing its exposure in Malaysia over the past 18 months, he said he is uncertain about profitability in that country this year.

He also called Australia "overbanked." Bank of America has a "solid operation there," he said, "but we will never make a huge profit" because of competition from foreign banks. The bank has abandoned retail business there as well.

While most banks have had trouble in Taiwan, that island has always been a conspicuous success for the Bank of America. The bank is equally pleased with its operations in South Korea and India.

But Mr. Hoffman said he is concerned about the bank's decision to concentrate on upscale customers and certain fee-income specialities. "If we are that narrow in marketing, how large an organization can we support?" he said.

New Emphasis in China

The Hong Kong operation plans to pay more attention to its China business; it is beefing up staff here and in China. Bank of America is already one of the lenders on a coal slurry mine project, a joint venture with the Occidental Petroleum Corp. It is also a lender in the McDonnell Douglas Corp.'s joint venture to build aircraft in Shanghai. In addition, it is the largest seller of traveler's checks in China.

But rather than concentrating on its corporate customers with operations in China, Mr. Hunt wants to increase business with the growing Chinese banking network, where he sees new opportunities. The Bank of China is rapidly producing subsidiaries. The lending and project finance entity, China International Trust and Investment Corp., Beijing, already has clones in Shanghai and Canton.

Mr. Hunt wants to increase business with Chinese financial institutions in trade finance and correspondent banking services; payout services, account services for operating accounts in foreign exchange, foreign exchange trading, securitized debt transactions, joint venture financing, and short- and medium-term loan facilities for the client bank's own trade needs or for its customers.

The "China business" has been largely unprofitable for banks representing foreign corporations or pursuing Chinese banking business. Capital markets transactions have amounted to little more than spot business with the Bank of China. There have been well-publicized commercial paper issues with China International Trust, but the paper does not trade well.

Mr. Hunt said Bank of America has been profitable in China, but his counterparts in Hong Kong and abroad are skeptical about prospects for making anything but the thinnest margins.

Next: Merchant and investments in software products.

Third World and East Europe Owed $587 Billion To Western Banks at End of 1985, Study Shows

By M.S. MENDELSOHN

LONDON — More than half of the $1.15 trillion in foreign debt owed by 155 Third World and East European countries at the end of 1985 — some $587 billion —was unguaranteed debt owed to the Western banking system, according to the Organization for Economic Cooperation and Development.

The finding is published in a report, called "External Debt Statistics," that provides the most comprehensive picture of international debt yet attempted by any official organization.

It is drawn from the creditor statistics of the OECD and the Bank for International Settlements as well as the debtor statistics compiled by the World Bank and International Monetary Fund. The result is the first clear and complete breakdown of what developing countries owe and to whom they owe it.

The compilation of detailed data for 155 countries is an important breakthrough in the management of international debt, where poor reporting has often contributed to debt difficulties and then made their resolution more difficult. Debt renegotiations have often been impeded by ignorance on the part of debtor countries and their creditors, especially about debt owed to other creditors.

The latest data break down the debt owed by each of the 155 countries to the Paris Club and the London Club, to other government creditors, and to preferred creditors like the International Monetary Fund, the World Bank, and other multilateral development banks, whose claims are never rescheduled.

The Paris Club is the forum in which developing countries renegotiate debt owed to the governments and official export credit agencies of Western countries belonging to the OECD. The London Club is a forum in which countries renegotiate debt owed to commercial banks.

Troubled Debtor Nations at Yearend 1985

(Figures in Billions)

	Due to Banks	To All Creditors	Due in '86
Brazil	$74.6	$104.6	$8.4
Mexico	75.3	94.4	7.5
Argentina	42.0	53.7	3.5
Venezuela	32.7	34.3	2.8
Egypt	6.9	31.2	1.6
Poland	6.6	29.7	1.5
Philippines	12.9	28.6	2.4
Chile	20.1	24.4	1.7
Yugoslavia	13.8	23.9	2.3
Nigeria	6.5	15.9	2.3
Top 10	$291.6	$440.7	$34.0
Peru	6.6	15.2	0.9
Morocco	4.0	14.9	0.8
Columbia	6.2	13.4	1.0
Ecuador	6.1	9.2	0.7
Ivory Coast	2.9	7.2	0.6
30 Other Nations	21.3	84.0	5.3
45 Debtors	**$338.7**	**$584.6**	**$43.3**

Note: Repayments due in 1986 refers only to principal repayments that were due on medium and long-term debt and excludes interest service.

Source: "External Debt Statistics," produced by the Organization for Economic Cooperation and Development.

Debt owed to the Paris Club consists of overseas development assistance provided by OECD member governments and export credits guaranteed or insured by the export credit agencies of those industrialized countries. Debt owed to the London Club consists of liabilities to the western banking system other than officially guaranteed export credits. Debt owed to other creditors consists of loans and guaranteed or insured export credits provided by credi-

Debt: Page 19 ➻

Debt Outstanding at Yearend 1985

(Figures in Billions)

	Aid	Export Credits	Banks	IMF/IBRD	Other	Totals	Due 1986
Developing Countries	$75	$181	$546	$141	$111	$1,054	$71
Eastern Europe	-	$37	$41	$4	$15	$97	$11

Note: Repayments due in 1986 refers only to principal repayments that were due on medium and long-term debt and excludes interest service.

First Federal Got $358.5 Million in FSLIC Aid

Continued from Page 3

terest rate spread problems.

"It's pretty much in line with the cost to resolve these types of institutions," Mr. Vigna said.

Several industry observers said the Bank Board has little choice about giving out assistance if it wants to get these problem institutions off its hands.

"I'm hard up to think of another way that FSLIC could have done this thing," said Paul A. Willax, the president and chief executive officer of Empire of America FSB, Buffalo.

"It's willing to pay what it has to pay to resolve the larger cases," said Thomas P. Vartanian, a thrift attorney with Fried, Frank, Harris, Shriver and Jacobson. "I think they feel it's worth it to get that monkey off their back."

"In 1981, 1982, it would not have been unusual to give out sums of money like that several times a year in large assistance deals," said Mr. Vartanian, who was the Bank Board's general counsel during that period.

The problems of First Federal and Talman were caused mainly by interest rate mismatches, but the FSLIC may have to pay similar assistance packages to resolve more recent problem cases.

"Certainly, the phoenix thrifts represented some of the most severe remaining problems from the 1981-to-1984 interest rate crunch era," said Michael L. Ryan, an attorney with Cleary, Gottlieb, Steen & Hamilton. "But there are problems from the 1985-to-1986 asset-quality era on the Bank Board's plate now that may rival First Federal of Rochester in magnitude."

Mr. Vigna, however, says that First Federal is a special case. "I would think it would be unusual, because it's in the phoenix program," he said.

First Federal was one of five thrifts created by the Bank Board's phoenix program in 1981 and 1982. In that program, two or more troubled institutions were merged into a larger thrift that operated under tight control by the Bank Board.

First Federal was created in 1981 by the merger of First Federal and the Franklin Society Federal Savings and Loan Association, New York. Three other New York City thrifts were merged into the institution in 1982.

"When you're looking at First Federal of Rochester, you're not looking at one problem — you're looking at several that were merged into one," said Bank Board spokeswoman Martha Gravlee in defending the large assistance package.

Mr. Vigna said that it would have cost the FSLIC anywhere from $1 billion to $1.25 billion to resolve those cases separately.

Last August, the Bank Board announced that it was removing First Federal from the phoenix program and putting control of the institution into the hands of its current board of directors and management. The Bank Board said it approved a recapitalization plan for the thrift, but it did not announce the size of the assistance.

A comparison of First Federal's third-quarter and second-quarter data, however, reveals the level of FSLIC aid. As of March 31, First Federal had no reserves and had $141 million worth of income capital certificates and $17.5 million worth of net worth certificates outstanding. By Sept. 30, the $158.5 million worth of certificates were gone from the balance sheet and the institution had $358.5 million in reserves, indicating that the FSLIC cash infusion totaled $200 million.

The income capital and net worth certificates are effectively loans to a thrift's net worth by the FSLIC that are supposed to be repaid when an institution returns to financial health. The income capital certificates are supposed to be repaid with interest. So by forgiving the certificates, the FSLIC's total aid package for First Federal was $358.5 million, not counting interest that would have been paid on the income capital certificates.

First Federal's total net worth as of Sept. 30 was a strong $263.5 million, even with a negative $95 million on the balance sheet from previous losses incurred by the institution. Its net worth to assets ratio was 5.7%.

First Federal has no current plans to convert from mutual to stock form of ownership, and has no other capital-raising plans in the works, according to Robert E. Nolan, the director of public relations for the thrift. Shortly after Talman left the phoenix program, it converted to stock form with an $81 million public offering.

The Bank Board data shows that First Federal lost $1.7 million in the third quarter after posting a $1.9 million profit in the second quarter. But the institution was able to turn around in the fourth quarter, its first full quarter after the recapitalization. Although the quarterly figures are not yet available, Mr. Nolan said that First Federal posted a $13.8 million profit for the full year.

When First Federal was formed in 1981 as the first phoenix thrift, some New York thrift executives were upset that the Bank Board was creating a large thrift that would compete with them.

But at least one of those critics is supportive of the Bank Board's recapitalization of First Federal. "They probably considered it the best alternative," said George L. Engelke Jr., executive vice president of the Astoria Federal Savings & Loan Association, Astoria, Queens, N.Y. "Somewhere along the line, some kind of assistance was going to have to be given."

Mr. Engelke said that the Bank Board's assistance indicates support for First Federal's current management team, which was put in place after the institution entered the phoenix program.

Mr. Willax of Empire of America FSB did disagree with one aspect of the assistance package for First Federal: the forgiveness of the income capital certificates. When Empire converted from mutual to stock form last November, it had to convert $67.9 million in income capital certificates to adjustable-rate cumulative preferred stock held by the FSLIC. Empire has to pay a market interest rate on that preferred stock.

"I wish we could establish a more formal way of helping thrifts that need help," rather than helping them on a case-by-case basis as the Bank Board operates now, Mr. Willax said. "There must be some kind of quantitative formula." ■

The Markets

Money Market

Tuesday, February 3, 1987

Federal funds range 6.00%-6 3/16%
Prime rate (8/27/86) 7½%
Discount rate FRB of New York (8/21/226) 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 7.25%

Bankers Accepts. offering rate—discount basis (2/3/87)
30 days—5.93 60 days—5.90 90 days—5.83
120 days—5.80 180 days—5.77

N.Y. City Banks' CDs — Highest Offering Rate (2/3/87)
14 days—5.50 30 days—5.65 60 days—5.65
90 days—5.70 120 days—5.55 150 days—5.55
180 days—5.55 270 days—5.55 360 days—5.65

Aaa Dealer Comm'l Paper—discount basis (2/3/87)
30 days—6.00 60 days—5.95 90 days—5.90

Comm'l Paper Directly Placed—Range disc. Basis (2/3/87)
5-14 days—5.00-6.00 15-29 days—5.00-5.95
30-59 days—5.00-5.90 60-89 days—5.00-5.90
90-179 days—5.00-5.80 180-270 days—5.00-5.75

Eurodollar Deposits—London bid (2/3/87)
Overnight—6⅛ 7 days—6 1/16
1 mo.—6⅛ 3 mos.—6 3/16
6 mos.—6 3/16 1 year—6 3/16

NIBOR (6-month) .... N.A.
LIBOR (6-month) .... N.A.

Futures Markets

The Bond Buyer Municipal Bond Index

	Feb. 3, 1987	Feb. 2, 1986	Jan. 27, 1987
Index	102.00	102.03	102.05
Yield	7.05	7.04	7.08

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

3-Month Domestic CD Futures (IMM)*

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
Mar. '87.	.....	.....	94.10	unch	5.90
Sept '87.	.....	.....	94.11	+ 1	5.89

As of the previous day's close; Total no. of contracts traded: 0 total open interest: 19 and change in open interest: unch.

3-Month T-Bill Futures (IMM)**

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
Mar. '87.	94.52	94.46	94.50	+ 1	5.50
June '87	94.61	94.56	94.58	unch	5.42
Sept.'87.	94.61	94.56	94.58	- 1	5.42
Dec. '87.	94.53	94.49	94.49	- 2	5.51
Mar. '88.	94.38	94.35	94.35	- 1	5.65
June '88	94.18	94.14	94.14	- 2	5.86
Sept.'88.	93.95	93.92	93.90	- 2	6.10
Dec. '88.	.....	.....	93.69	- 3	6.31

As of the previous day's close; Total no. of contracts traded: 6,997; total open interest: 46,912 and change in open interest: + 784

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
Feb. 3...356.9	1987	369.9	331.8	356.9
Feb. 2...357.6	1986	388.7	311.2	331.3
Jan. 30...357.9	1985	344.2	242.7	344.2
Jan. 29...360.5	1984	269.6	178.4	246.3
Jan. 28...357.5	1983	299.6	223.1	260.2

* Based on midday prices.

Gold Coins

	$ Value per Coin	
Coin Name & Weight	Feb. 3	Feb. 2
U.S. Eagle (1 Troy oz.)	422.50	430.50
Krugerrand (1 Troy oz.)	404.00	412.00
Canada Maple Leaf (1 Troy oz.)	418.00	425.00
Mexico Onza (1 Troy oz.)	408.00	416.00
China Panda (1 Troy oz.)	424.00	436.00
U.S. Eagle (.50 Troy oz.)	217.50	221.50

These quotes represent the N.Y fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Manfra Tordella & Brookes.

Debt . . .

Continued from Page 2

tor countries not belonging to the OECD.

The Paris and London clubs have long insisted on burden-sharing with all creditors other than multilateral institutions. The data on debt of different countries could provide a guide to equitable such burden-sharing.

The report shows that:

- Although 45 Third World and East European countries have run into debt difficulties since 1980, another 110 countries are continuing to service in full foreign debts totaling $566 billion, including $250 billion owed to Western banks.
- The 45 countries that have run into difficulties since 1980 owe $585 billion to foreign creditors, including about $340 billion to banks. Between them, these troubled debtor were due to make principal repayments of more than $43 billion in 1986. The study did not supply the amount of interest payments they were due to make. However, informed guesses are that those amounted to about $35 billion, which would have made the total debt service due from those countries almost $90 billion last year, and probably a similar amount this year.
- Of the total owed in 1985 by the 155 countries, 25% was to the Paris Club for aid and export credits; 51% to banks; 11% to creditors outside the Paris and London clubs; and 13% to preferred creditors such as the IMF and World Bank.
- The $587 billion owed at the end of 1985 by all 155 Third World and East European countries amounts to about 20% of international bank lending, and the $340 billion owed by 45 troubled debtor countries amounts to about 11% of international bank lending. ■

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TODAY

THE SECURITIES INDUSTRY Association will ask the New York State Banking Board to retract an interpretation that broadens the securities powers of state-chartered banks. The securities group's chairman said the state Banking Department's interpretive letter was "ill-considered and should be withdrawn" 2

A DEFUNCT PROPOSAL by Federal Home Loan Bank Board member Lee Henkel would have benefited only three savings and loans — including a former client of Mr. Henkel, according to a memo a Senate panel released to the press this week 2

BA ASIA LTD., Bank of America's merchant bank in the Far East, had a record year in 1986, due in part to the freedom the San Francisco-based banking giant gives to its Asian operations to develop their own software products. This is the second of two articles 2

BANK OF AMERICA'S Singapore branch chief is not necessarily a superstitious man, but he is not averse to using *fengshui*, or Chinese sorcery, if it will bring the branch back into the black 2

DEAN WITTER FINANCIAL Services Group, a subsidiary of Sears, Roebuck and Co., posted a fourth-quarter loss of $4.2 million primarily due to charges related to the introduction of Discover, its combined financial services/credit card 3

THE RELATIONSHIP BETWEEN the basic business strategy and the operations and systems strategies must be defined so that they pull together. If they don't, says Arthur F. Ryan, strategic objectives may not be achieved 4

BANKERS AND OTHER LENDERS from around the nation say that competitive pressures have forced them to trim costs in booking home equity lines of credit. Some lenders admitted that in their push to close the revolving second-mortgage loans as cheaply as possible, they are stressing quantity over quality in appraisals of property used as collateral 16

Executive Changes 9

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Quote

Common sense tells us that bank securities affiliates the size of our nation's largest securities firms cannot be stuffed into the framework of the Glass-Steagall Act. I think everyone in this room who has the faintest inkling of what Glass-Steagall was designed to accomplish knows that, despite legal soothsaying to the contrary, no rational understanding of the purposes of the act can conceivably point to a different conclusion.

David Silver, president of the Investment Company Institute, during hearings to discuss Federal Reserve action on banks' applications for securities powers. [Page 1]

Unquote

SPECIAL REPORT

Some Banks Turn More Cautious In Issuing Standby Credit Letters

By LISABETH WEINER
Midwest Bureau

CHICAGO — Standby letters of credit remain a strong source of earnings for many banks. But with increasing pressure on pricing and the likely imposition of risk-based capital guidelines, U.S. bankers say their presence in that market is dwindling.

While most banks have continued to increase the amount of their outstanding standbys, the rate of that increase has declined markedly.

According to a survey by the *American Banker,* the 10 largest U.S. banks had an 11% growth in outstanding standbys from Dec. 31, 1984, through June 30, 1986. Growth among the top 20 banks in this credit enhancement product was 12.7%; among the top 50 banks it was 13.64%. And for the top 79 banks, the total amount of standbys grew by nearly 15% to $145.5 billion.

But in recent years, it was not unusual for standby letters of credit to soar by more than 20% in a year at the top money center banks, and by 25% at the

Standby Letters: Page 12 ➻

Standby Letters of Credit: Top Five Bank Issuers

Outstanding as of June 30, 1986
(In Billion of Dollars)

1. Citibank NA	$21.7
2. Chase Manhattan Bank NA	12.8
3. Bank of America NT&SA	12.0
4. Morgan Guaranty Trust Co.	11.4
5. Bankers Trust Co., New York	10.5

Bank Industry Is United in Bid to Fed For Increased Underwriting Powers

By ROBERT M. GARSSON
Washington Bureau

News Analysis

WASHINGTON — The banking industry was united to an unusual extent this week as representatives of banks, large and small, pressed the Federal Reserve Board to approve applications permitting bank affiliates to underwrite four new types of security.

The underwriting authority being considered by the Fed would apply to commercial paper, municipal revenue bonds, mortgage-backed securities, and consumer-related receivables.

But at least one large banking company warned that the restrictions on underwriting volume that the Fed appears to be considering would create a two-tiered system in which a few large eastern bank holding companies would dominate.

The big New York banking companies whose applications are under consideration — Citicorp, Bankers Trust New York Corp., and J.P. Morgan & Co. — all objected to the 5% limit the Fed appears to favor and asked for ceilings ranging up to 15% instead.

However, Security Pacific Corp., Los Angeles, argued that even a 15%

Underwriting: Page 15 ➻

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FSLIC Plan Tied to Ease By Regulators

Legislator Preparing Bill To Avoid S&L Closings

By ROBERT M. GARSSON
and JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Rep. Steve Bartlett, R-Tex., said Wednesday he is set to introduce legislation that would link the proposed recapitalization of the thrift insurance fund to requirements that industry regulators go easy on insolvent thrifts.

The bill would not require regulators to keep open savings and loans that are mismanaged or the victims of management fraud, said Mr. Bartlett, a member of the House Banking Committee.

But it would require that the Federal Savings and Loan Insurance Corp. to give bankrupt or nearly bankrupt thrifts in economically depressed regions time to work out their problems.

Mr. Bartlett's action capped a week in which Texas lawmakers intervened with the House Banking Committee to insure that the FSLIC would not be able to use the proposed cash infusion to begin liquidating thrifts in that state. With the downturn in energy, agricultural, and office real estate markets, Texas institutions have been particularly hard pressed.

Last Thursday House Speaker James Wright, D-Tex., met with House Banking Committee Chairman Fernand J. St Germain and other committee members to discuss their concerns about the FSLIC recapitalization.

Following the meeting, a Tuesday morning vote on the FSLIC measure scheduled in a House Banking subcommittee was postponed. Instead, committee Democrats caucused and agreed to hold another round of hearings that would focus on the forbearance proposal. It is unclear when votes on the issue will be held.

The decision by the banking committee leadership to postpone committee and subcommittee votes also gives the U.S. League of Savings Institutions more time to muster support for its overall plan for aiding the FSLIC, a plan that differs from a Treasury proposal supported by the Federal Home Loan Bank Board and considered the front-runner to date.

The Treasury proposed that $3 billion in capital from the the Federal Home Loan Bank System be leveraged to provide $15 billion immediately to the FSLIC. The U.S. League has countered with a proposal that would give the FSLIC $5 billion a year in new money for each of the next two years. The U.S. League's plan also included forbearance requirements. The Treasury contends that the U.S. League proposal is inadequate.

Mr. Bartlett's bill could prove to be the key to moving an FSLIC recapitalization measure through the House. He said in an interview that it was drafted in consultation with Mr. Wright's office, as well as with the U.S. League, the Bank Board, and the Treasury Department. He also said it will be cosponsored by both Democrats and

FSLIC: Page 6 ➻

US Banks' Share in Standby Credit Letter Market Is Dwindling

➸ Continued from Page 1

top 100 banks.

Some banks have apparently become more cautious issuers of standby letters of credit, sometimes spurning such business except in cases of customer relationships.

Standby letters of credit, in effect, make the issuing bank the lender of last resort. The bank rents its credit rating to the customer for a fee, in turn guaranteeing that a customer will perform as expected. If the customer defaults on the obligation backed by the standby, the bank may be asked to cover the debt.

Standbys traditionally have fit into the category of contingent liabilities, with few reporting requirements from federal regulators. Most standbys simply add fee income without adding assets to the bank's balance sheet. That enhances return on assets without requiring the use of capital — a costly and scarce resource. And only a small percentage of standbys have resulted in losses.

Rethinking Strategies

Some changes are in the offing, however, and in anticipation, banks are rethinking their strategies on standby letters of credit.

Perhaps the biggest change is the Federal Reserve's intention to impose risk-based capital requirements for most off-balance-sheet items, including standby letters of credit. These standards have emerged amid growing concern that in the recent explosion in off-balance-sheet lending activities, banks have not been setting aside adequate reserves to cover potential losses.

"If the regulators impose capital requirements on standby letters of credit, at the time this takes place we'll have to reconsider the pricing on those instruments," said Robert A. Rosholt, vice president and manager of corporate finance of the asset liability committee of First National Bank of Chicago.

But Mr. Rosholt said if domestic banks are forced to increase their pricing on these corporate finance tools, it will be more difficult to compete with most other foreign banks, which are not subject to the same primary capital requirements. Only the United Kingdom and the United States have agreed on uniform risk-based capital standards. In the past, Mr. Rosholt said, aggressive competition from the Japanese has kept pricing on standbys at razor-thin margins.

Most recently, Mr. Rosholt said, foreign banks have continued to underprice standbys, but domestic banks have raised their prices in an effort to make sure they are paid adequately for the credit risk.

"Either U.S. banks have stopped marketing the standbys, or they have raised the fees.," he said. "Some banks feel a very binding commitment on a standby. They recognize they have risk exposure."

Most bankers strongly believe they must be paid for this credit exposure. But at current market levels, fees that often run at six basis points, 12 basis points, or even 25 basis points do not adequately cover the risk on a standby.

Low Standby/Capital Ratios

Bankers are also saying this pricing will not be sufficient to cover the cost of capital that is soon likely to be required to back standbys. In anticipation of risk-based capital guidelines, many banks have been diligent about keeping their ratio of standbys to primary capital at a specific level.

The *American Banker* survey found that several banks reduced their standby outstandings and increased their primary capital levels in order to reduce the standby/capital ratio. During the survey period, for instance, Manufacturers Hanover Trust Co. cut its outstandings by 15%, raised its primary capital level by about 14%, and its ratio declined to 2.45% from 3.34%. At Chemical Bank, helped by a 14% decline in outstandings and a 30% increase in primary capital, the ratio fell to 2.2% from 3.38%.

The average standby/primary capital ratio among the money center banks was appoximately 2.3% at the end of 1986, according to the survey. So a bank such as Chase Manhattan, which had a 56% increase in its outstandings, still has a ratio of about 2.25%, slightly under the average.

First National of Chicago, which lowered its standby/capital ratio to 1.92% from 2.5% over the survey period, sees a need for more efficient use of capital in the face of possible regulatory changes.

"We felt on all the things we needed to support with our capital the mix previously was not right," Mr. Rosholt said.

Lower fees, however, are not the only reason Japanese banks have been successful at securing standby letters of credit. Equally important is that most U.S. money center banks do not enjoy the AAA ratings common to Japanese banks.

"We just don't provide much value to a AA-rated manufacturing company," Mr. Rosholt admitted. First National Bank of Chicago's long-term debt is rated A-plus by Standard & Poor's Corp.

Some bankers and industry observers believe that if nothing else changes, U.S. banks may find themselves withdrawing from the standby market altogether.

Many of the banks surveyed by the *American Banker* said that standbys are for the most part now done by banks in customer relationships, rather than as an independently marketed corporate finance tool.

"Our standby-letters-of-credit business follows our corporate book of business relationships," an executive from one superregional bank said. But disadvantages that may result from risk-based capital guidelines "may take domestic banks out of the letter-of-credit market," the executive said.

Pricing 'Ludicrous'

With current aggressive competition, pricing is all over the board. "We can bid on a standby and be off by a margin of 100 basis points. It's ludicrous," the executive said. "The Japanese will frequently quote 20 to 25 basis points and we're looking for 1%. And other money center banks may be quoting 2%."

Sometimes, of course, money center banks quote very high rates to discourage business. And if a customer is willing to pay 2% for a standby letter of credit, a healthy profit can result. Overall, industry sources said, standby letters of credit require relatively little paperwork and are still considered a profitable business.

Meanwhile, there is concern that the Fed's risk-based capital guidelines do not take into consideration the varying degrees of standby credit risk. "If the regulators are going to be really consistent, then they should look at each standby the way they look at each loan," the executive at the superregional said. "Some are satisfactory, some are substandard, some are losses. It's the same with standbys."

Japanese banks, meanwhile, challenge the perception that they enjoy success with standby letters of credit simply because they can "buy it" by undercutting the domestic banks. They say they have succeeded in the business because they can offer things U.S. banks cannot.

A large part of the standby business booked by Japanese banks is backing debt instruments, such as industrial revenue bonds for municipalities and government agencies. While some domestic banks shun this business because it doesn't result in long-standing customer relationships, the Japanese eagerly pursue it.

"We Japanese banks think municipal risk is a very good risk. By expanding this business, we have a good relationship with municipalities," said Hideyuki Saka, vice president of Fuji Bank, New York branch.

And Fuji sees potential for more customer banking activity, Mr. Saka said.

"Now the municipalities are looking for possibilities to raise funds in Tokyo and Europe," he said. "We have a keen interest in helping them do that. We see future possibilities to work with them."

Mr. Saka said the Japanese banks also are interested in providing American cities and townships with the financial assistance they need.

"We have a keen interest to help in the fundamental support in the U.S.," he said. "We are happy to know that Japanese banks are helping America's infrastructure."

He acknowledged that Japanese banks aggressively seek standby business and are very competitive on pricing. But, he said, "we look aggressive compared only with banks in the U.S."

Contingent Liabilities

Japanese banks, unlike U.S. banks, are eager to put more contingent liabilities on their books, Mr. Saka said. Many U.S. banks, he said, have "lost interest" in backing letters of credit because the banks already have too many contingent liabilities. At the end of 1986, Fuji Bank, New York branch, had outstanding standbys of $2.5 billion, Mr. Saka said.

Perhaps most important, however, is that Japanese banks are not subjected to the same primary capital requirements as U.S. domestic banks. But in the next two or three years, Mr. Saka said, he expects Japan will join the U.K.-U.S. agreement on common capital standards.

Despite the wide variance in price that may be quoted by a U.S. bank and a Japanese bank for the same product, Mr. Saka said Japanese banks are concerned about risk exposure and are being adequately compensated for the credit risk they are assuming.

"The Japanese are very conservative and always are very concerned about credit exposure," he said.

Meanwhile, Mr. Saka said, with fewer industrial revenue bonds being issued because of recent changes under the new tax law, the demand for standby letters of credit will also decline.

"Our opportunity to provide standby letters of credit is reduced. This is a very serious problem," Mr. Saka said, "and it will be difficult to find good transactions."

With less business, competition for standby business is likely to become more intense — and perhaps too stiff for U.S. banks.

"I think this is a good business," one executive said. "We would miss it. It's one more piece of business that is part of a relationship." ■

Bank Call Notice

REPORT OF CONDITION OF

Consolidated domestic subsidiaries of the

Bessemer Trust Company, National Association

of New York

In the state of New York, at the close of business on December 31, 1986, published in response to call made by Comptroller of the Currency, under title 12, United States Code, Section 161. Charter number 16417 Comptroller of the Currency Second District.

ASSETS		Dollar Amounts in Thousands
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin		$14,326
Interest-bearing balances		763
Securities		11,059
Loans and lease financing receivables:		
Loans and leases, net of unearned income	10,710	
Loans and leases, net of unearned income, allowance, and reserve		10,710
Premises and fixed assets		2,041
Other assets		4,849
TOTAL ASSETS		$43,748
LIABILITIES		
Deposits:		
In domestic offices		$37,361
Noninterest-bearing	24,953	
Interest-bearing	12,408	
Other liabilities		2,343
TOTAL LIABILITIES		39,704
EQUITY CAPITAL		
Common stock		800
Surplus		1,200
Undivided profits and capital reserves		2,044
TOTAL EQUITY CAPITAL		4,044
TOTAL LIABILITIES, LIMITED-LIFE PREFERRED STOCK, AND EQUITY CAPITAL		$43,748

I, Frank Lopez, Senior Vice President & Comptroller of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

FRANK LOPEZ
January 30, 1987

We, the undersigned directors, attest to the correctness of this statement of resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

R. DANIEL SAXE
HOWARD PHIPPS, JR.
OGDEN MILLS PHIPPS
Directors

LEGAL ADVERTISING

Partnership Notices

Certificate Pursuant to Section 130 of the General Business Law, STATE OF NEW YORK,) SS: COUNTY OF NEW YORK). WHEREAS, the undersigned have this day formed a new partnership under the name of Nico & Co., with its principal place of business at 55 Water Street, New York City, New York; We, the undersigned, do hereby certify and declare that the persons intending to deal as partners under such partnership name Nico & Co. at 55 Water Street, New York City, New York, with their respective places of residence are as follows: James Canale, 27 Winnie Lane, Brentwood, NY 11717; Wilfredo Cuevas, 1138 E. 51st Street, Brooklyn, NY 11234; Robert Hendley, 2736 Bath Avenue, Brooklyn, NY 11214; Angelina Madera, 10-02 Rive Road, Fairlawn, NJ 07410; Kenneth Peters, 1251 37th Street, Brooklyn, NY 11218; Louis Raysor, 1049 Lincoln Place, Brooklyn, NY; Victor Scioscia, RD1, Box 172, Ridge Road, Dover Plains, NY 12522; Barbara Strohmeier, 3 Kubala Avenue, Carteret, NY 07008; Paul V. Vera, 559 54th Street, Brooklyn, NY; Leonard S. Wronski, 35 Lake Avenue, Colonia, NJ 07067; George Ziemer, 8 Sandhill Road, Byram Township, NJ 07874. And we do further certify that the undersigned are the successors in interest to the partners and partnership that have heretofore used the name aforesaid in the conducting of business at 55 Water Street, New York City, New York.

Henkel . . .

➸ Continued from Page 2

ments, and Stanford Savings and Loan of California, with $26 million. The memo was obtained and released to the press by the Senate Banking, Housing, and Urban Affairs Committee.

"It's another example of the Bank Board giving out half the facts," responded Mr. Henkel, who still faces a Senate confirmation hearing.

Mr. Henkel said Bank Board data show that 186 institutions might have problems with the current grandfathering clause, which he says is vague.

The Bank Board is in the process of deciding whether the 1985 direct investment rule should be extended for two more years or eased.

Mr. Henkel was a partner in an Atlanta law firm that did legal work for Lincoln Savings. He was supervising attorney for the client, according to a financial disclosure form.

The same form shows that Mr. Henkel personally borrowed over $250,000 from Lincoln in 1985 but paid it off before the Oct. 9, 1986, filing of the financial disclosure. Published reports claim real estate companies in which Mr. Henkel had interests borrowed more than $61 million from Lincoln.

"My proposal dealt with the grandfathering of real estate projects. Lincoln's argument with the Bank Board concerns a service corporation. In no way did I intend to help Lincoln," Mr. Henkel said. ■

Standby Letters of Credit at Nation's Top Banks

Listed in Order of Standby Letters of Credit Outstanding on June 30, 1986 for Banks with $5 Billion or More in Assets

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 6/86		Standby Letters of Credit			Primary Capital		SLC/Primary Capital		Total Assets	
		6/30/86	12/31/84	% Chg.	6/30/86	12/31/84	6/30/86	12/31/84	6/30/86	12/31/84
1	**Citibank NA, New York**	21,704,000	19,904,000	9.04	8,243,000	6,906,000	2.63	2.88	142,477,000	120,054,001
2	**Chase Manhattan Bank NA, New York**	12,774,496	8,195,027	55.88	5,673,124	5,292,374	2.25	1.55	80,123,170	80,399,541
3	**Bank of America NT&SA, San Francisco**	11,992,000	10,934,000	9.68	6,411,000	6,131,000	1.87	1.78	105,234,001	104,084,001
4	**Morgan Guaranty Trust Co., New York**	11,384,488	8,535,928	33.37	5,003,963	3,936,735	2.28	2.17	67,856,409	63,540,749
5	**Bankers Trust Co., New York**	10,503,316	9,011,092	16.56	3,278,883	2,683,275	3.20	3.36	52,565,385	44,142,280
6	**Manufacturers Hanover Trust Co., New York**	10,115,239	11,913,576	-15.09	4,128,251	3,564,021	2.45	3.34	62,168,657	63,018,380
7	**Chemical Bank, New York**	8,658,041	10,079,031	-14.10	3,933,751	2,978,461	2.20	3.38	57,069,890	51,232,080
8	**Security Pacific National Bank, Los Angeles**	6,052,289	4,647,448	30.23	2,771,596	2,307,321	2.18	2.01	44,296,568	40,149,543
9	**First National Bank, Chicago**	4,515,885	4,724,671	-4.42	2,346,567	1,892,442	1.92	2.50	33,974,330	35,041,579
10	**Wells Fargo Bank NA, San Francisco**	3,352,619	3,199,177	4.80	3,095,276	2,976,099	1.08	1.07	38,410,722	46,025,925
11	**Mellon Bank NA, Pittsburgh**	3,284,995	2,156,556	52.33	1,668,968	1,433,781	1.97	1.50	26,099,130	24,597,584
12	**Continental Illinois National Bank & Trust Co., Chicago**	3,202,187	4,426,242	-27.65	2,496,075	2,250,909	1.28	1.97	28,710,844	30,063,705
13	**Irving Trust Co., New York**	2,885,482	1,612,903	78.90	1,304,678	1,041,151	2.21	1.55	19,471,741	17,200,807
14	**Marine Midland Bank NA, Buffalo, N.Y.**	2,722,917	2,400,036	13.45	1,399,630	1,374,286	1.95	1.75	20,539,046	21,677,969
15	**First National Bank, Boston**	2,193,773	2,030,603	8.04	1,422,749	1,248,166	1.54	1.63	22,377,176	20,194,733
16	**First Interstate Bank of California, Los Angeles**	1,963,942	1,939,301	1.27	1,392,660	1,145,421	1.41	1.69	20,897,702	20,041,590
17	**Texas Commerce Bank NA, Houston**	1,892,365	1,697,155	11.50	796,341	656,887	2.38	2.58	10,793,299	12,142,159
18	**First National Bank, Minneapolis**	1,666,903	950,019	75.46	702,721	423,818	2.37	2.24	9,981,519	8,318,041
19	**National Westminster Bank USA, New York**	1,537,165	833,267	84.47	688,977	582,059	2.23	1.43	10,428,803	8,749,413
20	**RepublicBank Dallas NA**	1,363,611	1,048,535	30.05	978,237	814,728	1.39	1.29	15,433,095	14,378,377
21	**Bank of New York**	1,342,254	1,159,417	15.77	1,086,550	810,180	1.24	1.43	18,414,746	14,714,330
22	**Pittsburgh National Bank**	1,047,768	1,046,589	0.11	796,351	571,274	1.32	1.83	12,457,487	9,116,191
23	**MBank Dallas NA**	980,140	812,554	20.62	441,987	391,391	2.22	2.08	7,135,441	6,330,716
24	**National Bank of Detroit**	865,091	620,595	39.40	975,664	871,364	0.89	0.71	13,010,940	11,867,461
25	**Interfirst Bank Dallas NA**	854,947	713,672	19.80	642,499	571,488	1.33	1.25	8,631,402	10,652,188
26	**Union Bank, Los Angeles**	724,145	583,459	24.11	599,082	531,970	1.21	1.10	8,575,067	8,307,556
27	**European American Bank, New York**	716,634	894,785	-19.91	497,236	489,303	1.44	1.83	6,151,148	7,460,817
28	**Comerica Bank - Detroit**	637,044	341,196	86.71	459,926	382,609	1.39	0.89	6,760,707	7,175,235
29	**Norwest Bank Minneapolis NA**	617,916	542,927	13.81	371,955	350,892	1.66	1.55	5,938,316	5,965,067
30	**First City National Bank, Houston**	606,036	735,537	-17.61	438,146	603,212	1.38	1.22	6,232,422	9,495,920
31	**NCNB National Bank of North Carolina, Charlotte**	575,098	284,007	102.49	739,782	570,117	0.78	0.50	13,520,062	10,296,422
32	**Sovran Bank NA, Richmond**	553,460	340,345	62.62	645,585	532,585	0.86	0.64	10,153,229	8,193,037
33	**National City Bank, Cleveland**	541,659	268,923	101.42	377,477	313,606	1.43	0.86	5,257,499	5,076,095
34	**Seattle-First National Bank**	532,096	358,430	48.45	690,715	672,668	0.77	0.53	9,661,215	8,783,142
35	**Connecticut National Bank, Hartford**	516,906	342,403	50.96	458,349	365,419	1.13	0.94	7,190,882	6,053,504
36	**Rainier National Bank, Seattle**	511,128	377,083	35.55	496,840	427,758	1.03	0.88	7,698,870	7,422,994
37	**Harris Trust & Savings Bank, Chicago**	503,727	500,632	0.62	551,331	455,079	0.91	1.10	8,170,046	7,767,647
38	**Provident National Bank, Philadelphia**	476,277	185,947	156.14	360,532	271,497	1.32	0.68	5,397,733	4,795,086
39	**Philadelphia National Bank**	431,992	299,690	44.15	510,123	447,924	0.85	0.67	8,598,317	7,169,777
40	**Manufacturers National Bank, Detroit**	423,501	274,444	54.31	398,545	315,476	1.06	0.87	6,219,782	5,536,551
41	**First National Bank, St. Paul, Minn.**	413,551	652,212	-36.59	415,159	269,778	1.00	2.42	5,701,425	5,555,929
42	**Valley National Bank, Phoenix, Ariz.**	406,410	241,690	68.15	624,710	513,689	0.65	0.47	10,063,523	8,532,058
43	**Northern Trust Co., Chicago**	394,241	385,379	2.30	423,674	376,007	0.93	1.02	6,935,552	6,628,028
44	**Bank of Tokyo Trust Co., New York**	380,461	223,931	69.90	358,527	308,563	1.06	0.73	5,777,418	5,084,727
45	**Trust Company Bank, Atlanta**	375,343	109,324	243.33	364,933	285,530	1.03	0.38	5,277,008	3,902,850
46	**First Fidelity Bank NA, Newark, N.J.**	355,593	259,695	36.93	546,109	459,639	0.65	0.56	8,527,293	7,161,788
47	**Bank of New England NA, Boston**	337,172	265,879	26.81	520,191	366,252	0.65	0.73	7,723,208	6,019,257
48	**Mellon Bank (East) NA, Philadelphia**	333,986	240,035	39.14	336,143	313,371	0.99	0.77	5,103,652	4,156,709
49	**Fidelity Bank NA, Malvern, Pa.**	324,874	372,547	-12.80	380,132	337,091	0.85	1.11	6,804,483	5,904,728
50	**United Virginia Bank, Richmond**	316,038	285,774	10.59	540,418	422,835	0.58	0.68	7,170,580	5,847,503
51	**Maryland National Bank, Baltimore**	312,870	153,746	103.50	515,065	326,122	0.61	0.47	7,246,689	6,296,791
52	**Southeast Bank NA, Miami**	300,579	175,041	71.72	721,038	589,155	0.42	0.30	10,406,946	9,554,414
53	**AmeriTrust Co NA, Cleveland**	267,195	156,725	70.49	616,541	504,927	0.43	0.31	7,293,118	6,617,758
54	**Huntington National Bank, Columbus, Ohio**	263,930	133,132	98.25	436,483	378,599	0.60	0.35	6,609,547	5,511,072
55	**Shawmut Bank of Boston NA**	262,756	212,011	23.94	287,657	190,073	0.91	1.12	5,058,277	3,478,466
56	**Republic National Bank, New York**	259,271	79,064	227.93	1,623,022	1,329,873	0.16	0.06	16,246,325	11,760,048
57	**Fleet National Bank, Providence, R.I.**	250,822	178,532	40.49	410,658	285,523	0.61	0.63	5,810,858	4,654,794
58	**California First Bank, San Francisco**	249,358	247,850	0.61	351,026	303,214	0.71	0.82	5,423,113	5,002,166
59	**Citizens & Southern National Bank, Atlanta**	239,210	135,361	76.72	648,057	469,297	0.37	0.29	10,041,261	7,988,373
60	**Riggs National Bank, Washington, D.C.**	212,456	115,695	83.63	361,792	260,234	0.59	0.44	5,304,829	5,117,262
61	**Connecticut Bank & Trust Co. NA, Hartford**	209,437	156,378	33.93	469,907	356,130	0.45	0.44	7,748,638	6,756,355
62	**AmSouth Bank Birmingham NA, Ala.**	203,380	128,791	57.91	445,070	414,836	0.46	0.31	5,237,380	5,212,052
63	**First Union National Bank, Charlotte, N.C.**	161,177	115,345	39.73	853,284	584,580	0.19	0.20	13,324,348	9,920,490
64	**United States National Bank, Portland, Ore.**	156,069	84,660	84.35	513,245	428,940	0.30	0.20	7,412,393	6,607,101
65	**First National Bank, Atlanta**	152,649	60,500	152.31	478,704	403,743	0.32	0.15	6,826,920	6,616,962
66	**First Pennsylvania Bank NA, Philadelphia**	133,245	104,072	28.03	399,167	392,162	0.33	0.27	5,700,432	5,361,388
67	**Meridian Bank, Reading, Pa.**	130,877	106,592	22.78	442,839	373,997	0.30	0.29	6,044,676	5,517,243
68	**State Street Bank & Trust Co., Boston**	128,212	110,551	15.98	356,700	257,779	0.36	0.43	6,828,163	4,677,359
69	**Bank of Virginia, Richmond**	126,574	68,529	84.70	341,561	259,595	0.37	0.26	5,502,950	4,234,835
70	**Society National Bank, Cleveland**	121,696	102,061	19.24	354,400	346,884	0.34	0.29	5,129,603	5,224,842
71	**Florida National Bank, Jacksonville**	93,050	86,361	7.75	470,359	357,090	0.20	0.24	6,316,365	5,300,777
72	**Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.**	92,890	94,389	-1.59	742,230	601,788	0.13	0.16	10,156,668	8,592,319
73	**First Interstate Bank of Oregon NA, Portland**	91,370	85,098	7.37	414,123	380,823	0.22	0.22	5,433,242	5,557,657
74	**First Tenn Bank NA, Memphis**	83,048	56,005	48.29	363,239	328,578	0.23	0.17	5,220,443	4,647,538
75	**First Union National Bank of Florida, Jacksonville**	68,793	41,885	64.24	391,445	324,834	0.18	0.13	6,296,574	5,299,765
76	**NCNB National Bank of Florida, Tampa**	66,820	65,454	2.09	438,271	391,811	0.15	0.17	6,303,042	5,085,503
77	**First Interstate Bank of Arizona NA, Phoenix**	33,745	30,324	11.28	466,791	396,392	0.07	0.08	6,204,576	5,703,645
78	**Boston Safe Deposit & Trust Co.**	10,040	1,745	475.36	345,231	115,512	0.03	0.02	5,851,598	1,993,706
79	**Citibank (South Dakota) NA, Sioux Falls**	1,195	6,149	-80.57	1,095,798	671,857	.00	0.01	8,504,136	6,619,234
	TOTALS FOR THE TOP 50 BANKS	140,861,201	123,957,668	13.64	73,785,118	63,237,501	1.91	1.96	1,113,167,940	1,046,025,770
	TOTALS FOR ALL 79 BANKS	145,543,915	127,049,714	14.56	89,138,821	75,261,849	1.63	1.69	1,322,651,050	1,220,935,685

A letter of credit is a document issued by a bank on behalf of its customer (the account party) authorizing a third party (the beneficiary), or in some cases the account party, to draw drafts on the bank up to a stipulated amount with specified terms and conditions. The letter of credit is a conditional commitment on the part of the bank to provide payment on drafts drawn in accordance with the terms of the document. There are four types of letters of credit: (1) commercial letters of credit; (2) letters of credit sold for cash; (3) travelers' letters of credit; and (4) standby letters of credit. **A standby letter of credit** represents an obligation on the part of the issuing bank to a designated third party (the beneficiary) contingent upon the failure of the issuing bank's customer (the account party) to perform under the terms of the underlying contract with the beneficiary, or obligates the bank to guarantee or stand as surety for the benefit of a third party to the extent permitted by law or regulation. **The source of the data is the federal regulatory** Report of Condition, Schedule RC-L—Commitments and Contingencies, items 6.a.(1) and item 6.a.(2), which are the sum of standby letters of credit and foreign office guarantees to U.S. customers plus non-U.S. customers. The amounts outstanding and unused as of the report date are reported. Also included are all legally binding commitments to issue standby letters of credit. According to the instructions to the Report of Condition, originating banks must report the full amount outstanding and unused of standby letters of credit in which participations have been conveyed to others where: (1) the originating and issuing bank is obligated to pay the full amount of any draft drawn under the terms of the standby letter of credit and (2) the participating banks have an obligation to partially or wholly reimburse the originating bank, either directly in cash or through a participation in a loan to the account party. For syndicated standby letters of credit where each bank has a direct obligation to the benefeciary, each bank must report only its share of the syndication. Similarly, if several banks participate in the issuance of a standby letter of credit under a "bona fide" binding agreement, each bank shall report only its proportional share of the total standby letter of credit. For a standby letter of credit that is, in turn, backed by a standby letter of credit issued by another bank, each bank must report the entire amount of the standby letter of credit it has issued and not just the unbacked portion. **Primary capital** is sum of equity capital; the allowance for loan and lease losses; mandatory convertible debt; and the minority interest in equity accounts of consolidated subsidiaries. (Note: the definition of primary capital differs slightly from the definition used by American Banker in its ranking of the top 100 banks in primary capital published on Oct. 8. For some banks, the 6/30/86 primary capital figure shown here may differ from the figure reported on Oct. 8. But the differences do not affect significantly the ratios of standby letters of credit to primary capital— **SLC/Primary Capital**— reported above.) Data were provided by **ADP Data Services Division, New York.** ADP adjusts its data base for mergers.

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Speaker Backs Scaled-Down Aid for FSLIC

Wright Also Wants to Keep More Ailing Thrifts Afloat

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — House Speaker Jim Wright on Monday endorsed a rescue proposal for the Federal Savings and Loan Insurance Corp. that would give the agency less new money than it has sought and require regulators to go easy on failing thrifts.

"We don't want to give them $15 billion to go out there and close down an enormous lot of institutions," said Mr. Wright, whose home state of Texas has a particularly large number of ailing thrifts.

Instead, he added, Congress will "replenish the fund with a lesser amount and watch to see how it is handled."

Siding with the U.S. League of Savings Institutions and against the Reagan administration, Mr. Wright also said he will support an amendment being drafted by Rep. Steve Bartlett, R-Tex., to require regulators to give ailing thrifts time to work out their problems.

Because Mr. Bartlett's amendment would give the recapitalization measure the support of the speaker, it is likely to prove the key factor in determining whether any version of the FSLIC rescue plan makes it through the House.

The administration has proposed a recapitalization measure that would give the FSLIC $15 billion to use immediately. The U.S. League, the thrift industry's major trade group, offered an alternative that linked a smaller cash infusion — $5 billion a year in each of the next two years — to a forbearance requirement.

Dealing a blow to the administration

Speaker: Page 23 ➻

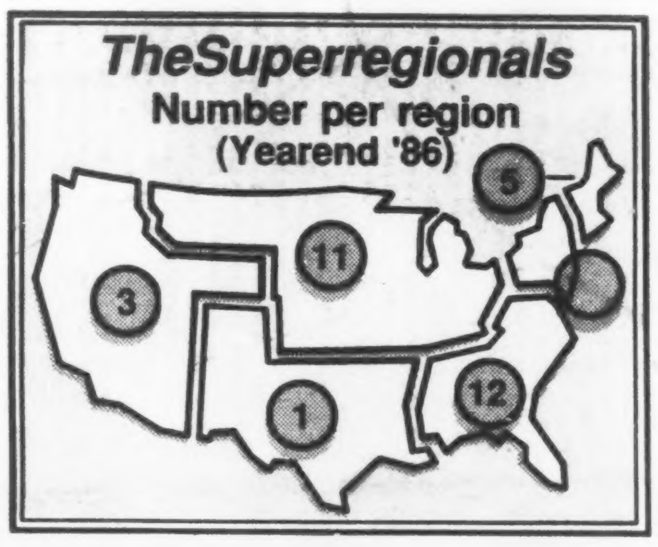
Mergers Spark 23% Jump In Superregionals' Assets

New England, Southeast Grow Fastest

By L. MICHAEL CACACE

NEW YORK — Sparked by a wave of interstate merger deals, total assets of the nation's "superregional" banking firms grew by more than 23% in 1986. The two fastest-growing regions were New England and the Southeast, where assets grew by almost 34%.

These are some of the findings of a new *American Banker* survey that tracks the growth of the nation's newly developing superregional banking firms. The survey, which is published today, identifies the superregionals and looks at their size in terms of assets and deposits and at their profitability in terms of net income, net income per share, and the returns on assets and equity.



A superregional, as defined by the *American Banker*, is a nonmoney center banking company that is ranked

Superregionals: Page 15 ➻

FNB Plans Out-of-State De Novo Bank

Special to the American Banker

HERMITAGE, Pa. — The $800 million-asset FNB Corp. is planning to open a de novo bank in Chardon, Ohio, subject to approvals of the Federal Reserve Board, the Federal Deposit Insurance Corp., and the banking authorities of Ohio and Pennsylvania.

Interstate Banking

Peter Mortensen, president and chief executive officer of FNB, said the venture is a first of its kind in two ways: It is the first move by a Pennsylvania bank holding company into Ohio under new reciprocity legislation, and it is the first de novo application by a Pennsylvania bank holding company into another state.

FNB is the parent of First National Bank of Mercer County, Hermitage, Pa.; Bucktail Bank and Trust Co., Emporium, Pa.; and Reeves Bank, Beaver Falls, Pa. It also owns Metropolitan Savings Bank, Youngstown, Ohio, an Ohio-chartered thrift acquired in 1986 following the crisis of privately insured savings and loans in Ohio. FNB also owns Citizens Budget Co., a consumer loan company in Youngstown, which it purchased in 1975.

The de novo bank in Chardon would be called First County Bank. A community of about 25,000, Chardon is about 40 miles east of Cleveland.

Mr. Mortensen said the trading areas of Youngstown and Chardon adjoin those of FNB's Pennsylvania banks. ■

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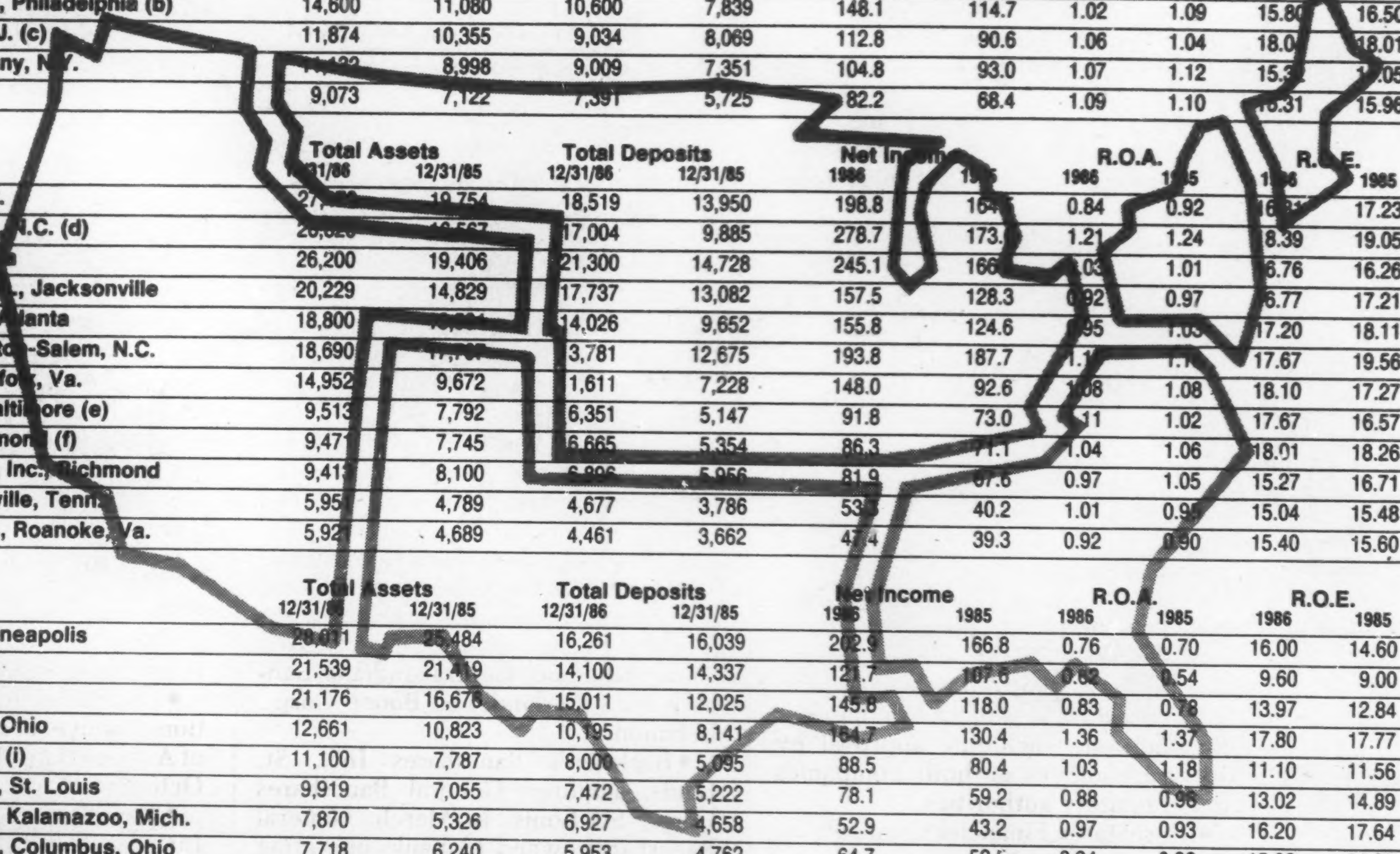
Superregional Bank Holding Companies

Ranked Within Region by Total Assets on Dec. 31, 1986 (Dollar Amounts in Millions)

Compiled by American Banker Copyright 1986



NEW ENGLAND	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
Bank of Boston Corp.	$34,050	$28,296	$21,730	$19,214	$232.8	$173.8	0.78%	0.73%	16.18%	13.72%	$3.49	$2.82
Bank of New England Corp., Boston	22,473	17,804	17,677	14,055	171.8	131.2	0.93	0.88	16.66	17.25	3.52	3.09
Hartford National Corp., Conn.	13,900	8,343	10,800	6,649	114.0	80.4	1.11	1.09	17.21	17.20	2.90	2.57
Fleet Financial Group, Inc., Providence, R.I.	11,690	7,122	6,700	3,945	136.7	82.2	1.37	1.38	20.05	19.01	5.00	3.89
Shawmut Corp., Boston	10,697	7,823	7,751	5,527	78.6	57.3	0.88	0.87	13.42	14.62	5.07	4.79

MID-ATLANTIC	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
Marine Midland Banks, Inc., Buffalo, N.Y.	24,800	23,386	17,400	16,593	145.0	125.1	0.65	0.55	12.05	11.05	7.19	6.06
PNC Financial Corp, Pittsburgh (a)	22,199	18,778	14,316	11,826	222.6	187.8	1.14	1.12	17.41	17.29	4.21	3.64
CoreStates Financial Corp., Philadelphia (b)	14,600	11,080	10,600	7,839	148.1	114.7	1.02	1.09	15.80	16.50	3.57	2.74
Midlantic Corp., Edison, N.J. (c)	11,874	10,355	9,034	8,069	112.8	90.6	1.06	1.04	[illegible]	18.01	5.07	4.46
Norstar Bancorp, Inc., Albany, N.Y.	[illegible]	8,998	9,009	7,351	104.8	93.0	1.07	1.12	[illegible]	[illegible]	2.85	2.52
KeyCorp, Albany, N.Y.	9,073	7,122	7,391	5,725	82.2	68.4	1.09	1.10	16.31	15.96	2.93	2.61

The SOUTHEAST	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
NCNB Corp., Charlotte, N.C.	[illegible]	19,754	18,519	13,950	198.8	[illegible]	0.84	0.92	[illegible]	17.23	2.53	2.30
First Union Corp., Charlotte, N.C. (d)	[illegible]	[illegible]	17,004	9,885	278.7	[illegible]	1.21	1.24	18.39	19.05	2.57	2.04
SunTrust Banks, Inc., Atlanta	26,200	19,406	21,300	14,728	245.1	[illegible]	1.03	1.01	16.76	16.26	1.86	1.65
Barnett Banks of Florida, Inc., Jacksonville	20,229	14,829	17,737	13,082	157.5	128.3	0.92	0.97	16.77	17.21	2.88	2.52
Citizens & Southern Corp., Atlanta	18,800	[illegible]	14,026	9,652	155.8	124.6	0.95	1.03	17.20	18.11	2.63	2.38
First Wachovia Corp., Winston-Salem, N.C.	18,690	[illegible]	13,781	12,675	193.8	187.7	[illegible]	[illegible]	17.67	19.56	3.42	3.33
Sovran Financial Corp., Norfolk, Va.	14,952	9,672	11,611	7,228	148.0	92.6	1.08	1.08	18.10	17.27	3.48	2.94
Maryland National Corp., Baltimore (e)	9,513	7,792	6,351	5,147	91.8	73.0	1.11	1.02	17.67	16.57	4.67	3.86
Signet Banking Corp., Richmond (f)	9,471	7,745	6,665	5,354	86.3	71.1	1.04	1.06	18.01	18.26	3.53	3.05
United Virginia Bankshares, Inc., Richmond	9,413	8,100	6,896	5,956	81.9	67.6	0.97	1.05	15.27	16.71	2.87	2.60
First American Corp., Nashville, Tenn.	5,951	4,789	4,677	3,786	[illegible]	40.2	1.01	[illegible]	15.04	15.48	2.79	2.44
Dominion Bankshares Corp., Roanoke, Va.	5,921	4,689	4,461	3,662	47.4	39.3	0.92	0.90	15.40	15.60	2.01	1.82

The MIDWEST	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
First Bank System, Inc., Minneapolis	28,011	25,484	16,261	16,039	202.9	166.8	0.76	0.70	16.00	14.60	3.38	2.78
Norwest Corp., Minneapolis	21,539	21,419	14,100	14,337	121.7	107.6	0.62	0.54	9.60	9.00	3.56	3.09
NBD Bancorp., Inc., Detroit	21,176	16,676	15,011	12,025	145.8	118.0	0.83	0.78	13.97	12.84	3.65	3.10
Banc One Corp., Columbus, Ohio	12,661	10,823	10,195	8,141	164.7	130.4	1.36	1.37	17.80	17.77	2.29	1.97
AmeriTrust Corp., Cleveland (i)	11,100	7,787	8,000	5,095	88.5	80.4	1.03	1.18	11.10	11.56	4.28	4.24
Boatmen's Bancshares, Inc., St. Louis	9,919	7,055	7,472	5,222	78.1	59.2	0.88	0.96	13.02	14.89	4.00	3.19
First of America Bank Corp., Kalamazoo, Mich.	7,870	5,326	6,927	4,658	52.9	43.2	0.97	0.93	16.20	17.64	5.10	4.72
Huntington Bancshares, Inc., Columbus, Ohio	7,718	6,240	5,953	4,762	64.7	52.5	0.94	0.92	15.08	14.85	2.59	2.26
First Wisconsin Corp., Milwaukee	7,090	6,477	5,667	5,127	52.7	39.6	0.83	0.74	12.89	11.88	2.53	2.11
Mercantile Bancorporation, Inc., St. Louis	6,586	6,763	5,058	4,985	55.3	52.2	0.86	0.89	12.52	13.17	3.57	3.49
Marshall & Ilsley Corp., Milwaukee (g)	5,975	4,741	4,332	3,590	55.0	43.0	1.02	1.02	16.30	15.63	2.78	2.60

The WEST	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
Security Pacific Corp., Los Angeles	62,606	53,503	38,408	32,873	385.9	322.8	0.71	0.69	15.50	15.30	4.86	4.35
First Interstate Bancorp., Los Angeles	55,400	48,991	39,500	35,554	337.9	313.1	0.68	0.67	12.95	13.31	7.13	6.64
Rainier Bancorporation, Seattle	9,216	8,349	6,631	5,843	70.0	65.2	0.84	0.88	13.40	13.98	3.41	3.26

The SOUTHWEST	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
Valley National Corp., Phoenix, Ariz. (h)	10,716	9,931	9,187	8,137	65.2	77.0	0.67	0.86	11.61	15.20	3.90	4.60

TOTALS BY REGION	Total Assets		Total Deposits		Net Income		R.O.A.		R.O.E.		Earnings Per Share	
	12/31/86	12/31/85	12/31/86	12/31/85	1986	1985	1986	1985	1986	1985	1986	1985
TOTALS FOR THE 5 NEW ENGLAND BANKS	**92,810**	**69,388**	**64,658**	**49,390**	**733.9**	**524.9**	**0.90†**		...	...	...	...
TOTALS FOR THE 6 MID-ATLANTIC BANKS	**93,678**	**79,719**	**67,750**	**57,403**	**815.5**	**679.6**	**0.94†**		...	...	...	...
TOTALS FOR THE 12 SOUTHEAST BANKS	**193,432**	**144,641**	**143,028**	**105,105**	**1,738.4**	**1,329.3**	**1.03†**		...	...	...	...
TOTALS FOR THE 11 MIDWEST BANKS	**139,645**	**118,791**	**98,976**	**83,981**	**1,082.3**	**892.9**	**0.84†**		...	...	...	...
TOTALS FOR THE 3 WEST BANKS	**127,222**	**110,843**	**84,539**	**74,270**	**793.8**	**701.1**	**0.67†**		...	...	...	...
TOTALS FOR THE 1 SOUTHWEST BANK	**10,716**	**9,931**	**9,187**	**8,137**	**65.2**	**77.0**	**0.67**		...	...	...	...
TOTALS FOR THE 38 SUPERREGIONAL BANKS	**657,503**	**533,313**	**468,138**	**378,286**	**5,229.1**	**4,204.8**	**0.88†**		...	...	...	...

A supperegional banking firm: A non-money center banking company that is ranked among the top 100 banking firms in total assets and has merged across sate lines to establish a full commercial banking presence in another state. **Net Income** is income after taxes and minority interest, but before preferred dividends, extraordinary items and significant transactions. Excluded is income from discontinued operations. **R.O.A.**—Return on average assets, which is net income for the year divided by average assets, as calculated by the respective banking firms. **R.O.E.**—Return on average equity capital, which is net income for the year divided by average equity capital, as calculated by the respective banking firms. **Earnings per share** for 1986 and 1985 are net income per common share of stock outstanding on a fully diluted basis, as reported in the banks' 1987 earnings releases. Except for earnings per share, all 1985 data are as reported by the banks in 1986, and have not been restated for mergers occurring in 1986. **(a)**— Net income excludes $14.8 million from the gain on the sale of Kissell Co. **(b)**— The net income for both 1985 and 1986 is net income from continuing operations but before extraordinary items. The ROA and ROE and earnings per share are based on this measure of net income. **(c)**— Formerly known as Midlantic Banks, Inc. Name was changed on Jan. 30, 1987, to reflect the consolidation of Midlantic Banks Inc. with Continental Bancorp., Philadelphia. **(d)**— The net income for 1986 is net income from continuing operations but before extraordinary items. **(e)**—R.O.E. for both 1986 and 1985 are based on total equity capital. **(f)**—Formerly known as Bank of Virginia Co. Changed title July 14. **(g)**—ROA and ROE for 1986 are preliminary. **(h)**—Earnings per share, ROA, and ROE for 1986 have been calculated by the American Banker, using net income before extraordinary items. Also, in the process of acquiring Valley Utah Bancorp., Salt Lake City, and California Valley Bank, Fresno. **(†)**— ROA calculated by dividing the group's net income by their average assets. Average assets are calculated by summing the group's total assets on 12/31/86 and 12/31/85 and dividing by 2.

Summary Data for the 38 Supperregional Banking Firms

Top 10 ROAs (1986 Return on Average Assets)

		(%)
1	Fleet Financial Group, Inc., Providence, R.I.	1.37
2	Banc One Corp., Columbus, Ohio	1.36
3	First Union Corp., Charlotte, N.C.	1.21
4	First Wachovia Corp., Winston-Salem, N.C.	1.15
5	PNC Financial Corp., Pittsburgh	1.14
6	Hartford National Corp., Conn.	1.11
7	Maryland National Corp, Baltimore	1.11
8	KeyCorp, Albany, N.Y.	1.09
9	Norstar Bancorp, Inc., Albany, N.Y.	1.07
10	Midlantic Corp., Edison, N.J.	1.06

Top 10 ROEs (1986 Return on Equity Capital)

		(%)
1	Fleet Financial Group, Inc., Providence, R.I.	20.05
2	First Union Corp., Charlotte, N.C.	18.39
3	Sovran Financial Corp., Norfolk, Va.	18.10
4	Midlantic Corp., Edison, N.J.	18.04
5	Signet Banking Corp., Richmond	18.01
6	Banc One Corp., Columbus, Ohio	17.80
7	Maryland National Corp, Baltimore	17.67
8	First Wachovia Corp., Winston-Salem, N.C.	17.67
9	PNC Financial Corp., Pittsburgh	17.41
10	Hartford National Corp., Conn.	17.21

Top 10 in Asset Growth (12/85-12/86)

		(%)
1	Hartford National Corp., Conn.	66.6
2	Fleet Financial Group, Inc., Providence, R.I.	64.1
3	First Union Corp., Charlotte, N.C.	61.9
4	Sovran Financial Corp., Norfolk, Va.	54.6
5	First of America Bank Corp., Kalamazoo, Mich.	47.8
6	AmeriTrust Corp., Cleveland	42.5
7	Boatmen's Bancshares, Inc., St. Louis	40.6
8	NCNB Corp., Charlotte, N.C.	39.1
9	Citizens & Southern Corp., Atlanta	38.3
10	Barnett Banks of Florida, Inc., Jacksonville	36.4

Interstate Mergers Spark 23% Jump in Superregionals' Assets

➸ Continued from Page 1

among the top 100 banking firms in total assets and has merged across state lines to establish a full commercial banking presence in another state. Thirty-eight banks met these criteria in 1986 — five in New England, six in the Mid-Atlantic states, 12 in the Southeast, 11 in the Midwest, three in the West, and one in the Southwest.

Security Pacific Corp., Los Angeles, is the largest superregional, with assets of $62.6 billion at yearend. Security Pacific. acquired Arizona Bancwest Corp., Phoenix, in October.

The most profitable superregional — as measured by the return on average assets and the return on average equity capital — is Fleet Financial Group Inc., Providence, R.I., with an ROA of 1.37% for 1986, and an ROE of 20.05%.

The superregional with the largest growth in assets was Hartford National Corp., Conn., whose assets rose by more than 66%, to $13.9 billion, as it completed five interstate deals in 1986.

The superregionals of the Southeast, as a group, were the most profitable. The 12 banks in that region had a combined ROA of 1.03%. The six banks of the Mid-Atlantic states were next, with a combined ROA of 0.94%.

The superregionals of New England had the largest growth in net income. The net income of the five banks in the region was up by almost 40%, to $733.9 million, in 1986. The five banks of the region had a combined ROA of 0.90%.

Of the 38 superregional banks, 28 were involved in major interstate banking deals in 1986. These banks are listed below by region.

New England

Four of the five New England superregionals were involved in interstate deals.

- Bank of New England Corp., Boston, which is in the process of expanding within Massachusetts by acquiring the Conifer Group, Worcester, acquired Aroostook Trust, Caribou, Maine.
- Hartford National Corp. completed five interstate deals in 1986, acquiring People's Bank, Johnston, R.I., on Dec. 31; First New England Bankshares Corp., Taunton, Mass., and Charter Financial Corp., Framingham, Mass., in November; First Bank of Massachusetts, Chelmsford, Mass., in August; and Provident Institution for Savings, Boston, in April.
- Fleet Financial Group acquired First Connecticut Bancorp, Hartford, and Merrill Bankshares, Bangor, Maine.
- Shawmut Corp., Boston, acquired Fidelity Trust, Stamford, Conn.

Mid-Atlantic

In the Mid-Atlantic region, four of the six banks were involved in interstate merger deals last year.

- Marine Midland Banks Inc., Buffalo, N.Y., announced plans to acquire First Pennsylvania Corp., Philadelphia, when that becomes permitted under Pennsylvania law.
- PNC Financial Corp., Pittsburgh, signed a definitive agreement to merge with Citizens Fidelity Corp., Louisville, Ky., last June. Consummation of the transaction is subject to a number of conditions, including approval by the shareholders of both companies and regulatory authorities.
- CoreStates Financial Corp., Philadelphia, acquired New Jersey National Corp., Pennington, N.J., in October.
- Midlantic Corp., Edison, N.J., completed its merger with Continental Bancorp., Philadelphia, last month.

Southeast

In the Southeast, 10 of the 12 banks completed interstate deals.

- NCNB Corp., Charlotte, acquired Bankers Trust of South Carolina, Columbia, and National Bank of Florida, Miami.
- First Union Corp., Charlotte, completed its acquisitions of Georgia-based First Railroad & Banking Co.; Bank of Waynesboro; and Georgia State Bancshares Inc., in the fourth quarter.
- SunTrust Banks, Inc., Atlanta, acquired Third National Corp., Nashville, on Dec. 29.
- Citizens and Southern Corp., Atlanta, acquired Citizens and Southern South Carolina Corp., Columbia, on March 31.
- Sovran Financial Corp., Norfolk, acquired Suburban Bancorp., Bethesda, Md., and D.C. National BanCorp., Washington, D.C.;
- Maryland National Corp., Baltimore, following approval by the Federal Reserve Board, is expected to complete its merger with American Security Corp., Washington, D.C., in the first quarter of 1987.
- Signet Banking Corp., Richmond, formerly known as Bank of Virginia Co., acquired Security National Corp., Washington, D.C., in August.
- United Virginia Bankshares Inc., Richmond, acquired Bank of Bethesda, Md., in April.
- First American Corp., Nashville, acquired First Ashland Corp., Ky., during the first quarter of 1986.
- Dominion Bankshares Corp., Roanoke, completed its acquisition of Tennessee-based Nashville CityBank and First National Bank, Sparta, in January 1987.

Midwest

In the Midwest, seven of the 11 banks were involved in interstate deals.

- NBD Corp., Detroit, acquired Midwest Commerce Banking Co., Elkhart, Ind., and is in the process of acquiring US Ameribanc Inc., Highland Park, Ill.
- Banc One Corp., Columbus, announced that its merger with American Fletcher Corp., Indianapolis, was completed on Jan. 26, 1987.
- AmeriTrust Corp., Cleveland, completed deals with the following Indiana-based banking companies during 1986: First Indiana Bancorp, Elkhart; American Ligonier Bancorp Inc.; State Bank of Lima, Howe; Union Banc Corp., Kokomo; Central Indiana Bancorp Inc., Fairland; and Boone Corp., Lebanon.
- Boatmen's Bancshares Inc., St. Louis, acquired General Bancshares Corp., St. Louis, in March. General Bancshares owned 11 banks operating in Missouri, Illinois, and Tennessee.
- First of America Bank Corp., Kalamazoo, Mich., in the latter part of 1986 acquired First Bancorp of Indianapolis; First LaPorte Financial Corp., LaPorte, Ind.; and Premier Bancorp., Libertyville, Ill.
- Huntington Bancshares Inc., Columbus, acquired Central Bancorp, Danville, Ind.; Wainwright Financial Corp., Noblesville, Ind.; and Kasco Financial Corp., Warren, Mich.
- Marshall & Ilsley Corp., Milwaukee, acquired Thunderbird Capital Corp., Phoenix, in October.

West

Three of the four banks in the West and Southwest regions were involved in interstate deals last year.

- Security Pacific Corp., as mentioned above, completed its acquisition of Arizona Bancwest Corp., Phoenix, in October.
- Rainier Bancorp., Seattle, acquired Lincoln Savings & Loan Association, Portland, Oregon, as well as Washington-based United Bank, Tacoma, a savings bank.
- Valley National Corp., Phoenix, was in the process of acquiring Valley Utah Bancorp., Salt Lake City, and California Valley Bank, Fresno. ■

American Banker Ranks Top 10 Superregional Banks

Based on Total Assets on December 31, 1986

(In Billions of Dollars)

Rank 1986	Rank 1985		Total Assets 12/31/86	Total Assets 12/31/85
1	1	Security Pacific Corp., Los Angeles	62.6	53.6
2	2	First Interstate Bancorp., Los Angeles	55.4	49.0
3	3	Bank of Boston Corp.	34.1	28.3
4	4	First Bank System, Inc., Minneapolis	28.0	25.5
5	7	NCNB Corp., Charlotte, N.C.	27.5	19.8
6	13	First Union Corp., Charlotte, N.C.	26.8	16.6
7	8	SunTrust Banks, Inc., Atlanta	26.2	19.4
8	5	Marine Midland Banks, Inc., Buffalo, N.Y.	24.8	23.4
9	10	Bank of New England Corp., Boston	22.5	17.8
10	9	PNC Financial Corp., Pittsburgh	22.2	18.8

Assets for Dec. 31, 1985, are as reported in 1986. American Banker defines a supperegional banking firm as a non-money center banking company that is ranked among the top 100 banking firms in total assets and has merged across sate lines to establish a full commercial banking presence in another state.

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey on superregional banking firms meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

____

____

(2.) What did you like **best** about the survey?

____

____

(3.) What did you like **least** about the survey?

____

____

(4.) How do you use the survey in your work?

____

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Name (optional)________________

Title________________

Company________________

Address________________

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Phone________________

Hawaii Banks, Thrifts Stage Rate War

Special to the American Banker

HONOLULU — Responding to consumers' complaints and each other's moves, Hawaiian financial institutions last week became locked in a credit card war that resulted in interest rate reductions.

The competitive display began on Feb. 1 when the Bank of Hawaii, the largest financial institution in the state, announced in a front page story in the local morning newspaper, *The Honolulu Advertiser,* that it was trimming its Visa card rate from 18% to 16.8% starting March 1.

The credit card rate reduction was the first to be made locally, and it also made Bank of Hawaii's credit card rate the lowest of any commercial bank here.

The distinction, however, was short-lived.

In a classic case of competitive forces at work, the rival First Hawaiian Bank, the state's second largest, responded at the beginning of last week with the revelation that it was dropping its MasterCard rate to 16.5%.

Immediately, Bank of Hawaii announced that it would match the drop to 16.5%. That set off a quick chain reaction as other banks followed suit.

By the end of the day, the Central Pacific Bank and the Bank of Honolulu had announced that they too were dropping their credit card interest rates to 16.5%.

By the end of last week, several other financial institutions had done the same.

The International Savings & Loan Association and the City Bank, which services International's credit cards, also matched the banks' moves down to 16.5%. One local credit union, Oahu One, went so far as to drop its Visa rate from 16.9% to 14.9%.

The First Nationwide Bank, which has 19 offices in Hawaii, said it was dropping its rate to 16.9%. First Nationwide also said, however, that it would raise its annual fee from $18 to $24.

Other financial institutions, however, left their annual fees intact, at least for the moment.

The First Interstate Bank of Hawaii said it was "studying the situation," but a spokesman said that the First Interstate Bancorp — of which the local bank is a franchisee — is adopting a variable credit card rate pegged at nine points above prime.

The spurt of credit card activity was the first acknowledgment by Hawaiian banking institutions of growing discontent on the part of consumers who complain that credit card rates are out of line.

While other interest rates have dropped dramatically in recent months, credit card rates generally have stayed at high levels and issuers have maintained additional annual fees for cardholders.

Bank of Hawaii, meanwhile, indicated that it was prepared to drop its rates further to remain competitive. A bank spokesman said the reduction reflected an "ongoing effort" by Bank of Hawaii to be "as competitive as possible." ■

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WASHINGTON MONDAY

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Proxmire Postpones a Vote On His Omnibus Banking Bill

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Chairman William Proxmire of the Senate Banking Committee has postponed a committee vote on his omnibus banking bill for another week, an additional sign that the legislation in its present form may be in trouble.

The Wisconsin Democrat had planned to have the committee vote on the bill on Wednesday of this week. After a meeting Thursday with committee members, the chairman now has set a March 5 date for considering the bill and likely amendments to it.

Provisions of the Proxmire bill include:

- A $7.5 billion short-term recapitalization plan for the ailing Federal Savings and Loan Insurance Corp.
- Emergency powers to permit federal regulators to merge failed and failing banks across state lines.
- Closing a loophole in banking law that has permitted the growth of limited-purpose nonbank banks.
- Giving banks the right to underwrite revenue bonds, mortgage-backed securities, and commercial paper, and to distribute mutual funds.
- New limits on check-hold periods.
- A section extending the conservatorship authority of the National Credit Union Administration.

Mr. Proxmire organized a combination pep rally-press conference Friday to discuss the bill and make another push for closing the nonbank-bank loophole. Following his brief remarks, representatives of several financial, consumer, and small-business groups that oppose nonbank banks spoke

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Hallwood Group Relied on Cairns And Perseverance to Win BancTexas

By DAVID LaGESSE
Southwest Bureau

DALLAS — The Hallwood Group Inc., a New York-based merchant banking firm, had to overcome the initial skepticism of both the BancTexas Group and federal regulators before successfully structuring a bailout of the financially strapped bank holding company last week, according to negotiators involved in the deal.

They cited three factors that brought the deal to a close: the perseverance of Hallwood; an unusual transaction that appealed to regulators; and the behind-the-scenes efforts of James G. Cairns, a prominent banker now working for Hallwood.

Regulators announced a tentative agreement last Thursday that would bring $150 million in federal assistance to BancTexas, as well as $50 million in new capital through a stock offering by Hallwood.

The agreement ended nine months of sporadic negotiations involving Hallwood, BancTexas, and the Federal Deposit Insurance Corp. With some $1 billion in assets, BancTexas owns 11 subsidiary banks — several of which stood on the brink of failure before the deal was struck with Hallwood.

"It was the persistence of Hallwood that kept this deal alive," said Margery Waxman, a Washington attorney who represented BancTexas in the negotiations.

Hallwood: Page 30 ➡

More Problems For Thrift with Regulator Link

Lincoln Savings' Profits Decrease Sharply in 1986

By ROBERT LUKE
West Coast Bureau

LOS ANGELES — The thrift holding company that has come under fire in Washington for its business ties to a member of the Federal Home Loan Bank Board is facing new problems closer to home.

Last week, the American Continental Corp. and its principal subsidiary, the Lincoln Savings and Loan Association, Irvine, Calif., both reported sharply lower profits in 1986 from a year earlier.

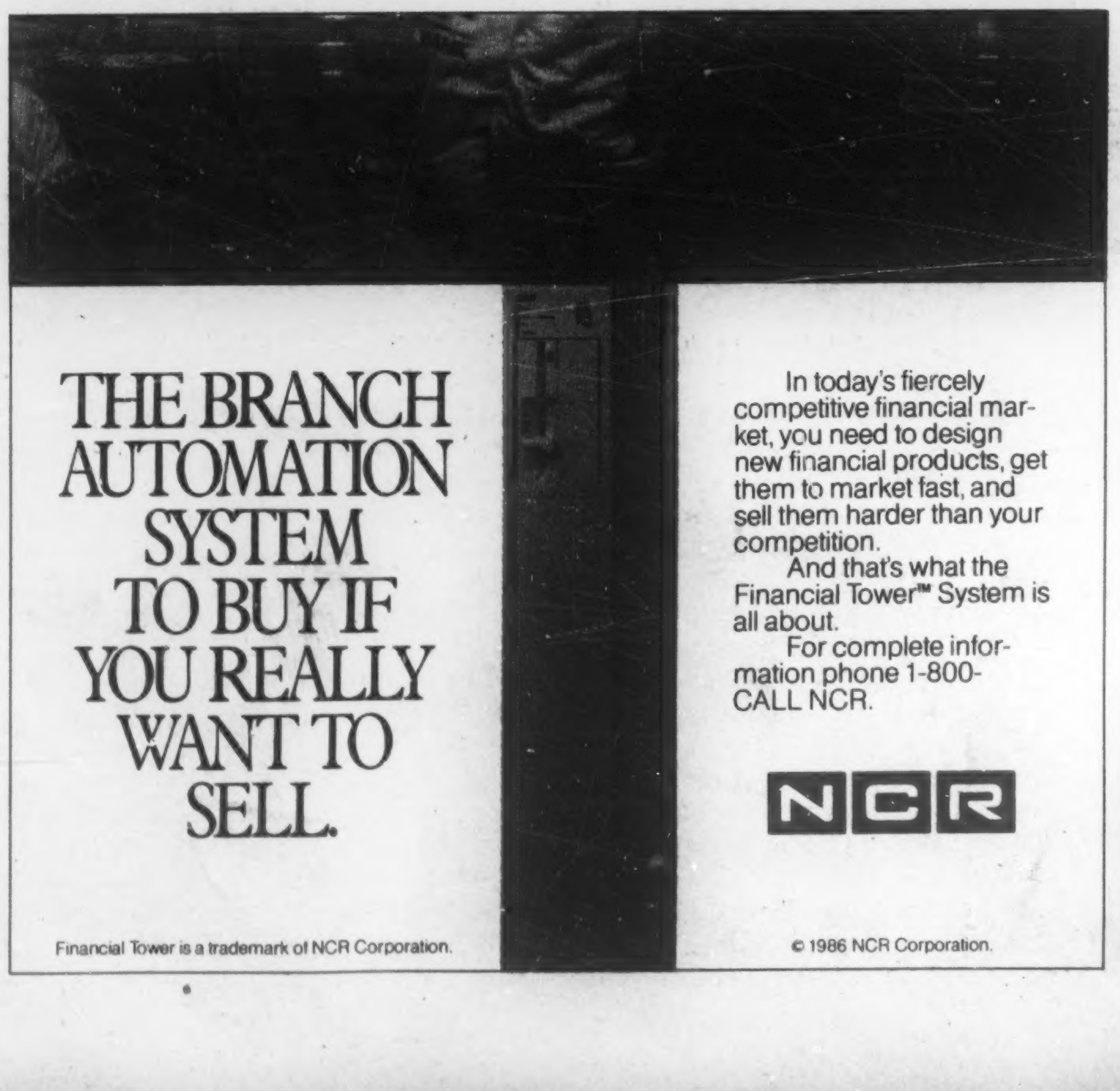
Lincoln, whose officials have opposed many of the Bank Board's policies, has financed the business deals of one of the agency's newest members, Lee Henkel. That relationship is under scrutiny by congressional committees to which falls the task of confirming Mr. Henkel for the job.

The controversy heated up last fall when Mr. Henkel proposed relaxing the Bank Board's limits on direct investments. Lincoln is heavily involved in direct real estate and other investments.

American Continental, based in Phoenix, blamed the drop in 1986 profits on an extraordinary loss of $6.6 million, or 53 cents a share, from premiums paid and deferred issue expenses written off because of the early retirement of about $214 million of higher-rate debt.

No officials of either American Continental or Lincoln, which is based in Irvine, Calif., could be reached for comment.

Thrift Problems: Page 31 ➡



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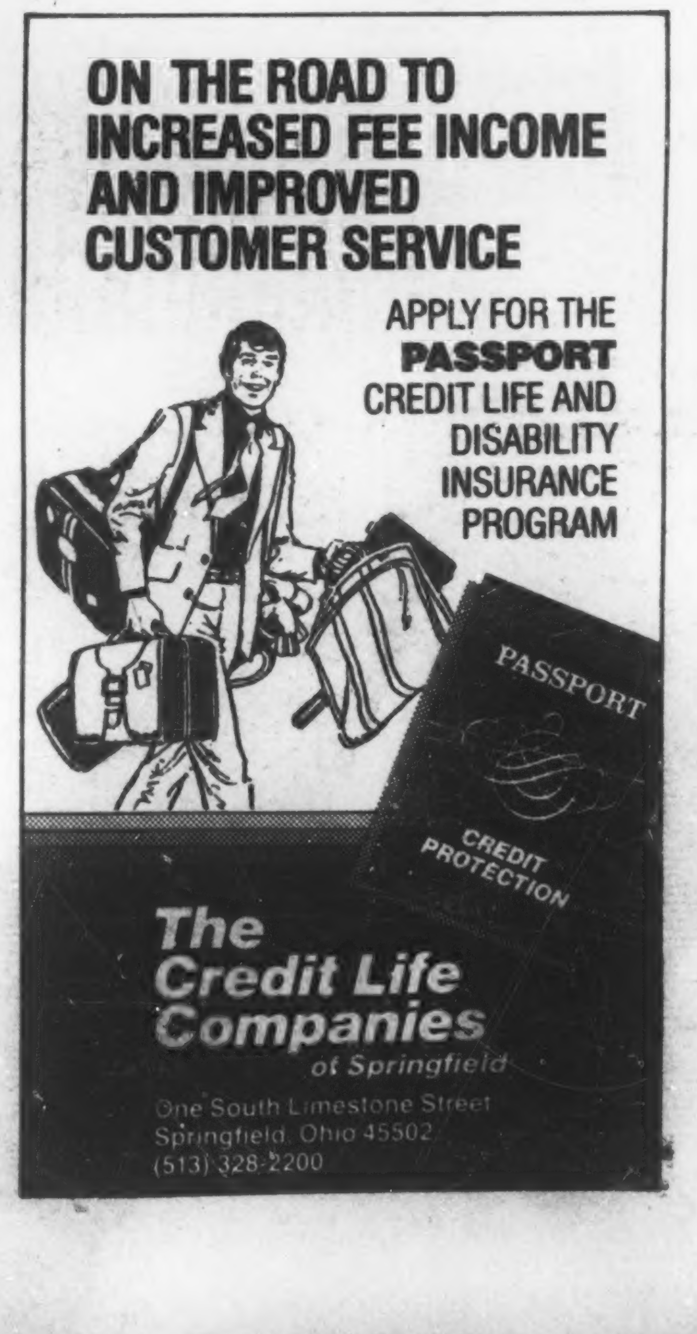

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Branch Cuts Seen Hurting Minorities

By LAURA GROSS

NEW YORK — Closing inner-city bank branches discriminates against low-income, black, and Hispanic consumers, according to a report just released by the Community Training and Resource Center, a consumer advocacy group that investigated closings in New York City from 1977 to 1984.

"Branch closings disproportionately occurred in lower-income neighborhoods and neighborhoods where blacks and Hispanics are in the majority," said a press statement issued by the organization. It found that most branch openings were in the suburbs.

The report comes down hard on New York State and federal regulators, calling for greater government concern and more regulation of branch banking issues.

Margaret Stix, author of the report, warned in an interview Friday that "the situation could get worse in light of additional branch closings to occur this year, particularly by Chase Manhattan Bank, which has announced that they will close up to 50 branches in 1987."

Ms. Stix said 89% of closings during 1977-84 were done by commercial banks, mostly Chase, with 39% of that total; Manufacturers Hanover Trust Co. with 25%, and Citibank, with 22%. The closings occurred during a time of extreme hardship for savings institutions, which nonetheless shut far fewer branches than commercial banks.

Among the charges and recommendations included in the 101-page analysis are:

- State government response to the branch closings issue has been inadequate. The Banking Department has failed to maintain an accurate inventory of branch services or even to keep an accurate list of branches that have closed.
- Federal regulators have failed to respond credibly to the branch closing phenomenon.
- New York State supervisory proce-

Branch Closings: Page 18 ➻

Corrections

The record date for Fleet Financial Group Inc.'s two-for-one stock split was incorrectly reported in the Feb. 12 "In the News" column (page 3) due to an erroneous press release. The correct date is March 15, 1987.

□

A table on mutual-to-stock conversions of thrift institutions on Feb. 13 (page 9) gave an incorrect location for Standard Federal Bank. The institution is located in Troy, Mich.

□

The table "Who's Who in Video Banking Nationwide" on page 8 of the Feb. 2 issue showed incorrectly that California First Bank planned a video banking service using the Princeton TeleCom system. The bank says it has no relationship with Princeton TeleCom. Also, it does have a telephone bill paying service in its San Diego region, which the table did not indicate.

□

Sovran Financial Corp., Norfolk, Va., had the ninth best return on average assets in 1986 among the nation's superregional banking firms. Sovran was inadvertently omitted from a summary table identifying the top 10 superregionals in 1986 ROA. (Feb. 10, page 14.) ■

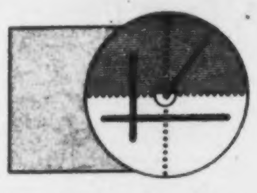
Wells Chief Sings Praises of California

Reichardt Stumps for Firm to Be Viewed as Regional Bank

By NINA EASTON
West Coast Bureau

LOS ANGELES — The San Francisco-based Wells Fargo & Co. wants to expand its presence in southern California, possibly by purchasing savings and loans, Carl E. Reichardt, Well's chairman and chief executive officer, said last week.

However, Mr. Reichardt said that a new Federal Savings and Loan Insurance Corp. policy of imposing an "exit fee" on thrifts that leave that agency's fund, which insures savings and loans and federal savings banks, may make S&L acquisitions too expensive for Wells.



Corporate Strategy

Banks that acquire thrifts typically convert them to commercial banking subsidiaries that are insured by the Federal Deposit Insurance Corp. But FSLIC officials are fearful that the departure of healthy thrifts will further weaken the ailing insurance fund, and the agency has begun charging stiff exit fees. This policy has been ruled illegal by one federal court.

Mr. Reichardt spoke at a financial industry conference sponsored by San Francisco's Montgomery Securities. He confirmed that Wells Fargo had considered buying one of several large insolvent thrifts in California that are now operating under the purview of the federal government. But, he said, Wells has not put forward a bid on any of those institutions.

"We've looked at acquiring a failing institution in another state as a trade" that would enable Wells to buy a healthy thrift here, Mr. Reichardt added. However, he indicated that no progress had been made on that initiative.

In a wide-ranging talk to securities analysts on Thursday, Mr. Reichardt also reiterated his strategy of focusing on the California market at a time when competitors are moving across state borders. He did not, however, rule out the possibility of acquiring an out-of-state bank when regional interstate banking comes to California in July.

Mr. Reichardt has maintained a low profile as the head of the $4.6 billion-asset bank holding company, and it is only infrequently that he makes public his views. But the Wells Fargo chairman provided a number of candid insights into his company's strategy:

- Wells Fargo will emphasize its personal trust operations. Mr. Reichardt indicated that Wells Fargo's planned purchase of BankAmerica's personal trust operations for $100 million would not be the company's last acquisition in that area. "As a business, we are finding [personal trust] much more attractive as time goes on, particularly with the econo-

Wells Fargo: Page 26 ➻

But Butcher Says Chase May Not Remain a Bank at All

By ROBERT TRIGAUX
Washington Bureau

WASHINGTON — For Chase Manhattan Corp. chairman Willard Butcher, the more his bank looks at its charter, the less interesting it becomes.

"If we won't be Chase Manhattan Bank, we'll be Chase Manhattan Securities Corp.," the Chase executive said here last week.

Mr. Butcher's remarks brought up to date the public warning first issued last October by Chase president Thomas G. LaBrecque that the New York bank holding company was studying the idea of dropping its bank charter. Mr. Butcher, in town to lobby U.S. senators for expanded banking powers, told a gathering of the business press that thus far Chase's review of its charter was not promising.

"The more we study it, the less we find it of interest to be a bank."

Chase Manhattan Corp. is the third largest U.S. banking company, with $95 billion in assets at the end of last year. It is one of several large bank holding companies that say they are examining ways to restructure without a bank charter — and without the accompanying regulatory restrictions. Citicorp and J.P. Morgan & Co. are among the money center banks that are at least considering the costs and benefits of such a reorganization.

Mr. Butcher chose to quantify the benefits for Chase. "We earned $585 million as an institution [last year]," he said, with a large percentage of earnings coming from Chase's credit card and foreign exchange operations. If it had not been a bank, Chase would have earned between $595 million and $600 million, he said. Thus, banking functions "cost" Chase $10 million to $15 million, according to Mr. Butcher.

Chase would prefer to remain a bank, but will be forced to get out of the business if it cannot fully participate globally in fast-growing securitization and other businesses. "The profit in our business is in that," he said.

Mr. Butcher cited Japan's Nomura Securities, West Germany's Deutsche Bank, and Wall Street's Salomon Brothers as competitors of Chase. "Our clients are going to people" such as these, he said, who can offer the widest services.

Mr. Butcher's arguments are not new, but Chase is increasingly going public to make these points, reflecting the intense frustration among senior banking officials who feel their companies are losing ground to investment banks and foreign financial firms.

It also is a political message to Congress and bank regulators that Chase and other banking companies may someday peddle their services as diversified financial firms if their U.S. banking charters do not become more valuable than they are now.

Mr. Butcher visited Capitol Hill to express these views and to endorse the first round of Senate Banking Committee Chairman William Proxmire's banking legislation. None of the congressmen Mr. Butcher visited shared his "way of thinking," he said.

The Chase executive also elaborated on his Feb. 19 letter to Sen. Proxmire endorsing the Senate banking legislation. The omnibus bill, among other things, would help recapitalize the Federal Savings and Loan Insurance Corp., require the disbanding of nonbank banks not established by July 1983, and give new securities powers to commercial banks.

On Friday, sources said some provisions of the Proxmire bill — including the grandfather dates for nonbank banks and mutual funds powers for banks — may be changed before the scheduled March 5 markup by the Senate Banking Committee.

Chase: Page 26 ➻

CrossLand Takes Steps to Live Up to Its Name

By MARK BASCH

NEW YORK — When the Metropolitan Savings Bank became CrossLand Savings FSB in 1985, it said the change reflected "both achieved and projected geographic expansion."

But the New York savings bank had confined its retail operations to the East Coast until last week, when it began to move "cross land" with an agreement to acquire a thrift with offices in four western states.

CrossLand announced an agreement in principle to acquire the troubled Western Savings and Loan Co., a $400 million-asset thrift based in Salt Lake City. In addition to Utah, Western has branches in California, Oregon, and Washington.

CrossLand already operates a mortgage banking subsidiary based in Salt Lake City. The thrift acquired First Security Realty Services Corp. from First Security Corp. last summer for $37 million in cash. The unit, renamed the CrossLand Mortgage Corp., has offices in 12 states.

Besides New York, the $10.1 billion-asset CrossLand has retail offices in northern Virginia and Florida. "We want to be a nationwide presence," said CrossLand vice chairman Frank A. Dellomo.

In a recent interview, CrossLand chairman Luke A. Baione hinted that the thrift soon would undergo its long-planned geographic expansion. "We're looking now at acquisitions both within the industry and outside the industry," he said. "They would put the bank in a unique position compared with any other thrift, and even compared with other commercial banks."

In New York, CrossLand is dwarfed by the money center banks, but Mr. Baione feels that it can escape that shadow by expanding outside the city. "Visualize us in New York and we're not a giant. Visualize us around the country and we're the 42d largest [financial institution]," he said.

CrossLand needed capital to expand. It raised $116 million by converting from mutual to the stock form of ownership in October 1985. "From a management point of view, the simplest type of operation to have is a mutual," Mr. Baione said. "If you want to grow and expand the operation, you're going to have to go that route [conversion]."

CrossLand also raised capital in 1985 by selling its mort-

CrossLand: Page 31 ➻

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TODAY

AMERICAN BANKER TOP 25

Citibank became the nation's first deposit taker to hold more than $100 billion in deposits last year, according to the *American Banker's* annual listing of the top 25 banks in deposits and the top 25 banks in assets, published on page.............. 22

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Domestic Mergers Ranked by Price

Acquirer	Acquired	Deal's Value
Chemical New York Corp. New York	Texas Commerce Bancshares Houston	$1.2B*
Security Pacific Corp. Los Angeles	Rainier Bancorp. Seattle	$1.2B*
Wells Fargo & Co. San Francisco	Crocker National Corp., San Francisco	$1.1B
First Wachovia Corp. Winston-Salem, N.C.	First Atlanta Corp., Atlanta	$841.7M
First Union Corp. Charlotte, N.C.	First Railroad & Banking, Augusta, Ga.	$779M

* Proposed

Security Pacific's $1.15 Billion Offer Wins Over Seattle's Rainier Bancorp.

By NINA EASTON
and MIKE PARKS

Interstate Banking

Rainier Bancorp., Washington State's largest independent bank holding company, will be swallowed by Security Pacific Corp., Los Angeles, in a deal valued at $1.15 billion, officials at both banks said Tuesday.

In securing an agreement from Rainier, Security Pacific edged out First Bank System Inc., Minneapolis, which also forwarded a bid. Rainier confirmed Monday that it was considering proposals from two large out-of-state companies.

The acquisition of the $9.2 billion-asset Seattle company — the third largest banking concern in the Pacific Northwest — is a major coup for Security Pacific, which has been aggressively moving into other states since interstate banking prohibitions began crumbling in the West.

"This creates a regional powerhouse," said Paul H. Bastaad, an analyst with Warburg Rowe & Pitman Akroyd Inc. in San Francisco. "Security Pacific has moved into all of the large economic areas of the West."

The merger will give Security Pacific a total of $72 billion in assets. It remains the sixth largest bank holding company in the country, but it is fast catching up to the fifth largest, Manufacturers Hanover Trust Co., which has $74.4 billion in assets.

Under the merger agreement, which is still subject to the approval of regulators and the shareholders of both companies, Security Pacific will exchange 1.3 shares of its own stock for each of Rainier's 20.9 million outstanding shares, as well as those Rainier shares that will be issued in its pending acquisition of United Bank in Tacoma, Wash. That deal is expected to close on March 15.

In late-afternoon trading Tuesday, Security Pacific's stock was at $38.25, down $2 from Monday's closing price of $40.25. At the Tuesday afternoon price, the value of the deal to Rainier shareholders would be about $49.75 a share.

Rainier's board of directors voted to approve the deal at 2 a.m. Tuesday after Richard J. Flamson 3d, Security Pacific's chairman and chief executive officer, spent all day Monday in Seattle meeting with board members. Security

Rainier: Page 23 ➜

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Baker, Volcker Reassure Hill On Latin Debt

But Fed Chief Says Brazil Creates 'Sizable Problem'

Washington Bureau

WASHINGTON — Treasury Secretary James Baker and Federal Reserve Chairman Paul Volcker teamed up Tuesday to try to convince Congress that current rumblings among international debtors are under control.

Mr. Baker told a panel of the Senate Appropriations Committee that his strategy for resolving Third World debt problems is working. He also said he does not see Brazil's decision to suspend interest payments being followed by other debtor nations.

"We don't see this as something that is going to spread to a lot of other debtor countries," the Treasury secretary said. He expressed confidence that Brazil will resolve its payments situation by negotiating with private creditors.

Mr. Volcker, while taking the same general tone, said the Baker plan to stimulate Third World growth needs new life. And he told the Senate Budget Committee that Brazil's decision last Friday to suspend interest payments on its foreign debt is creating a "sizable" problem.

Mr. Volcker said that management of the debt problems in Latin America and some other developing countries "is again at a critical stage." He urged a renewed understanding by nations and officials wrestling with international debt that debtors and creditors must work together.

The Fed chairman conceded that some of the parties who have been dealing with Third World debt problems now suffer from "battle fatigue."

At his appearance, Mr. Volcker said he would be happy to work with the Brazilian government on a solution to its debt crisis, as long as the nation is working toward a responsible resolution to the problem.

"To fail in carrying through on past efforts or dealing with the new points of strain would plainly jeopardize past successes and threaten new strains on the financial system," Mr. Volcker testified.

Both Mr. Baker and Mr. Volcker represented the U.S. at a gathering last weekend of finance ministers and central bank governors at the Group of Five meeting in Paris Feb. 21. There, it was agreed that currency rates — especially the falling dollar — would be stabilized and that Japan and West Germany in turn would boost internal demand for goods and services to aid U.S. exports and lower the trade deficit.

In the spirit of that meeting, Mr. Volcker urged the Senate budget panel to support international economic cooperation, rather than protectionist trade legislation, as the best way to support global economic growth. Broad protectionist measures would drive up U.S. inflation and interest rates, damage growth abroad and "invite worldwide recession," he said.

Mr. Baker reiterated the Administration's program — commonly called the

Baker: Page 19 ➜

Number of POS Terminals to Grow Tenfold by 1990

By JEFFREY KUTLER

NEW YORK — Growth in point-of-sale payment terminals is on the verge of exploding, with the probability of a tenfold increase by 1990, according to a study by Carmody & Co.

The Fort Lee, N.J., consulting firm, which specializes in electronic funds transfer systems, said that point-of-sale debit terminals will shrug off sluggish growth and expand to 178,000 in 1990 from a national total of 17,300 at mid-1986.

Carmody also predicted that national point-of-sale debit transaction volume will grow to $130.6 million per month in 1990, more than 30 times the $4.2 million in monthly transactions for 1986.

By 1990, supermarkets will overtake gasoline stations to have the largest number of terminals that move funds directly from a consumer's transaction account into a retail store's bank account.

Transactions at gas stations will continue to outnumber supermarket transactions in 1990, as they do today. But together these two retailing categories will account for three of every four electronic POS debits, the same as in 1986, the Carmody projections show.

Carmody derived the results from data compiled for clients over the past two years. They were most recently updated last fall, according to Nancy Grant, a partner in the firm.

Ms. Grant claimed that the projections are more valid than most because Carmody reconciled the conflicting opinions of banking network operators and retailers with research into consumer attitudes.

"This was very tough to do, because bankers and retailers have not been seeing eye to eye," she said. "Bankers tended to be more optimistic than retailers about the number of POS terminals they expected to install over three years. To the extent that the two industries can resolve some of their differences, the bankers' expectations might be seen as indicating a longer-term growth trend."

Growth in Point-of-Sale Debit Terminals

	Mid-1986			1990 (est.)		
Merchant Type	POS Devices	Share of Total	Monthly Trans. Per Terminal	POS Devices	Share of Total	Monthly Trans. Per Terminal
Supermarket	2,249	13%	200	74,760	42%	624
Retail gas	5,536	32%	475	30,260	17%	1,764
Convenience	1,384	8%	475	12,460	7%	1,470
Fast food	nil	<1%	200	17,800	10%	400
Others*	8,131	47%	60	42,720	24%	140
Totals	**17,300**	**100%**	**243**	**178,000**	**100%**	**734**

* Includes major retail stores, with 15% of terminals in 1986 and 4% in 1990.

Source: Carmody & Co.

Ms. Grant added, "We worked with electronic banking networks and retailers to bring their forecasts into line with each other. If they were far apart, we went back to them with information we gathered to come up with a more realistic conclusion. Then we factored in consumer research to determine what they know about POS debit and how they would respond to the service if offered."

Carmody counted 128 million bank debit cards in circulation as of mid-1986. Almost all were issued to permit access to automated teller machines, but financial institution executives regard them as the nucleus for point-of-sale debit programs such as that of Lucky Stores, the California supermarket chain that accepts ATM cards as the equivalent of cash.

Of those 128 million debit cardholders, 58 million said they would use their cards for electronic point-of-sale debits if available, and 34 million actually had access to the service in 1986, the survey showed. Relatively few consumers had used it, however.

Carmody said that 150 million people would have debit cards by 1990, of whom 84 million would use the payment service willingly and that 76 million actually would have access to it.

Retail gasoline stations accounted for 5,536, or 32%, of the 17,300 POS debit terminals as of mid-1986, compared with an anticipated 30,260, or 17%, of 178,000 units in 1990. The number of terminals they have will rise 446%, but their share of the total will be cut virtually in half.

Supermarkets will cause this contraction. They accounted for 13% of terminals in 1986, but that figure is projected to rise to 42% in 1990.

Retail gas stations' share of monthly transactions — 63%, or 2.6 million of 4.2 million nationally in 1986 — will drop to 40%, or 52.2 million of the projected 130.6 million in 1990. The transaction share of supermarkets will increase from 11% in 1986 to 35% in 1990.

In terms of transactions per POS terminal, both gas stations and convenience stores were handling 475 items per month last year compared with 200 at supermarkets, 200 at fast-food restaurants, and 60 at other outlets.

Carmody estimated that transactions per terminal at retail gas stations will rise to 1,764 monthly in 1990, followed by 1,470 at convenience stores, 624 at supermarkets, 400 at fast-food outlets, and 140 elsewhere.

Counting all checkout lanes, a supermarket might be handling 6,000 to 6,500 POS debits per store by 1990, up from 2,000 to 2,500 in 1986. These figures compare with 5,000 transactions per month at an average bank's automated teller machine.

Another recent survey by the newsletter *EFT Report* suggests that the predicted upsurge from the mid-1986 base line of 17,300 terminals as reported by Carmody & Co. may have begun already. The newsletter said 31,000 POS debit terminals were in place at the start of 1987. Lucky Stores alone had 4,500 devices in 450 of its supermarkets.

POS News, another newsletter, said the POS terminal count was up to 27,421 in January 1987 from 17,256 in June 1986, with 64,680 predicted by yearend. ■

Technology Topics

EDS SERVING GMAC: Electronic Data Systems Corp., Dallas, will provide all data processing, telecommunications, and systems development services to General Motors Acceptance Corp. under a five-year, fixed-price, full-facilities-management contract with options to extend to 10 years.

It is the largest contract that Electronic Data Systems, a subsidiary of General Motors Corp., has ever signed with a financial industry client.

EDS has been providing many of these services for GMAC since 1984. During that time, the data processor has installed or enhanced systems that enable GMAC to acquire funds, approve credit, issue investment notes, and arrange for leasing. According to GMAC's vice chairman, Gordon Samardich, these accomplishments contributed to the signing of this long-term contract.

FUJITSU'S COLOR GRAPHICS: United Savings of America has activated the color graphics capability on its Fujitsu ACT 4000 automated teller machines in six metropolitan Chicago locations. They are the first color ATMs in Illinois, according to Kevin R. Murphy, senior vice president of marketing at Fujitsu Systems of America, San Diego.

"We've added color graphics to enhance ATM usage," explained Jerome B. Toigo, senior vice president of administrative services at the $1.4 billion-asset United Savings of America.

"Color makes ATM screens easier to read by highlighting key information. In addition, the use of graphic symbols or 'icons' helps simplify the screen design. We've replaced many words with easy-to-understand symbols, enabling our customers to complete their banking transactions more quickly," Mr. Toigo added.

GULFNET EFT CONFERENCE: GulfNet, the Louisiana-based shared electronic banking network, has scheduled its second annual "EFT Showplace" meeting for March 25-26 at the Marriott Hotel in New Orleans. It falls the week before the Electronic Funds Transfer Association's "World EFT Showcase" to be held in Las Vegas.

The New Orleans program includes nationally prominent speakers on electronic funds transfer including: D. Dale Browning, president, Plus System Inc., and his counterpart, Bruce A. Burchfield, president, Cirrus System Inc.; Thomas O. Bennion, chairman of the Honor System in Florida; Donald Long, a 19-year veteran banking consultant with IBM Corp., and Thom Malin, vice president of sales for TransFirst Corp., Dallas, formerly Money Maker EFT Services.

For information, contact GulfNet, P.O. Box 60279, New Orleans, La. 70160, telephone 800-535-9659 (in Louisiana: 800-462-9511).

FUTURE OF THE ACH: A panel discussion on the future of the automated clearing house payments system will close the National Automated Clearing House Association's annual conference, March 15-18 in San Diego.

Panelists are Joseph P. Coricaci, senior vice president and treasurer, Continental Illinois National Bank and Trust Company of Chicago; Mary L. King, associate professor of management at Rhode Island College and author of "The Great American Banking Snafu"; Martin Mayer, author of "The Bankers" and a contributor to the *American Banker*; and George C. White, consultant and president of White Papers Inc., Montclair, N.J.

Another session has been scheduled to focus on the U.S. Treasury's vendor payment program, wherein government agencies will begin in July to convert check payments to automated clearing house items. The speaker is Loretta Walker, senior program analyst at Treasury.

INSURANCE TECHNOLOGISTS MEET: Office automation, telecommunications, electronic publishing, and productivity are among the topics to be covered at the Life Office Management Association's evolving technologies conference, May 18-20 in Orlando, Fla.

For information, contact Scott K. Allen at the association's headquarters in Atlanta, telephone 404-951-1770.

S&L SWITCHES ALLEGIANCE: Landmark Savings Association, Pittsburgh, dropped out of Mellon Bank's CashStream automated teller machine network and joined the Mac system instead, effective Feb. 2.

Mac, operated by Philadelphia National Bank, consists of 360 machines in western Pennsylvania out of 2,018 in Pennsylvania, Delaware, New Jersey, and New York. Mac is also a part of Plus System Inc., the nationwide network of 13,000 ATMs.

Landmark Savings, with $1.5 billion in assets, has 25 ATMs of its own.

SUCCESS WITH QUADSTAR: First Eastern Bank NA, Wilkes-Barre, Pa., the beta test bank for Quadstar Corp.'s Q-UP/32 fault-tolerant automated teller machine operating system, reported reaching a volume of 4,300 transactions per machine per month for its system that went live last August. Annual transaction volume for its network of 24 Diebold machines was up 17% in 1986.

Quadstar, a Dallas-based subsidiary of Citicorp, designed the system to run on a Stratus/32 computer, whose continuous processing architecture reduces the likelihood of downtime. For First Eastern, the system connects to the Mac regional ATM network.

"We analyzed several vendors and chose Quadstar because we were familiar with their proven ATM software," said William Heverly, assistant vice president at the $1.7 billion-asset bank. "Quadstar proceeded to install the system within our time frame and completed the Mac link in only a week. Overall it was one of the smoothest installations that we've ever had."

NATWEST BUYS SWEDISH: National Westminster Bank USA, New York, is installing 100 Teller Assist Cash Dispensers from Inter Bank Systems Inc., Yonkers, N.Y., the U.S. subsidiary of Inter Innovation of Sweden.

The automatic cash handling units, which will be connected during 1987 to the bank's IBM 4700 teller terminal system, come on top of 22 units tested in NatWest branches since 1984. The latest sale was valued at $1.5 million.

Other Inter Innovation users in North America include Bank of America, Bank of Nova Scotia, Chemical Bank, Citibank, First Fidelity Bank of New Jersey, Marine Midland Bank, PSFS, Royal Bank of Canada, and Government Employees Credit Union of Texas.

CARD MAKER RELOCATES: Perfect Plastic Printing Corp., a plastic card producer in St. Charles, Ill., has outgrown its quarters for the second time in six years.

Its latest facility west of O'Hare Airport outside Chicago includes a windowless factory, a sophisticated electronic surveillance system, and other state-of-the-art systems to maximize productivity and quality. The building, on an eight-acre site, is twice the size of the previous location and has room to double again before another move is necessary, the company said.

COLONIAL PENN PICKS TANDEM: Colonial Penn Group Inc., Philadelphia, one of the largest direct response insurance companies, will install Tandem NonStop systems in a network connecting more than 1,500 personal computers and terminals to its Honeywell and IBM host systems. The network is used for on-line access to multihost systems and for such applications

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INTERNATIONAL BANKING ANNUAL — [illegible] ON P.17

American Banker

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TODAY

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KEEPING CURRENT

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Deal Offered By Proxmire On Nonbanks

Compromise Would Allow Existing Units to Remain

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — In an effort to salvage as much of his omnibus banking bill as possible, Senate Banking Committee Chairman William Proxmire offered committee Democrats a compromise on Tuesday that would legitimize existing nonbank banks and defer new underwriting powers for banks.

Mr. Proxmire, a Wisconsin Democrat, would drop from his bill a title giving banks new securities underwriting authority and would close for one year a loophole in the Glass-Steagall Act that appears to permit the Federal Reserve to approve limited underwriting powers.

Although the new grandfather date for nonbank banks and the lack of a securities power title in the bill would appear to violate the American Bankers Association's conditions for supporting the measure, an ABA source who asked not to be named said the revisions appear to contain "positives as well as negatives."

On the positive side, the ABA source said, the new language appears to open the door for the Fed to approve broad new powers after the one-year moratorium expires. Real estate and insurance powers are among the types of new activities that the central bank might be able to approve, the source said. Securities powers, however, would not be expanded beyond what is now in the Glass-Steagall Act, the ABA source said.

The ABA, the source said, has not had time to decide if it will continue to support the bill.

One financial industry source said

Proxmire: Page 6 ➻

Japan's US Presence Grows

By L. MICHAEL CACACE

NEW YORK — Japanese banks substantially increased their presence in this country last year, according to an *American Banker* survey.

They had a net gain of 12 full banking offices, compared with 14 by all other foreign banks.

At midyear 1986, Japanese banks had 95 full banking offices, a 14% increase from 83 offices a year earlier.

Overall, foreign banks had 642 such offices in the U.S. at the end of last June, up 4.2% from 616 the year before. (See statistical tables beginning on page 31.)

Full banking offices include agencies, branches, commercial bank subsidiaries, Edge Act banks, New York investment companies, and finance companies.

In addition, foreign banks had 336 representative offices at midyear 1986, up 4.3% from 322 offices in

Japan: Page 47 ➻

Top 5 US Locations For Foreign Banks

City	Offices
1. New York	420
2. Los Angeles	114
3. Chicago	82
4. Houston	71
5. San Francisco	67

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American Banker

INTERNATIONAL BANKING ANNUAL: Global banking, the dominant economic theme of the 1980s, has seen explosive growth through technology, deregulation, and securitization. Overview on **Page 17.**

Cuomo Offers Wider NY Bank Powers

By JED HOROWITZ

NEW YORK — Gov. Mario Cuomo is resubmitting legislation that would gradually repeal New York State's version of the Glass-Steagall Act and extend broader insurance powers to banks.

New York's governor this week sent five bills to the heads of the state Assembly and Senate banking committees. The bills seek to carry out recommendations made by the DeWind Commission, a financial services restructuring panel appointed in the governor's first term.

Several versions of the bills have been forwarded to the legislature for the past two or three years, but most have not been enacted.

The New York State Banking Department, which in December issued an interpretive letter seeking to enhance banks' securities powers, is pressing hard this year for the Glass-Steagall repeal bill. The department's influence means the bill almost certainly will be put on the legislative agenda, said Juliana Casilliano, counsel to the Assembly Banking Committee.

The bill would modify New York's "mini Glass-Steagall Act," officially Section 103(9) of the state banking law, but it is not as strong as some regulators would like. It merely says that the statute restricting bank affiliations with securities firms will automatically

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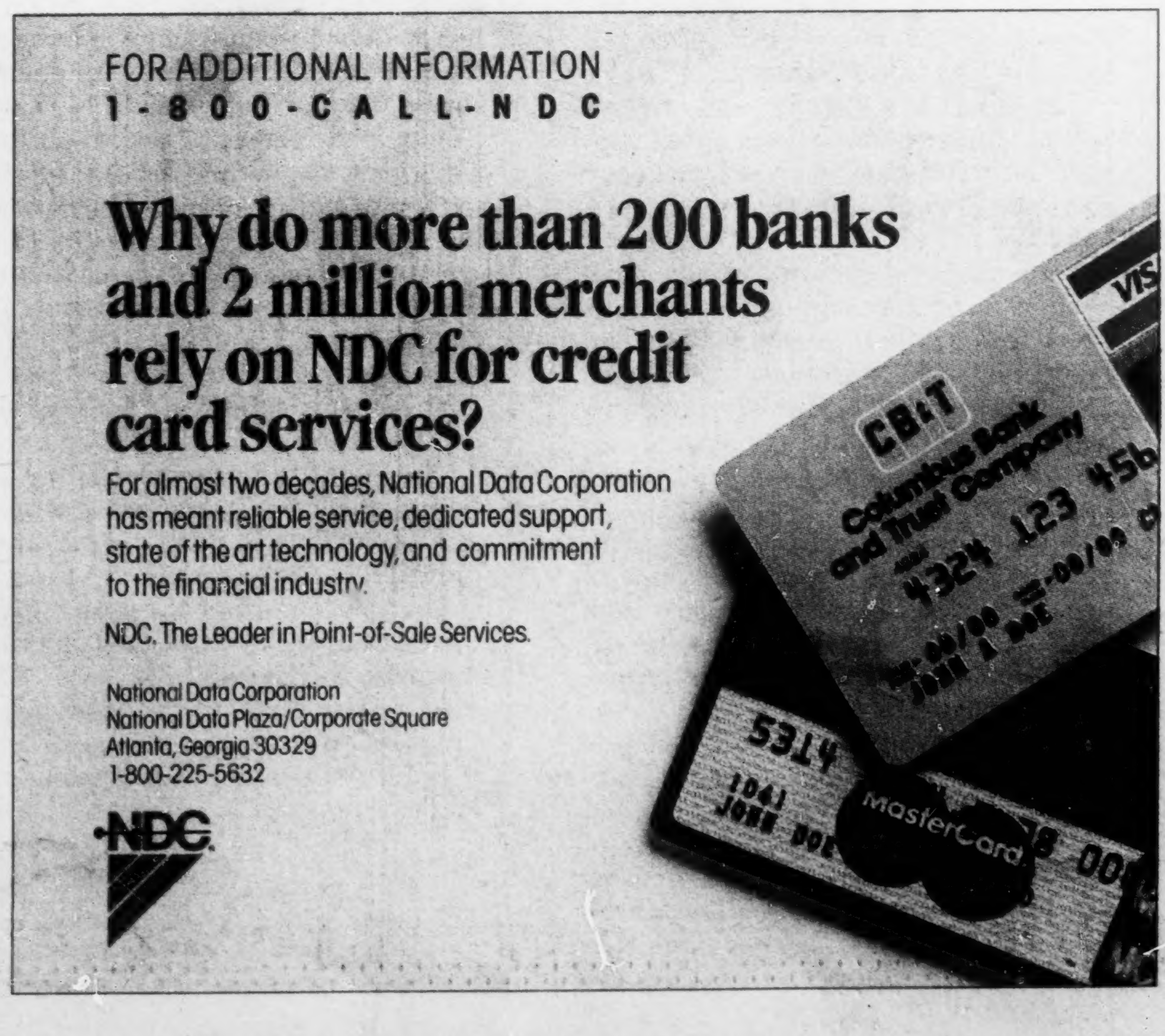
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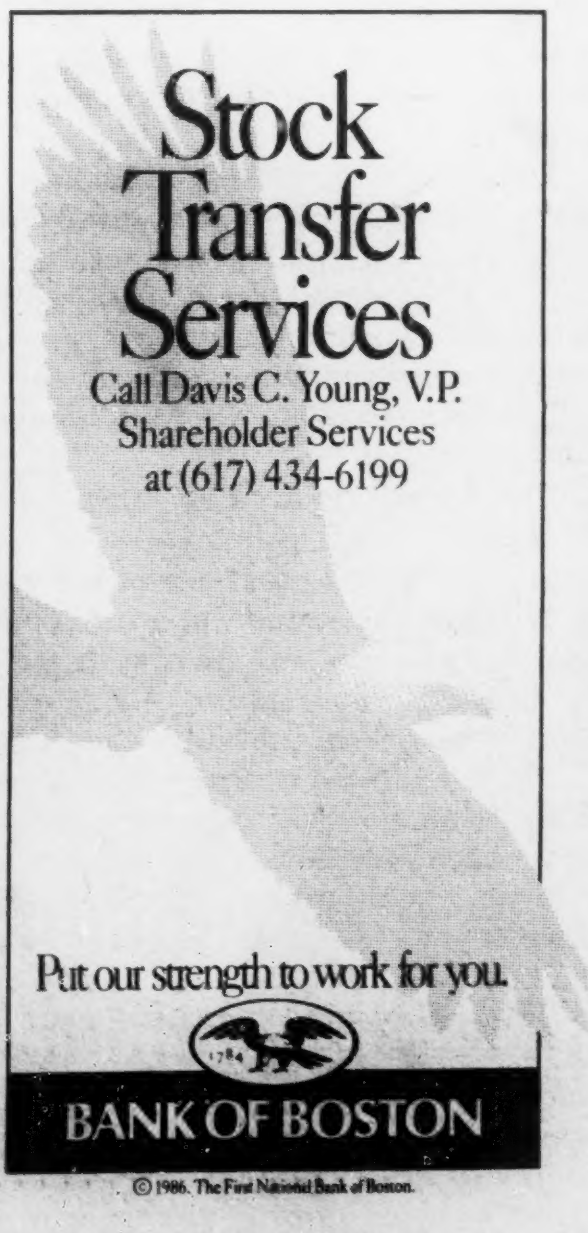
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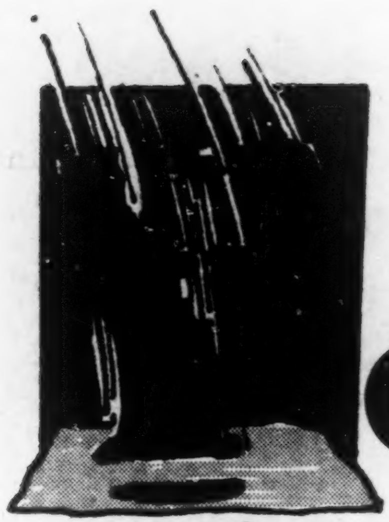
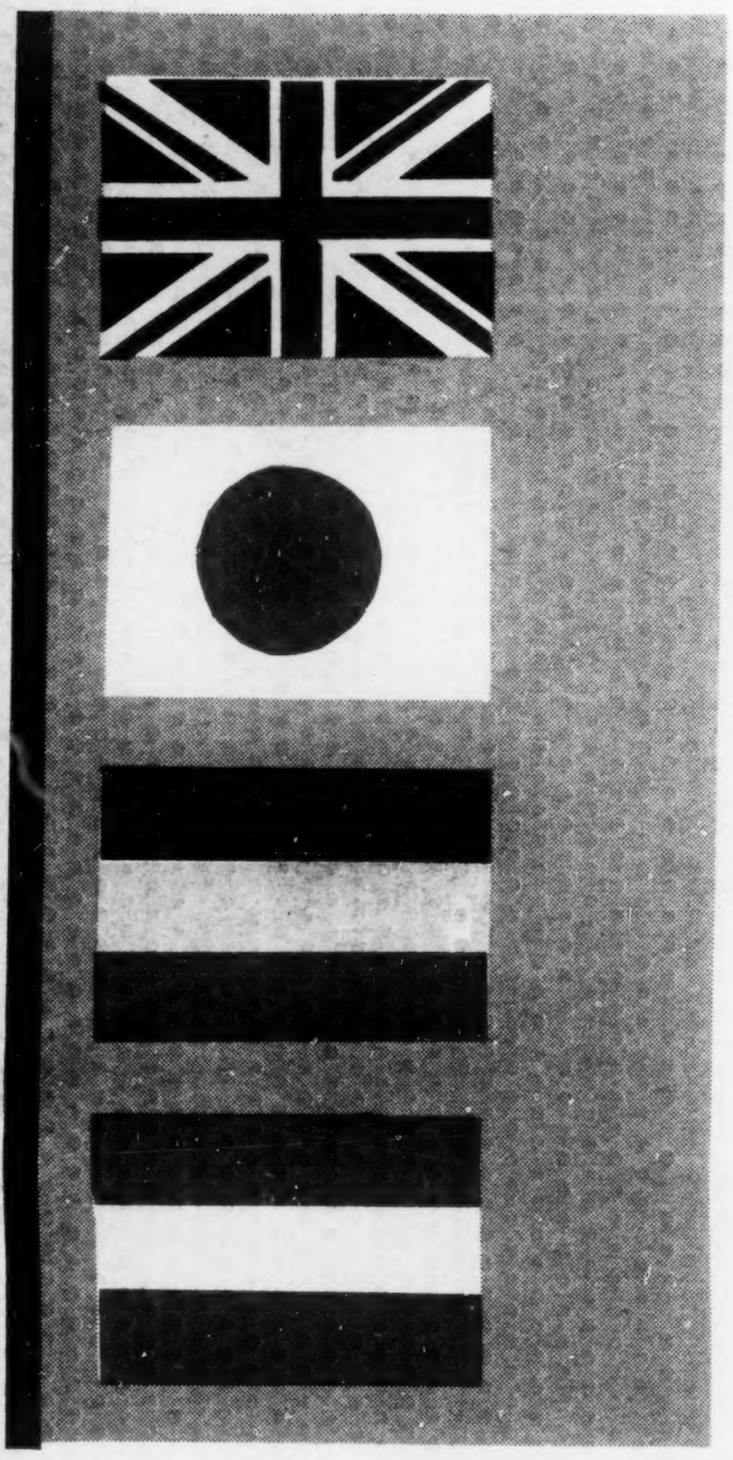
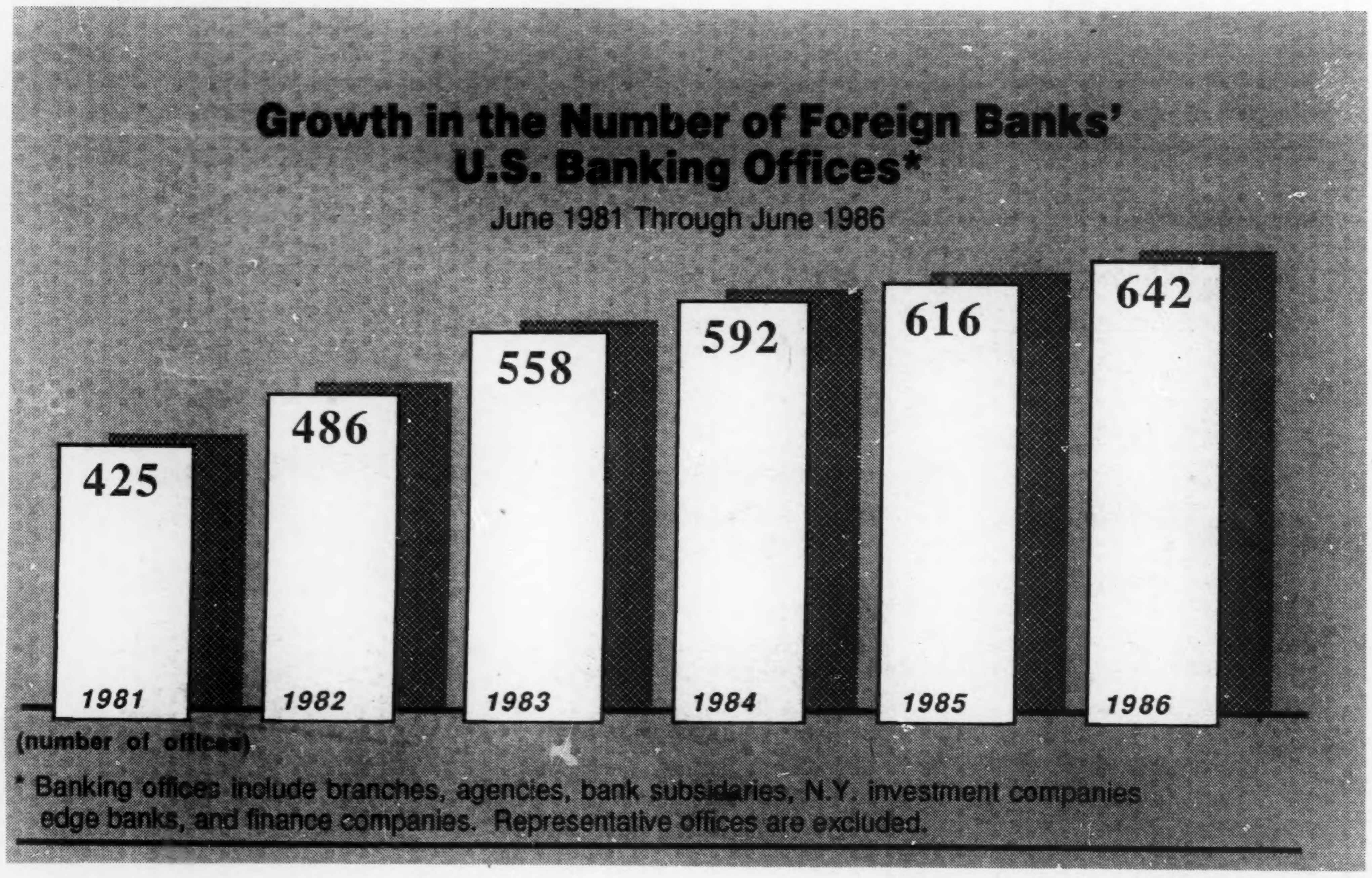


Foreign Banks in the United States

Part 1





Growth in the Number of Foreign Banks' U.S. Banking Offices*

June 1981 Through June 1986

* Banking offices include branches, agencies, bank subsidaries, N.Y. investment companies edge banks, and finance companies. Representative offices are excluded.

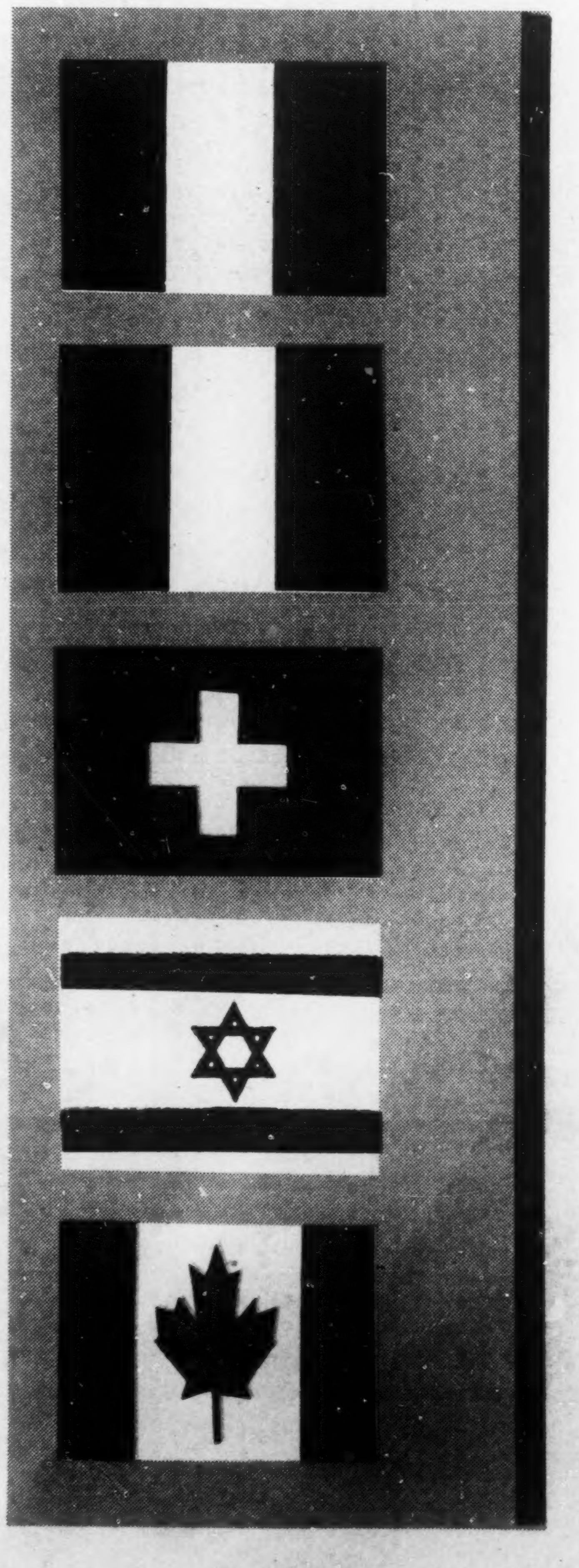
Location of Foreign Banks' U.S. Offices: The Top 10 Cities

(Includes Offices Opened Since Mid-1986)

		Total Offices[1]	Agencies	Branches	Commercial Bank Subs.	Edge Act Banks	Represent. Offices	All Other
NEW YORK	6/30/86:	420	33	208	27	10	133	11
	6/30/85:	405	34	195	26	10	129	11
LOS ANGELES	6/30/86:	114	61	17	14	0	22	0
	6/30/85:	111	57	17	14	0	23	0
CHICAGO	6/30/86:	82	0	46	3	3	28	2
	6/30/85:	79	0	44	3	2	29	1
HOUSTON	6/30/86:	71	6	0	0	8	57	0
	6/30/85:	70	0	0	0	10	60	0
SAN FRANCISCO	6/30/86:	67	29	10	9	2	17	0
	6/30/85:	69	33	9	10	2	15	0
MIAMI	6/30/86:	55	32	0	2	11	10	0
	6/30/85:	55	32	0	2	11	10	0
ATLANTA	6/30/86:	24	12	0	0	0	12	0
	6/30/85:	22	12	0	0	0	10	0
DALLAS	6/30/86:	17	2	0	0	1	14	0
	6/30/85:	13	0	0	0	0	13	0
WASHINGTON, D.C.	6/30/86:	16	0	3	0	1	12	0
	6/30/85:	16	0	3	0	1	12	0
SEATTLE	6/30/86:	13	0	11	0	0	2	0
	6/30/85:	13	0	11	0	0	2	0
Total For 10 Largest	6/30/86:	879	175	295	55	36	307	13
	6/30/85:	854	168	279	55	37	303	12
Total for all U.S. Offices	6/30/86:	642	166	320	78	34	311	15
	6/30/85:	940	181	309	75	37	322	14
Total Number of Cities[2]	6/30/86:	57	16	17	24	8	30	3
	6/30/85:	55	14	16	21	7	28	4

[1] — Total offices is the sum of agencies, branches, commercial bank subsidiaries, Edge Act banks, representative offices, and all other offices.

[2] — The number in the first column shows the total number of U.S. cities that have foreign banking offices.



U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

Compiled by American Banker Copyright 1986

	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
ARGENTINA	Banco Rio de la Plata, Buenos Aires	6/30/86:	1	44.8	236.7	156.4	18.7	NY*(B)
	1,265	6/30/85:	1	24.9	297.4	144.9	14.9	
	Banco de la Nacion Argentina, Buenos Aires	6/30/86:	4	280.3	1,071.9	111.9	12.0	SF(A);MIA(A);CHI(B);NY*(B)
	8,957	6/30/85:	4	302.1	1,136.5	252.4	14.2	
	Banco de la Provincia de Buenos Aires	6/30/86:	1	10.0	245.0	102.8	7.1	NY(A)
	3,435	6/30/85:	1	10.3	207.1	85.2	6.0	
AUSTRALIA	Australia & New Zealand Banking Group Ltd., Melbourne	6/30/86:	3	300.5	824.5	237.0	3.1	LA(A);CHI(B);NY*(B)
	26,774	6/30/85:	3	175.7	537.1	87.2	2.0	
	Commonwealth Bank of Australia, Sydney	6/30/86:	3	165.5	484.7	32.1	5.0	LA(A);CHI(B);NY*(B)
	9,740	6/30/85:	2	66.8	291.1	41.0	2.6	
	National Australia Bank Ltd., Melbourne	6/30/86:	3	291.7	772.7	254.7	3.6	LA(A);CHI(B);NY*(B)
	21,436	6/30/85:	3	291.4	787.4	175.5	4.1	
	State Bank of New South Wales, Sydney	6/30/86:	1	61.3	107.3	20.3	2.7	NY*(B)
	4,037	6/30/85:	1	25.1	103.3	0.3	2.6	
	State Bank of Victoria, Melbourne	6/30/86:	1	0.0	1.7	0.6	0.0	NY(B)
	5,681	6/30/85:	0	0.0	0.0	0.0	0.0	
	Westpac Banking Corp., Sydney	6/30/86:	3	94.1	605.4	72.1	1.9	LA(B);SF(B);NY*(B)
	31,678	6/30/85:	3	134.0	418.4	21.7	1.4	
AUSTRIA	Creditanstalt-Bankverein, Vienna	6/30/86:	1	136.3	270.2	166.3	1.1	NY*(B)
	24,372	6/30/85:	1	123.0	242.8	90.1	1.4	
BAHRAIN	Arab Banking Corp., Manana	6/30/86:	1	80.8	458.3	223.9	3.5	NY*(B)
	13,066	6/30/85:	1	209.6	352.0	165.4	3.2	
	Gulf International Bank, Manama	6/30/86:	1	0.0	81.8	79.4	1.1	NY*(B)
	7,734	6/30/85:	1	0.0	120.4	52.0	1.6	
BELGIUM	Banque Bruxelles Lambert, Brussels	6/30/86:	1	42.8	626.9	322.5	2.3	NY*(B)
	27,034	6/30/85:	1	19.5	406.9	308.9	1.9	
	Generale de Banque, Brussels	6/30/86:	1	0.0	813.4	709.9	2.3	NY*(B)
	34,664	6/30/85:	0	0.0	1,081.5	874.4	4.1	
	Kredietbank International Group, Brussels	6/30/86:	2	111.6	370.1	23.4	1.5	LA(A);NY*(B)
	25,318	6/30/85:	2	98.4	304.0	33.1	1.6	
BERMUDA	Bank of Bermuda Ltd., Hamilton	6/30/86:	2	0.4	91.1	8.1	3.3	CHI(E);NY(E)
	2,736	6/30/85:	1	0.4	42.7	3.2	1.6	
BRAZIL	Banco Bamerindus do Brasil, Curitiba	6/30/86:	1	7.8	92.9	4.7	6.7	NY*(B)
	1,381	6/30/85:	1	2.6	113.1	1.7	5.1	
	Banco Bandeirantes, Sao Paulo	6/30/86:	1	0.0	10.5	0.0	2.5	NY*(B)
	426	6/30/85:	1	0.0	10.8	0.0	2.5	
	Banco Brasileiro de Descontos, Sao Paulo	6/30/86:	1	3.0	72.3	41.5	0.7	NY*(B)
	10,200	6/30/85:	1	1.2	46.8	22.3	0.6	
	Banco Economico, Salvador	6/30/86:	1	0.3	28.8	2.1	2.1	NY*(B)
	1,398	6/30/85:	1	1.4	26.1	11.6	1.7	
	Banco Itau, Sao Paulo	6/30/86:	1	32.4	93.3	0.8	1.5	NY*(B)
	6,212	6/30/85:	1	37.5	100.7	11.3	1.9	
	Banco Mercantil de Sao Paulo	6/30/86:	1	4.0	123.3	25.9	6.1	NY*(B)
	2,018	6/30/85:	1	3.0	80.6	9.9	3.8	
	Banco Nacional, Belo Horizonte	6/30/86:	2	77.1	214.5	134.1	7.6	MIA(A);NY(A)
	2,840	6/30/85:	2	82.4	212.5	126.3	6.1	
	Banco Noroeste, Sao Paulo	6/30/86:	1	9.5	36.5	11.5	4.7	NY*(B)
	784	6/30/85:	1	10.3	32.9	23.6	7.1	
	Banco Real, Sao Paulo	6/30/86:	6	222.6	508.3	90.9	15.2	LA(A);DC(B);MIA(A);CHI(E);NY*(B);HOU(E)
	3,344	6/30/85:	6	218.6	483.4	137.1	15.1	
	Banco Safra, Sao Paulo	6/30/86:	1	77.2	300.9	261.1	14.3	NY*(B)
	2,103	6/30/85:	1	48.7	280.9	257.7	16.6	
	Banco de Credito Nacional, Sao Paulo	6/30/86:	1	63.0	110.1	19.7	10.5	NY*(B)
	1,049	6/30/85:	1	71.2	106.2	14.0	8.6	
	Banco do Brasil, Brasilia	6/30/86:	4	50.6	1,991.4	491.5	3.4	LA*(A);SF*(A);MIA(A);NY(B)
	58,241	6/30/85:	4	14.3	1,809.8	430.2	3.7	
	Banco do Estado de Sao Paulo	6/30/86:	3	176.8	472.0	44.7	7.2	SF(A);MIA(A);NY(A)
	6,576	6/30/85:	3	157.8	489.0	105.6	8.8	
	Banco do Estado do Parana, Curitiba	6/30/86:	1	0.0	8.2	4.4	0.6	NY*(B)
	1,444	6/30/85:	1	0.0	8.1	5.5	0.6	

FOOTNOTES: Included in this listing are the U.S. offices of foreign banks for which data have been received, either directly by American Banker, or indirectly from the various data sources listed below. If data were not available, the office is not listed. (See the table entitled "Offices Not Included" on page 40 for a list of the offices for which June 30,1986, data were not available and a list of offices closed.) American Banker will rank the respective offices and the respective foreign banks in the U.S. based on their total U.S. operations in the edition of April 9.

In this listing, foreign countries are listed alphabetically. Within a country, the banks are listed alphabetically. Average assets and deposits for June are used for branches & agencies, while June 30 data are used for commercial banks, Edge banks and investment companies. Yearend 1985 (and 1984) data are used for finance companies.

(a)—Assets shown are for 12/31/85, or nearest fiscal yearend, for banks providing data for World Bank listings published July, 1986. For other banks, latest available data was used. **(b)**—Ratio represents the June assets of the bank's U.S. office(s) to the bank's total worldwide assets the previous yearend. **(c)**—Office types are: B=Branch; C=Commercial Bank; E=Edge bank; EB=Branch of Edge bank; F=Finance company; and I=Investment company. Abbreviations for locations are:ATL=Atlanta; BOS=Boston; CHI-=Chicago; DAL=Dallas; DC=Washington, D.C.; LA=Los Angeles; MIA=Miami; NY=New York City; PHI-=Philadelhia; PIT=Pittsburgh; SF=San Francisco; HOU=Houston and SEA=Seattle. **(d)**—Includes the banking subsidiaries of First Maryland Bancorp., Baltimore. Allied Irish Banks owns virtually 50% of First Maryland Bancorp. **(e)**— Sold Long Island Trust Co. NA, Garden City, N.Y., to the Bank of New York Co., Inc., in Sept. 1986.**(f)**— Industrial Bank of Japan acquired J. Henry Schroder Bank & Trust Co., New York, from Schroders Plc, London in Dec. 1985. Title of bank changed to IBJ Schroder Bank & Trust Co. in Jan. 1987.**(g)**—Does not include data for New Mexico Banquest Corp. In Feb. 1984, Banco de Vizcaya acquired 48% of New Mexico Banquest Investors Corp., Santa Fe., which is second tier holding company for New Mexico Banquest Corp.The latter company is a multibank holding company for: Banquest First National Bank, Santa Fe; Banquest First State Bank, Taos; and Banquest National Bank, Albuquerque. **(h)**—Bank is also known as Swiss Credit Bank. New York branch is listed as Swiss Credit Bank.**(i)**—The bank—UBAF Arab American Bank, New York— is part of the Al UBAF Banking Group, Neuilly, France. The bank has 20 shareholders. These 20 shareholders are: (1) Alahli Bank of Kuwait; (2) Arab African international Bank, Cairo; (3) Arab Bank Ltd., Aman, Jordan; (4) Bankers Trust New York Corp.; (5) Banque du Maroc, Rabat, Morocco; (6) Central Bank of Egypt, Cairo; (7) Commercial Bank of Syria, Damascus; (8) First Chicago Corp.; (9) Government of the Sultanate of Oman, Directorate General of Finance, Muscat; (10) Libyan Arab Foreign Bank, Tripoli; (11) National Bank of Abu Dhabi, United Arab Emirates; (12) Riyad Bank, Jeddah, Saudi Arabia; (13) Security Pacific Corp., Los Angeles; (14) Sudan Commercial Bank, Khartoum; (15) Texas Commerce Bancshares Inc., Houston; (16) U.B.A.E. Arab German Bank SA, Luxembourg/Frankfurt; (17) U.B.A.E. Arab Italian Bank SpA, Rome; (18) UBAF Bank Ltd., London; (19) UBAN International Ltd., Hong Kong; and (20) UBIC Nederland B.V., The Hague. **(j)**—Owned by three banks of the Audi Group; (1)-Banque Audi, Beirut, Lebanon; (2)-Bank Audi (Switzerland), Zurich; and (3)-Banque Audi (France), Paris. **(k)**—The bank is owned by the following five Philippine banks: (1)-Philippine National Bank; (2)-Land Bank of the Philippines; (3)-Development Bank of the Philippines; (4)-Government Services Insurance System; and (5)-Social Security System. **(l)**—Owned by six European banks: (1)-Amsterdam-Rotterdam Bank, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt, Germany; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe Generale, Paris.. **(*)**—Office is in the foreign bank's "Home State". **N.A.**—Not Available

Source of branch, agency and Edge bank data is the Federal Reserve Board's reports of assets and liabilities for these respective banking offices as of June 30, 1986. Commercial bank data for June 30, 1986, were provided by ADP Data Services Division, New York, from their data base derived from Federal Reserve Board call report computer tapes. Finance company and investment company data were obtained by American Banker directly from the companies.

U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

Compiled by American Banker Copyright 1986

	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
BRAZIL (Cont.)	Banco do Estado do Rio Grande do Sul, Porto Allegre	6/30/86:	1	0.0	12.8	0.0	0.6	NY*(B)
	2,167	6/30/85:	1	0.0	3.9	0.0	0.2	
	Banco do Estado do Rio de Janeiro	6/30/86:	1	0.0	23.0	10.4	2.1	NY*(B)
	1,106	6/30/85:	1	0.0	41.8	9.3	3.8	
	Uniao de Bancos Brasileros, Rio de Janiero	6/30/86:	1	0.6	88.9	45.0	2.6	NY*(B)
	3,479	6/30/85:	1	3.5	84.1	34.7	2.4	
CANADA	Bank of British Columbia, Vancouver	6/30/86:	1	56.0	119.2	8.1	5.0	SF(B)
	2,372	6/30/85:	1	37.0	113.4	74.8	4.9	
	Bank of Montreal	6/30/86:	13	4,577.2	16,575.3	10,262.4	29.0	SF(C);CHI*(B);CHI(C);Barrington, Ill(C); Glencoe, Ill(C); Hinsdale, Ill(C); Naperville, Ill(C);Roselle, Ill(C); Summit, Ill(C);Wilmette, Ill(C); Winnetka, Ill(C);NY(B);NY(E)
	57,205	6/30/85:	13	4,466.8	15,891.7	9,897.1	28.7	
	Bank of Nova Scotia, Toronto	6/30/86:	11	1,454.1	4,956.4	2,454.9	11.6	SF(A);MIA(A);ATL(A);BOS(B);NY*(B); NY(C);Portland, Ore(B); San Juan, P.R.(C);VI(3B)
	42,693	6/30/85:	11	847.4	4,280.9	1,704.9	10.1	
	Canadian Commercial Bank, Edmonton	6/30/86:	1	87.1	372.8	302.6	16.0	Santa Ana, Calif*(C)
	2,330	6/30/85:	1	75.8	386.9	315.4	16.6	
	Canadian Imperial Bank of Commerce, Toronto	6/30/86:	10	1,434.8	5,407.1	2,643.9	10.6	LA(A);LA(C);SF(A);ATL(A);CHI(B); NY*(A);NY(C);Portland, Ore(B);PIT(B);SEA(B)
	51,126	6/30/85:	9	1,622.5	6,058.9	3,568.1	12.3	
	Continental Bank of Canada, Toronto	6/30/86:	1	119.0	134.3	84.0	3.0	NY*(B)
	4,502	6/30/85:	1	30.5	118.7	73.5	2.8	
	National Bank of Canada, Montreal	6/30/86:	2	115.5	1,230.6	926.9	7.6	CHI*(B);NY(B)
	16,275	6/30/85:	2	189.9	868.1	347.6	6.2	
	Royal Bank of Canada, Montreal	6/30/86:	8	2,154.8	5,330.3	2,970.3	7.9	SF(A);MIA(A);NY*(B);NY*(B);NY*(C);Portland, Ore(B); Hato Rey, P.R.(B);Santurce, P.R.(C)
	67,219	6/30/85:	8	2,450.8	5,342.0	3,154.9	8.3	
	Toronto Dominion Bank	6/30/86:	5	2,292.7	7,863.9	3,505.0	22.6	SF(A);ATL(A);CHI(B);NY*(B);NY(C)
	34,758	6/30/85:	4	2,211.9	8,037.0	3,033.3	22.7	
CHILE	Banco de Chile, Santiago	6/30/86:	1	9.1	62.6	41.8	1.3	NY*(B)
	4,998	6/30/85:	1	0.2	44.0	37.3	0.8	
CHINA	Bank of China, Peking	6/30/86:	1	48.7	466.9	86.0	0.7	NY*(B)
	70,304	6/30/85:	1	26.8	485.3	46.3	0.7	
COLOMBIA	Banco Cafetero, Bogota	6/30/86:	2	11.1	112.8	98.7	11.1	MIA(E);NY(E)
	1,016	6/30/85:	2	49.4	144.5	124.6	10.9	
	Banco Colpatria, Bogota	6/30/86:	1	0.5	3.5	0.0	2.9	MIA(A)
	122	6/30/85:	1	0.5	4.4	0.0	1.9	
	Banco Ganadero, Bogota	6/30/86:	1	0.3	110.0	108.3	12.4	MIA(A)
	890	6/30/85:	1	1.0	73.7	73.5	8.2	
	Banco de Bogota	6/30/86:	3	68.2	337.8	225.0	25.6	MIA(E);NY*(B);NY(C)
	1,319	6/30/85:	3	100.9	376.0	292.7	22.6	
	Banco de Colombia, Bogota	6/30/86:	1	39.1	167.4	150.9	9.6	MIA*(C)
	1,749	6/30/85:	1	27.6	147.5	131.8	8.9	
DENMARK	Aktivbanken, Vejle	6/30/86:	1	36.1	141.1	122.7	13.6	Long Beach, Calif(C)
	1,041	6/30/85:	1	36.0	123.1	110.4	17.7	
	Copenhagen Handelsbank	6/30/86:	2	87.5	130.8	12.0	0.9	LA(A);NY*(B)
	14,422	6/30/85:	2	26.9	57.8	20.3	0.7	
	Danske Bank, Copenhagen	6/30/86:	1	20.8	204.9	0.6	1.5	NY*(B)
	13,635	6/30/85:	0	0.0	0.0	0.0	0.0	
	Danske Provinsbank, Aarhus	6/30/86:	1	173.9	250.4	210.3	5.1	NY*(B)
	4,884	6/30/85:	1	121.0	195.5	119.4	7.9	
	Privatbanken, Copenhagen	6/30/86:	1	0.6	230.3	93.1	2.6	NY*(B)
	8,977	6/30/85:	1	15.4	205.2	55.1	3.7	
ECUADOR	Banco del Pacifico, Guayaquil	6/30/86:	1	8.3	91.1	77.3	20.4	MIA*(E)
	447	6/30/85:	1	1.0	56.9	51.0	8.4	
EGYPT	Arab African International Bank, Cairo	6/30/86:	1	1.9	225.1	19.2	5.1	NY(B)
	4,445	6/30/85:	1	19.4	330.0	1.3	7.4	
EL SALVADOR	Banco Agricola Comercial de El Salvador	6/30/86:	1	0.0	0.8	0.0	0.4	LA(A)
	212	6/30/85:	0	0.0	0.0	0.0	0.0	
FINLAND	Kansallis-Osake-Pankki, Helsinki	6/30/86:	1	65.1	248.9	7.5	1.7	NY*(B)
	15,048	6/30/85:	1	0.0	0.0	0.0	0.0	
	Union Bank of Finland Ltd., Helsinki	6/30/86:	1	20.8	190.7	164.0	1.4	NY*(B)
	13,635	6/30/85:	0	0.0	0.0	0.0	0.0	
FRANCE	Banque Francaise du Commerce Exterieur, Paris	6/30/86:	2	119.5	1,081,4	440.0	4.5	SF(A);NY*(B)
	24,160	6/30/85:	2	100.0	1,281.4	750.5	7.0	
	Banque Indosuez, Paris	6/30/86:	5	503.1	2,862.5	1,704.2	8.6	LA(B);CHI(B);NY*(B);NY*(B);HOU(E)
	33,251	6/30/85:	4	334.0	2,866.7	1,727.6	11.2	
	Banque Nationale de Paris	6/30/86:	7	1,300.5	5,174.3	3,038.4	4.2	LA(A);SF(C);SF(A);MIA(A);CHI(B); NY*(B);HOU(E)
	123,772	6/30/85:	7	1,656.2	4,783.1	2,965.9	4.9	
	Banque Paribas, Paris	6/30/86:	6	472.9	1,767.7	1,021.7	5.4	LA(A);MIA(A);CHI(B);NY*(B);HOU(A);HOU(E)
	32,739	6/30/85:	5	385.3	1,655.5	691.0	6.8	
	Banque Sudameris, Paris	6/30/86:	1	62.8	264.1	256.6	8.3	MIA(A)
	3,183	6/30/85:	1	30.6	215.8	205.3	7.4	
	Banque Worms, Paris	6/30/86:	1	36.2	135.7	58.3	2.4	NY*(B)
	5,636	6/30/85:	1	51.2	91.7	65.6	1.8	
	Credit Agricole Mutuel, Paris	6/30/86:	2	53.2	519.3	259.0	0.4	CHI*(B);NY(B)
	123,581	6/30/85:	2	35.0	264.5	85.1	0.3	
	Credit Commercial de France, Paris	6/30/86:	1	342.2	569.9	263.8	2.6	NY*(B)
	21,636	6/30/85:	1	330.4	445.1	269.5	2.7	

For footnotes, see page 32.

U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

Compiled by American Banker Copyright 1986

	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
FRANCE (Cont.)	**Credit Industriel et Commercial, Paris**	6/30/86:	1	174.5	935.2	293.5	7.1	NY*(B)
	13,188	6/30/85:	1	161.2	1,034.1	489.1	9.5	
	Credit Lyonnais, Paris	6/30/86:	5	756.2	3,293.7	1,926.0	2.9	LA*(A);SF*(A);MIA(A);CHI(B);NY(B)
	112,084	6/30/85:	5	751.8	2,725.4	1,432.0	3.0	
	Credit du Nord, Lille	6/30/86:	1	6.3	293.7	225.6	2.5	NY*(B)
	11,542	6/30/85:	1	14.2	606.6	470.5	6.8	
	Saudi European Bank, Paris	6/30/86:	1	52.9	84.1	5.0	12.6	NY(A)
	666	6/30/85:	1	51.5	51.4	8.0	12.3	
	Societe Generale, Paris	6/30/86:	6	391.9	2,122.8	1,456.6	2.2	LA(B);CHI(B);NY(B);DAL(E);HOU(A);HOU(E)
	98,175	6/30/85:	5	316.4	2,272.3	1,137.3	2.6	
GERMANY	**Bank fur Gemeinwirtschaft, Frankfurt**	6/30/86:	1	17.0	308.6	99.5	1.2	NY*(B)
	26,005	6/30/85:	1	0.8	225.6	185.1	1.1	
	Bayerische Hypotheken -und Wechsel Bank, Munich	6/30/86:	1	13.6	40.0	1.2	0.1	NY*(B)
	46,032	6/30/85:	1	17.2	40.2	13.6	0.1	
	Bayerische Landesbank Girozentrale, Munich	6/30/86:	1	3.3	418.2	209.5	1.0	NY*(B)
	42,137	6/30/85:	1	10.1	514.4	417.6	1.6	
	Bayerische Vereinsbank, Munich	6/30/86:	4	143.2	582.2	161.6	1.1	LA*(A);ATL(A);CHI(B);NY(B)
	54,110	6/30/85:	4	172.7	505.7	294.2	1.3	
	Berliner Handels und-Frankfurter Bank, Frankfurt	6/30/86:	1	161.1	214.6	100.9	2.0	NY*(B)
	10,623	6/30/85:	1	99.9	167.4	67.9	2.3	
	Commerzbank, Frankfurt	6/30/86:	3	379.1	2,246.2	1,762.0	4.0	ATL(A);CHI(B);NY*(B)
	56,068	6/30/85:	3	788.7	1,801.0	1,258.8	4.7	
	Deutsch Sudamerikanische Bank, Hamburg	6/30/86:	1	78.2	409.7	358.1	15.2	MIA(A)
	2,693	6/30/85:	1	53.6	351.2	302.9	18.6	
	Deutsche Bank, Frankfurt	6/30/86:	2	627.2	1,195.5	366.1	1.2	Bannockburn, Ill(F);NY(B)
	96,390	6/30/85:	2	548.1	1,206.3	685.3	2.2	
	Deutsche Genossenschaftsbank, Frankfurt	6/30/86:	2	77.1	503.4	151.9	1.2	LA*(A);NY(B)
	42,247	6/30/85:	2	61.3	516.3	207.0	2.0	
	Dresdner Bank, Frankfurt	6/30/86:	3	435.0	1,336.7	434.5	1.7	LA*(A);CHI(B);NY(B)
	76,913	6/30/85:	3	585.8	1,377.0	439.3	2.5	
	Hessiche Landesbank Girozentrale, Frankfort	6/30/86:	1	0.0	82.0	23.6	0.3	NY*(B)
	24,528	6/30/85:	1	0.0	81.4	7.3	0.4	
	Vereins und Westbank, Hamburg	6/30/86:	1	135.0	208.4	80.4	3.1	MIA(A)
	6,677	6/30/85:	1	95.1	145.9	38.9	3.1	
	Westdeutsche Landesbank Girozentrale, Duesseldorf	6/30/86:	1	153.1	1,069.5	824.0	1.8	NY*(B)
	58,042	6/30/85:	1	195.5	930.1	702.0	2.1	
GREECE	**National Bank of Greece, Athens**	6/30/86:	3	179.8	835.2	658.9	5.1	CHI(B);BOS*(B);NY(C)
	16,312	6/30/85:	3	127.5	687.2	608.5	4.5	
HONG KONG	**Bank of East Asia Ltd.**	6/30/86:	1	7.7	85.7	20.9	4.6	NY*(B)
	1,871	6/30/85:	1	8.5	46.9	12.5	3.2	
	Chekiang First Bank Ltd.	6/30/86:	1	13.8	90.7	89.3	10.7	SF(A)
	847	6/30/85:	1	16.1	97.4	83.7	12.5	
	Dah Sing Bank Ltd.	6/30/86:	1	3.4	20.3	4.5	8.9	SF(B)
	229	6/30/85:	1	8.0	21.6	9.1	9.4	
	Hang Seng Bank Ltd.	6/30/86:	1	10.4	133.5	113.3	1.5	NY*(B)
	8,662	6/30/85:	1	11.6	90.3	88.9	1.3	
	Hongkong & Shanghai Banking Corp.	6/30/86:	18	7,027.9	23,497.0	17,302.6	34.1	LA(B);SF(B);Wilmington, Del(C);MIA(E); Agana, Guam(A);CHI(B);Buffalo, NY*(C); NY*(8B);Portland, Ore(B);HOU(A);SEA(B)
	68,955	6/30/85:	17	7,292.0	23,934.4	16,580.0	40.1	
	Ka Wah Bank Ltd.	6/30/86:	2	1.4	19.7	16.5	2.4	LA(B);NY(B)
	818	6/30/85:	2	9.5	52.6	51.3	6.4	
	Liu Chong Hing Bank	6/30/86:	1	1.0	35.0	34.4	5.6	SF(A)
	623	6/30/85:	1	0.6	48.1	47.1	8.0	
	Nanyang Commercial Bank Ltd.	6/30/86:	1	4.8	17.3	5.2	1.2	SF(B)
	1,459	6/30/85:	1	0.4	16.9	2.4	1.2	
	Overseas Trust Bank Ltd.	6/30/86:	1	10.7	20.5	15.7	2.0	SF*(B)
	1,048	6/30/85:	1	22.7	42.5	16.3	2.5	
	Shanghai Commercial Bank Ltd.	6/30/86:	2	15.0	205.4	181.0	12.1	SF(A);NY(B)
	1,694	6/30/85:	2	14.4	219.5	179.0	14.3	
	Wing Lung Bank Ltd.	6/30/86:	1	4.3	22.7	16.1	2.4	LA(B)
	950	6/30/85:	1	1.8	15.0	13.0	1.7	
INDIA	**Bank of Baroda, Bombay**	6/30/86:	1	18.0	28.3	6.2	0.5	NY*(B)
	5,620	6/30/85:	1	20.0	36.8	7.3	0.7	
	Bank of India, Bombay	6/30/86:	2	80.3	160.0	55.5	2.4	SF(A);NY*(B)
	6,715	6/30/85:	2	59.4	100.9	52.1	1.9	
	State Bank of India, Bombay	6/30/86:	7	88.9	227.5	82.0	0.7	LA(A);LA(C);CHI(B);NY*(3B);NY*(B)
	31,632	6/30/85:	6	51.7	186.6	79.4	0.0	
INDONESIA	**Bank Bumi Daya, Jakarta**	6/30/86:	1	42.2	576.9	287.7	11.2	NY(B)
	5,164	6/30/85:	0	0.0	0.0	0.0	0.0	
	Bank Dagang Negara, Jakarta	6/30/86:	2	57.7	286.5	50.7	6.2	LA(A);NY*(A)
	4,656	6/30/85:	0	0.0	0.0	0.0	0.0	
	Bank Ekspor Impor Indonesia, Jakarta	6/30/86:	1	22.7	237.9	161.7	11.6	NY(A)
	2,059	6/30/85:	1	0.0	222.2	137.7	10.8	
	Bank Negara Indonesia 1946, Jakarta	6/30/86:	1	118.1	962.2	243.8	12.6	NY(B)
	7,612	6/30/85:	1	0.2	838.5	269.7	12.7	
	PT Bank Central Asia, Jakarta	6/30/86:	1	20.9	31.7	10.0	8.4	NY*(B)
	377	6/30/85:	1	56.0	52.5	31.5	18.4	

For footnotes, see page 32.

U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

Compiled by American Banker Copyright 1986

	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
IRAN	**Bank Melli Iran, Tehran**	6/30/86:	2	0.0	33.9	2.2	0.1	SF(A);NY(A)
	33,346	6/30/85:	2	0.0	23.6	0.9	0.1	
	Bank Saderat Iran, Tehran	6/30/86:	1	0.0	14.3	6.3	0.1	NY(A)
	16,786	6/30/85:	1	0.0	12.3	1.3	0.1	
	Bank Sepah, Tehran	6/30/86:	1	0.0	0.1	0.0	0.1	NY(A)
	N.A.	6/30/85:	1	0.0	0.3	0.0	0.0	
IRELAND	**Allied Irish Banks Plc, Dublin (d)**	6/30/86:	4	997.1	4,873.1	3,531.9	45.1	Millsboro, Del.(C);CHI(B);Baltimore*(C);NY*(B)
	10,801	6/30/85:	2	39.2	138.8	80.9	1.8	
	Bank of Ireland, Dublin	6/30/86:	1	12.2	165.7	80.7	1.8	NY*(B)
	9,212	6/30/85:	1	26.0	280.8	141.0	4.2	
ISRAEL	**Bank Hapoalim, Tel-Aviv**	6/30/86:	10	750.7	1,804.8	1,241.8	8.1	LA*(B);SF(B);MB(A);CHI(B);BOS(B);NY(3B);
	22,401	6/30/85:	10	734.5	1,636.2	1,057.6	7.9	NY(B);PHI(B)
	Bank Leumi le-Israel, Tel-Aviv	6/30/86:	6	1,283.3	3,361.4	3,047.2	14.9	Beverly Hills*(B);
	22,615	6/30/85:	6	1,313.8	3,226.5	2,917.914.4		Miami Beach(A);CHI(B);NY(A);NY(C);PHI(B)
	Israel Discount Bank, Tel-Aviv	6/30/86:	4	598.0	3,932.1	3,600.1	33.2	Beverly Hills(A);Miami Beach(A);NY*(B);NY*(C)
	11,829	6/30/85:	4	602.4	3,883.0	3,575.8	33.0	
	United Mizrahi Bank Ltd., Tel-Aviv	6/30/86:	3	202.0	735.0	517.5	14.2	LA(B);NY*(C);NY(A)
	5,181	6/30/85:	3	291.8	736.4	490.8	14.3	
ITALY	**Banca Commerciale Italiana, Milan (e)**	6/30/86:	4	981.4	5,388.3	2,007.9	11.6	LA(A);CHI(B);Garden City, N.Y.*(C);NY*(B)
	46,562	6/30/85:	4	985.0	5,732.3	4,415.5	16.0	
	Banca Nazionale del Lavoro, Rome	6/30/86:	5	1,145.4	4,732.8	1,871.4	8.0	LA(A);MIA(A);ATL(A);CHI(B);NY*(B)
	59,323	6/30/85:	5	1,203.1	4,708.4	3,155.9	10.0	
	Banca Nazionale dell Agricoltura, Rome	6/30/86:	1	193.9	1,107.4	798.1	6.5	NY*(B)
	17,135	6/30/85:	1	248.7	1,215.6	857.7	9.7	
	Banco Popolare di Milano, Milan	6/30/86:	1	333.7	699.6	329.3	5.9	NY*(B)
	11,937	6/30/85:	1	68.4	364.3	324.4	3.7	
	Banco di Napoli, Naples	6/30/86:	1	1,626.9	3,304.8	2,350.3	10.9	NY*(B)
	30,345	6/30/85:	1	1,258.4	2,783.5	1,677.0	12.5	
	Banco di Roma	6/30/86:	4	2,166.7	6,546.7	2,629.6	16.9	SF(A);CHI(B);CHI(C);NY*(B)
	38,806	6/30/85:	4	1,366.3	5,614.1	4,017.7	20.3	
	Banco di Sicilia, Palermo	6/30/86:	2	240.1	818.2	15.7	4.3	LA(A);NY*(B)
	18,844	6/30/85:	2	274.1	796.8	326.1	5.3	
	Cassa di Risparmio delle Provincie Lombarde, Milan	6/30/86:	1	71.5	645.3	356.1	1.6	NY*(B)
	39,604	6/30/85:	1	1.0	1.0	1.0	0.0	
	Cassa di Risparmio di Torino, Turin	6/30/86:	1	30.7	196.8	78.0	2.1	NY*(B)
	9,249	6/30/85:	0	0.0	0.0	0.0	0.0	
	Credito Italiano, Milan	6/30/86:	2	251.9	1,532.5	99.5	4.1	LA(A);NY*(B)
	37,484	6/30/85:	2	199.3	1,121.2	746.7	3.7	
	Istituto Bancario San Paolo di Torino, Turin	6/30/86:	3	1,110.4	2,194.0	1,140.9	5.2	LA(C);LA(B);NY(B)
	42,483	6/30/85:	3	626.5	1,608.4	893.1	4.6	
	Monte dei Paschi di Siena	6/30/86:	1	243.2	934.6	661.6	2.4	NY*(B)
	39,625	6/30/85:	1	84.8	690.9	540.9	2.3	
JAPAN	**Bank of Tokyo Ltd.**	6/30/86:	11	6,374.7	22,251.6	13,889.0	28.3	LA*(A);SF*(A);SF*(C);Coral Gables, Fla.(E);
	78,495	6/30/85:	11	5,748.9	20,329.9	13,077.4	30.9	Coral Gables(A);Honolulu(A);NY(B);NY(C); Portland, Ore(B);HOU(E);SEA(B)
	Bank of Yokohama Ltd.	6/30/86:	2	519.6	2,197.1	1,601.7	6.3	LA(A);NY*(B)
	34,848	6/30/85:	2	466.1	1,538.9	1,158.6	5.4	
	Chuo Trust & Banking Co., Tokyo	6/30/86:	1	269.0	1,272.6	897.6	4.4	NY*(B)
	29,024	6/30/85:	1	255.8	1,033.6	562.3	5.0	
	Dai-Ichi Kangyo Bank Ltd., Tokyo	6/30/86:	4	3,059.6	15,534.3	8,902.7	9.2	LA*(A);LA(C);CHI(B);NY(B)
	168,247	6/30/85:	4	2,865.5	14,222.4	8,127.2	12.0	
	Daiwa Bank Ltd., Osaka	6/30/86:	3	1,189.3	5,822.1	3,509.6	8.7	LA(A);NY*(B);NY(C)
	67,102	6/30/85:	3	1,047.8	5,202.0	3,455.7	10.1	
	Fuji Bank Ltd., Tokyo	6/30/86:	7	6,243.0	21,064.9	10,063.1	14.8	LA(A);SF(E);CHI(B);CHI(F);NY*(B);NY*(C);
	142,674	6/30/85:	6	6,883.8	16,628.5	8,783.9	0.0	HOU(A)
	Hokkaido Takushoku Bank Ltd., Sapporo	6/30/86:	3	542.7	3,006.3	2,080.4	8.4	LA*(A);NY(B);SEA(B)
	35,979	6/30/85:	3	615.9	2,326.0	1,620.1	7.9	
	Hokuriku Bank Ltd., Toyama	6/30/86:	1	138.6	862.2	731.2	4.2	NY*(B)
	20,531	6/30/85:	1	133.4	798.9	520.0	4.8	
	Hyakujushi Bank Ltd., Takamatsu	6/30/86:	1	19.4	95.6	41.1	1.0	NY*(B)
	9,553	6/30/85:	0	0.0	0.0	0.0	0.0	
	Industrial Bank of Japan Ltd., Tokyo (f)	6/30/86:	4	3,701.9	13,419.9	7,624.3	13.0	LA(A);NY*(B);NY(2C)
	103,165	6/30/85:	3	2,525.5	9,271.7	5,270.1	11.4	
	Kyowa Bank Ltd., Tokyo	6/30/86:	3	844.5	3,720.9	1,559.0	7.7	LA*(A);LA(C);NY(B)
	48,325	6/30/85:	3	810.7	2,748.9	1,615.4	7.5	
	Long-Term Credit Bank of Japan Ltd., Tokyo	6/30/86:	2	1,540.0	4,759.1	1,640.3	6.0	LA(A);NY*(B)
	79,184	6/30/85:	2	1,457.3	3,703.2	1,735.0	5.7	
	Mitsubishi Bank Ltd., Tokyo	6/30/86:	8	3,715.6	21,876.2	12,169.3	16.4	LA*(A);LA(C);SF(E);SF(C);CHI(B);NY(E);NY(B);
	133,450	6/30/85:	7	3,080.7	16,006.6	8,876.6	0.0	HOU(A)
	Mitsubishi Trust & Banking Corp., Tokyo	6/30/86:	2	1,115.2	7,311.9	3,073.6	9.1	LA(A);NY*(B)
	80,574	6/30/85:	2	801.5	6,667.8	3,935.7	10.9	
	Mitsui Bank Ltd., Tokyo	6/30/86:	5	1,992.5	7,351.6	3,413.4	8.3	LA*(A);LA*(C);CHI(B);NY(B);SEA(B)
	88,841	6/30/85:	4	1,891.7	6,668.9	4,182.1	9.1	
	Mitsui Trust & Banking Co. Ltd., Tokyo	6/30/86:	2	755.7	6,140.8	904.8	8.4	LA(A);NY*(B)
	73,099	6/30/85:	2	591.1	6,720.5	5,833.2	12.3	
	Nippon Credit Bank Ltd., Tokyo	6/30/86:	2	1,660.3	4,448.0	2,308.5	8.9	LA(A);NY*(B)
	50,038	6/30/85:	2	1,162.5	3,331.3	2,265.0	8.2	
	Norinchukin Bank, Tokyo	6/30/86:	1	141.8	5,340.8	1,609.9	5.0	NY*(B)
	106,336	6/30/85:	1	117.2	2,091.6	281.9	2.5	

For footnotes, see page 32.

U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

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	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
JAPAN (Cont.)	**Saitama Bank Ltd., Urawa**	6/30/86:	2	591.8	3,223.9	1,750.2	7.5	LA*(B);NY(B)
	43,173	6/30/85:	2	565.0	3,231.6	2,108.6	9.3	
	Sanwa Bank Ltd., Osaka	6/30/86:	6	2,640.9	12,116.9	5,720.3	9.8	SF(C);SF*(A);ATL(A);CHI(B);NY(B);DAL(A)
	123,481	6/30/85:	5	2,208.6	11,510.3	6,099.3	0.0	
	Shizuoka Bank Ltd.	6/30/86:	1	33.5	637.3	565.1	3.5	LA(B)
	18,368	6/30/85:	1	9.9	153.5	140.3	1.0	
	Sumitomo Bank Ltd., Osaka	6/30/86:	5	3,838.0	14,231.7	8,536.0	10.5	SF*(A);SF*(C);CHI(B);NY(B);SEA(B)
	135,908	6/30/85:	5	2,294.7	11,707.4	7,763.3	10.4	
	Sumitomo Trust & Banking Co. Ltd., Osaka	6/30/86:	2	942.3	4,686.2	2,983.2	5.9	LA(A);NY*(B)
	79,216	6/30/85:	2	580.0	4,747.6	3,704.1	8.2	
	Taiyo Kobe Bank Ltd., Kobe	6/30/86:	3	1,187.5	6,051.4	3,184.5	8.1	LA(A);NY*(B);SEA(B)
	74,785	6/30/85:	3	988.0	4,229.4	2,527.4	7.2	
	Tokai Bank Ltd., Nagoya	6/30/86:	4	1,613.4	7,515.4	3,805.3	8.3	LA*(A);LA(C);CHI(B);NY(B)
	90,770	6/30/85:	4	1,516.5	6,656.7	3,185.4	8.8	
	Toyo Trust & Banking Co. Ltd., Tokyo	6/30/86:	2	435.9	3,054.6	6,117.3	6.4	LA(A);NY*(B)
	48,012	6/30/85:	2	361.7	2,647.7	2,236.9	7.8	
	Yasuda Trust & Banking Co. Ltd., Tokyo	6/30/86:	2	929.3	3,805.8	1,604.8	6.0	LA(A);NY*(B)
	62,918	6/30/85:	2	888.2	4,637.0	3,186.0	10.1	
JORDAN	**Arab Bank Ltd., Amman**	6/30/86:	1	10.3	332.2	71.7	2.8	NY*(B)
	11,958	6/30/85:	1	15.7	275.1	13.6	2.6	
	Petra Bank, Amman	6/30/86:	1	33.5	60.9	29.2	0.4	DC(E)
	14,306	6/30/85:	1	33.7	86.0	44.9	17.0	
KOREA	**Bank of Seoul**	6/30/86:	2	158.5	293.9	1.6	2.1	LA(A);NY*(B)
	14,306	6/30/85:	2	175.0	270.6	1.4	2.1	
	Cho-Heung Bank Ltd., Seoul	6/30/86:	2	191.1	331.4	64.2	4.8	SF(A);NY*(B)
	6,950	6/30/85:	2	178.0	356.1	33.3	5.3	
	Commercial Bank of Korea Ltd., Seoul	6/30/86:	4	243.9	658.4	53.6	8.3	LA(A);CHI(B);NY*(B);NY(C)
	7,941	6/30/85:	4	231.8	420.3	64.2	5.7	
	Hanil Bank Ltd., Seoul	6/30/86:	3	157.9	373.5	86.7	4.8	LA(A);Sante Fe Springs, Calif(C);NY(A)
	7,711	6/30/85:	3	173.6	353.5	81.1	4.8	
	Korea Exchange Bank, Seoul	6/30/86:	8	487.4	1,579.8	470.2	9.9	LA(C);LA(A);CHI(B);NY(B);NY*(2B);
	15,904	6/30/85:	8	480.8	1,313.3	386.9	9.5	NY(B);SEA(B)
	Korea First Bank, Seoul	6/30/86:	4	236.4	454.8	38.8	5.3	LA(A);CHI(B);NY*(B);NY(C)
	8,595	6/30/85:	4	314.2	554.0	41.5	7.2	
KUWAIT	**Commercial Bank of Kuwait**	6/30/86:	1	46.5	495.8	469.4	8.8	NY*(B)
	5,627	6/30/85:	1	5.0	601.3	489.4	10.2	
	Gulf Bank	6/30/86:	1	133.1	348.8	107.6	5.6	NY(A)
	6,264	6/30/85:	1	133.8	372.1	274.4	6.1	
	National Bank of Kuwait	6/30/86:	1	3.9	375.7	252.4	4.2	NY*(B)
	8,909	6/30/85:	1	1.2	148.5	74.8	1.7	
LUXEMBOURG	**Bank of Credit & Commerce International**	6/30/86:	6	112.3	771.6	637.4	14.0	LA(A);SF(A);Boca Raton, Fla(A);MIA(A);
	5,526	6/30/85:	6	52.3	714.7	583.0	14.2	Tampa, Fla.(A);NY(A)
MALAYSIA	**Bank Bumiputra Malaysia Berhad, Kuala Lumpur**	6/30/86:	2	54.9	171.9	13.4	2.3	LA(A);NY*(B)
	7,419	6/30/85:	2	90.3	217.8	132.7	2.9	
	Malayan Banking Berhad, Kuala Lumpur	6/30/86:	1	6.0	127.3	95.1	1.9	NY*(B)
	6,611	6/30/85:	1	12.5	108.7	65.1	1.8	
MEXICO	**Banca Serfin, Mexico City**	6/30/86:	2	108.4	393.3	82.5	10.6	LA(A);NY(A)
	3,710	6/30/85:	2	75.5	335.6	129.1	7.7	
	Banco Internacional, Mexico City	6/30/86:	1	135.1	516.9	199.5	25.2	NY(A)
	2,049	6/30/85:	1	11.3	369.6	202.4	15.5	
	Banco Mexicano Somex, Mexico City	6/30/86:	1	0.0	16.5	0.4	0.5	NY(A)
	3,141	6/30/85:	1	0.3	19.2	0.7	0.5	
	Banco Nacional de Mexico, Mexico City	6/30/86:	3	427.5	789.9	336.2	8.8	LA*(A);LA*(C);NY(A)
	8,961	6/30/85:	3	577.7	1,022.8	364.2	8.9	
	Bancomer, Mexico City	6/30/86:	3	803.3	1,474.2	755.7	18.2	LaMesa, Calif(C);LA*(A);NY(A)
	8,081	6/30/85:	3	1,025.9	1,752.1	814.1	16.8	
	Multibanco Comermex, Mexico City	6/30/86:	1	184.3	398.6	237.1	16.3	NY(A)
	2,450	6/30/85:	1	151.8	370.3	203.7	12.0	
NETHERLANDS	**Algemene Bank Nederland, Amsterdam**	6/30/86:	13	1,479.6	3,913.7	2,096.8	7.6	LA(A);SF(A);MIA(A);ATL(A);CHI(E);CHI*(B);
	51,236	6/30/85:	12	1,029.6	3,578.3	2,171.4	8.7	CHI*(C);NY(2B);PIT(B);DAL(A);HOU(E);SEA(B)
	Amsterdam Rotterdam Bank, Amsterdam	6/30/86:	1	118.4	994.0	412.2	2.1	NY*(B)
	48,188	6/30/85:	1	113.5	751.4	388.2	2.1	
	Nederlandsche Middenstandsbank, Amsterdam	6/30/86:	1	153.0	686.2	546.9	2.7	NY*(B)
	25,268	6/30/85:	1	124.8	768.0	719.8	4.0	
	Rabobank Nederland, Utrecht	6/30/86:	1	119.2	930.6	17.2	2.0	NY*(B)
	47,428	6/30/85:	1	149.5	770.7	16.3	2.2	
NEW ZEALAND	**Bank of New Zealand Ltd., Wellington**	6/30/86:	2	223.1	723.5	478.7	18.0	LA(A);NY*(B)
	4,021	6/30/85:	2	76.8	372.0	263.8	8.4	
NIGERIA	**United Bank for Nigeria Ltd., Lagos**	6/30/86:	1	0.0	411.5	379.1	8.9	NY*(B)
	4,609	6/30/85:	1	0.0	246.6	223.5	4.5	
PAKISTAN	**Habib Bank Ltd., Karachi**	6/30/86:	1	2.2	72.3	44.1	1.4	NY*(B)
	5,130	6/30/85:	1	2.9	27.8	22.8	0.6	
	National Bank of Pakistan, Karachi	6/30/86:	3	6.0	455.1	291.3	12.4	DC(B);CHI(B);NY*(B)
	3,667	6/30/85:	3	7.0	326.9	224.7	10.0	
	United Bank Ltd., Karachi	6/30/86:	1	0.1	34.5	12.3	0.9	NY*(B)
	3,662	6/30/85:	1	0.0	26.2	15.2	0.8	

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PANAMA	**Banco International de Costa Rica, Panama City**	6/30/86:	1	19.2	52.6	13.1	25.8	MIA(A)
	204	6/30/85:	1	4.3	48.4	7.6	36.9	
	Banco Nacional de Panama, Panama City	6/30/86:	1	0.0	3.3	1.8	0.2	NY*(B)
	1,498	6/30/85:	1	0.0	15.8	2.9	1.1	
	Banco de Iberoamerica, Panama City	6/30/86:	1	32.7	128.3	122.9	29.5	MIA(A)
	435	6/30/85:	1	6.8	105.9	98.9	26.4	
PERU	**Banco Credito del Peru, Lima**	6/30/86:	1	9.1	31.2	18.6	4.4	NY*(B)
	704	6/30/85:	1	1.6	25.0	14.9	2.4	
PHILIPPINES	**Allied Banking Corp., Manila**	6/30/86:	2	16.2	52.7	32.5	10.9	SF*(C);Agana, Guam(B)
	484	6/30/85:	2	14.3	82.6	69.9	17.1	
	Bank of the Philippine Islands, Manila	6/30/86:	1	7.5	47.5	29.0	4.4	NY*(B)
	1,070	6/30/85:	0	0.0	0.0	0.0	0.0	
	Manila Banking Corp.	6/30/86:	1	4.1	26.7	21.1	6.2	LA(C)
	429	6/30/85:	1	4.3	30.0	24.5	7.7	
	Metropolitan Bank & Trust Co. Co., **Manila**	6/30/86:	4	15.9	78.3	48.1	9.0	LA(C);SF*(B);Agana, Guam(B);NY(B)
	868	6/30/85:	4	10.1	76.0	54.8	9.9	
	Philippine Commercial International Bank, Makati	6/30/86:	2	17.9	44.5	6.1	5.2	LA(A);NY*(B)
	853	6/30/85:	2	22.1	53.8	9.8	9.9	
	Philippine National Bank, Manila	6/30/86:	3	6.2	50.0	6.7	1.2	LA*(B);Honolulu(A);NY(B)
	4,036	6/30/85:	3	6.5	60.0	13.9	1.4	
PORTUGAL	**Banco Fonsecas & Burnay, Lisbon**	6/30/86:	1	24.1	62.9	0.5	1.2	NY(A)
	N.A.	6/30/85:	0	0.0	0.0	0.0	0.0	
	Banco Portugues do Atlantico, Oporto	6/30/86:	1	56.3	125.5	3.8	2.5	NY*(B)
	5,023	6/30/85:	1	38.5	91.4	27.2	2.3	
	Banco Totta & Acores, Lisbon	6/30/86:	1	66.7	146.4	36.3	4.8	NY(A)
	3,074	6/30/85:	1	94.5	212.1	46.0	8.3	
QATAR	**Doha Bank Ltd., Qatar**	6/30/86:	1	0.0	38.4	18.4	1.7	NY*(B)
	2,200	6/30/85:	1	0.0	40.0	15.9	0.0	
SAUDI ARABIA	**National Commercial Bank, Jeddah**	6/30/86:	1	14.9	434.9	140.4	2.9	NY*(B)
	15,103	6/30/85:	1	17.5	210.6	30.6	1.3	
SINGAPORE	**Development Bank of Singapore Ltd.**	6/30/86:	2	3.6	96.9	9.7	1.6	LA(A);NY(A)
	6,110	6/30/85:	2	72.2	106.9	10.3	2.1	
	International Bank of Singapore, Ltd.	6/30/86:	1	1.7	9.9	2.2	2.3	SF(A)
	422	6/30/85:	1	2.0	12.6	0.2	3.1	
	Overseas Union Bank Ltd.	6/30/86:	2	10.8	145.9	8.4	4.1	LA(A);NY(A)
	3,599	6/30/85:	2	18.0	135.0	13.9	4.1	
	Overseas-Chinese Banking Corp.	6/30/86:	1	1.0	19.6	11.2	0.4	NY*(B)
	4,429	6/30/85:	0	0.5	29.9	21.1	0.8	
	United Overseas Bank Ltd.	6/30/86:	2	10.3	44.4	5.4	0.9	LA(A);NY(A)
	5,134	6/30/85:	2	11.0	83.2	4.2	1.7	
SOUTH AFRICA	**Nedbank Ltd., Johannesburg**	6/30/86:	1	29.3	132.3	1.0	3.2	NY*(B)
	4,175	6/30/85:	1	19.6	197.1	1.0	2.9	
SPAIN	**Banco Atlantico, Barcelona**	6/30/86:	1	8.0	47.0	35.1	1.9	NY(A)
	2,502	6/30/85:	1	2.9	38.7	16.2	1.7	
	Banco Central, Madrid	6/30/86:	5	363.4	2,545.9	1,394.6	11.0	SF(A);MIA(A);NY*(B);NY*(C);Hato Rey, P.R.(C)
	23,231	6/30/85:	5	288.3	2,418.7	1,190.4	12.1	
	Banco Espanol de Credito, Madrid	6/30/86:	3	385.8	539.5	455.7	1.2	MIA(A);NY(B);NY(I)
	44,560	6/30/85:	3	132.1	296.0	113.8	0.6	
	Banco Exterior de Espana, Madrid	6/30/86:	3	289.9	776.7	577.9	4.5	LA(A);MIA(A);SB*(C)
	17,076	6/30/85:	3	252.5	681.5	477.0	4.0	
	Banco Hispano-Americano, Madrid	6/30/86:	1	10.9	224.3	6.0	1.2	NY*(B)
	19,268	6/30/85:	1	3.6	120.4	26.0	0.7	
	Banco Occidental de Madrid	6/30/86:	1	43.1	381.1	310.2	1.2	Hato Rey, P.R.(C)
	N.A.	6/30/85:	1	57.7	371.5	304.6	0.0	
	Banco Zaragozano	6/30/86:	2	25.0	109.7	97.2	6.7	Coral Gables, Fla*(C);MIA*(C)
	1,638	6/30/85:	1	18.6	70.5	58.0	0.0	
	Banco de Bilbao	6/30/86:	2	68.8	473.4	281.4	2.7	MIA(A);NY*(B)
	17,543	6/30/85:	2	49.8	510.2	309.8	3.5	
	Banco de Santander	6/30/86:	5	174.4	2,071.2	1,723.0	13.8	MIA*(A);MIA(E);NY(B);NY(B);San Juan, P.R.(C)
	15,026	6/30/85:	5	240.6	1,782.4	1,645.5	13.2	
	Banco de Vizcaya, Bilbao (g)	6/30/86:	3	36.2	196.9	156.4	1.2	SF(A);Coral Gables, Fla(A);NY*(B)
	16,180	6/30/85:	3	35.6	209.4	156.1	1.3	
SWEDEN	**Skandinaviska Enskilda Banken, Stockholm**	6/30/86:	1	0.0	130.4	33.7	0.6	NY(E)
	23,069	6/30/85:	1	7.1	107.4	55.1	0.5	
SWITZERLAND	**Banca della Svizzera Italiana, Lugano**	6/30/86:	1	109.1	457.7	52.6	9.6	NY*(B)
	4,762	6/30/85:	1	23.8	327.2	24.4	11.1	
	Bank Julius Baer & Co. Ltd., Zurich	6/30/86:	1	16.4	181.7	117.8	13.8	NY*(B)
	1,313	6/30/85:	1	35.4	156.4	111.7	16.6	
	Bank Leu, Zurich	6/30/86:	1	35.0	524.0	128.6	8.3	NY*(B)
	6,296	6/30/85:	1	24.6	247.8	48.3	5.5	
	Credit Suisse, Zurich (h)	6/30/86:	3	392.0	2,203.4	1,254.7	5.1	LA*(B);MIA(A);NY(B)
	43,090	6/30/85:	3	577.1	2,417.2	1,388.7	7.5	
	Habib Bank, Zurich	6/30/86:	1	4.9	44.2	35.8	11.3	NY(C)
	392	6/30/85:	1	2.8	31.0	21.6	9.2	
	Swiss Bank Corp., Basle	6/30/86:	5	2,982.9	12,547.9	5,205.0	20.2	SF*(B);ATL(A);CHI(B);NY(2B)
	62,175	6/30/85:	5	2,398.3	6,556.3	3,133.7	14.3	
	Union Bank of Switzerland, Zurich	6/30/86:	4	679.1	5,936.8	1,226.5	8.8	LA*(A);CHI(B);NY(B);HOU(A)
	67,774	6/30/85:	3	396.7	4,673.8	2,525.8	0.0	

For footnotes, see page 32.

U.S. Offices of Foreign Banks

Listed Alphabetically by Country and Parent (Dollar Figures in Millions)

Compiled by American Banker Copyright 1986

	Home Country and Parent Parent Company's Assets 12/31/86 (a)		No. of Offices	C&I Loans	Avg. Assets	Avg. Deposits	Ratio (b) (%)	Location of Offices and Type (c)
TAIWAN	First Commercial Bank, Taipei	6/30/86:	1	12.6	14.6	8.3	0.1	Agana, Guam(B)
	10,197	6/30/85:	1	9.3	13.1	11.0	0.2	
	International Commercial Bank of China, Taipei	6/30/86:	4	88.9	3,532.5	543.3	90.0	LA(B);CHI(B);NY*(C);NY*(A)
	3,925	6/30/85:	3	60.8	783.9	184.7	23.5	
THAILAND	Bangkok Bank Ltd.	6/30/86:	2	45.5	234.0	19.5	2.3	LA(B);NY(B)
	9,962	6/30/85:	2	24.8	359.5	117.4	3.8	
	Bangkok Metropolitan Bank Ltd.	6/30/86:	2	25.9	226.4	79.5	16.9	SF(A);NY(A)
	1,343	6/30/85:	2	10.4	140.0	24.3	10.2	
	Krung Thai Bank Ltd., Bangkok	6/30/86:	1	18.6	93.9	71.6	2.6	NY*(B)
	3,668	6/30/85:	1	5.0	57.5	31.3	1.7	
	Siam Commercial Bank Ltd., Bangkok	6/30/86:	2	167.4	235.6	146.9	9.5	LA*(B);NY(B)
	2,472	6/30/85:	2	139.9	216.3	137.9	10.8	
	Thai Farmers Bank, Bangkok	6/30/86:	2	56.3	103.4	14.1	2.6	LA(A);NY*(E)
	4,004	6/30/85:	2	29.3	86.4	34.1	2.4	
TURKEY	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	6/30/86:	1	15.6	134.2	98.3	2.2	NY*(B)
	6,042	6/30/85:	1	0.3	109.0	42.2	2.0	
UNITED ARAB EMIRATES	Bank of Oman Ltd., Dubai	6/30/86:	1	2.3	21.5	11.3	0.9	NY(E)
	2,432	6/30/85:	1	4.6	18.9	8.3	0.8	
	Middle East Bank, Dubai	6/30/86:	1	9.9	17.5	11.0	2.0	NY*(B)
	880	6/30/85:	1	4.8	19.4	12.3	2.2	
	National Bank of Abu Dhabi	6/30/86:	1	7.2	168.3	95.7	3.3	DC*(B)
	5,145	6/30/85:	1	16.8	182.4	85.2	3.1	
	Union Bank of the Middle East, Dubai	6/30/86:	1	22.6	106.0	62.5	9.4	NY*(B)
	1,130	6/30/85:	0	40.8	107.0	11.5	0.0	
UNITED KINGDOM	Bank of Scotland, Edinburgh	6/30/86:	1	135.6	186.2	2.0	1.6	NY*(B)
	11,701	6/30/85:	1	90.1	97.3	2.0	1.3	
	Barclays Plc, London	6/30/86:	16	4,864.0	10,537.0	6,273.7	11.2	SF(A);SF(C);Wilmington, Del(C);
	93,878	6/30/85:	15	4,386.3	9,936.8	5,747.0	11.7	New Orleans(A);BOS(B);NY*(3B);NY(C);MIA(A); ATL(A);CHI(B);Charlotte, NC(F); Charlotte Amalie, VI(2B);SEA(B)
	Libra Bank Plc, London	6/30/86:	1	0.0	346.5	341.5	12.2	NY*(B)
	2,833	6/30/85:	1	0.0	398.1	383.0	14.8	
	Lloyds Bank Plc, London	6/30/86:	8	2,195.8	7,383.3	4,477.6	11.7	LA*(C);SF(B);MIA(A);ATL(A);CHI(B);BOS(B);
	63,084	6/30/85:	8	1,787.7	6,470.4	4,563.1	12.7	NY(B);PIT(B)
	London & Continental Bankers	6/30/86:	1	0.0	0.2	0.0	0.0	NY(A)
	726	6/30/85:	0	0.0	0.0	0.0	0.0	
	Midland Bank Plc, London	6/30/86:	2	70.9	1,675.9	728.2	2.0	NY(E);NY(B)
	83,627	6/30/85:	2	13.5	821.2	126.6	1.2	
	National Westminster Bank Plc, London	6/30/86:	5	5,395.2	13,724.8	9,583.2	13.2	SF(A);MIA(E);CHI(B);NY*(B);NY*(C)
	104,354	6/30/85:	5	4,272.6	12,279.2	8,787.2	14.9	
	Royal Bank of Scotland, Edinburgh	6/30/86:	2	55.9	111.0	3.5	0.6	SF(A);NY*(B)
	19,402	6/30/85:	2	56.5	105.7	9.9	1.1	
	Saudi International Bank, London	6/30/86:	1	10.0	196.8	127.6	4.5	NY*(B)
	4,413	6/30/85:	1	10.0	213.7	174.5	6.1	
	Scandinavian Bank Ltd., London	6/30/86:	1	95.2	240.6	44.4	5.4	LA(A)
	4,436	6/30/85:	1	129.1	254.0	114.9	7.7	
	Schroders Plc, London (f)	6/30/86:	1	4.0	37.1	29.7	...	MIA(E)
	N.A.	6/30/85:	1	1.7	53.2	46.7	...	
	Standard Chartered Bank Plc, London	6/30/86:	8	3,152.0	9,711.2	6,868.5	23.4	LA*(C);SF*(A);MIA(A);ATL(A);CHI(B);NY(B);
	41,520	6/30/85:	9	2,761.7	9,553.6	7,105.3	24.0	HOU(E);SEA(B)
	United Bank of Kuwait Ltd., London	6/30/86:	1	1.8	124.0	119.9	3.9	NY*(B)
	3,196	6/30/85:	1	2.5	92.9	78.8	4.3	
VENEZUELA	Banco Consolidado, Caracas	6/30/86:	3	16.0	198.3	190.1	27.0	NY*(2B);NY(E)
	734	6/30/85:	3	6.3	147.7	141.3	22.4	
	Banco Industrial de Venezuela, Caracas	6/30/86:	2	20.4	516.1	89.8	32.4	MIA(A);NY(A)
	1,591	6/30/85:	2	61.4	588.2	13.6	33.8	
	Banco Latino, Caracas	6/30/86:	1	22.0	110.3	102.1	12.8	MIA(E)
	862	6/30/85:	1	60.6	97.1	88.2	10.8	
	Banco Mercantil y Agricola, Caracas	6/30/86:	1	12.7	232.9	221.6	17.8	MIA(A)
	1,306	6/30/85:	1	11.4	93.6	84.4	7.3	
	Banco Union, Caracas	6/30/86:	3	75.5	336.2	296.8	35.2	MIA(E);NY(B);NY*(C)
	955	6/30/85:	3	66.3	318.7	256.7	29.0	
	Banco de Venezuela, Caracas	6/30/86:	2	2.1	236.6	124.6	19.2	MIA(E);NY*(A)
	1,229	6/30/85:	2	1.1	202.7	103.4	16.1	
YUGOSLAVIA	Jugobanka United Bank, Belgrade	6/30/86:	1	58.0	243.3	197.6	3.6	NY(A)
	6,679	6/30/85:	1	24.4	284.4	198.2	4.9	
	Udruzena Beogradska Banka, Belgrade	6/30/86:	1	40.8	189.4	95.0	2.1	NY*(B)
	8,894	6/30/85:	1	23.7	229.1	81.6	2.9	
GROUPS	Al UBAF Banking Group, Neuilly, France	6/30/86:	1	189.1	1,129.4	871.0	2.1	NY(C)
	(See Footnote i)	6/30/85:	1	173.1	1,161.4	909.7	0.0	
	Audi Group	6/30/86:	1	22.7	222.2	168.8	2.1	NY(C)
	(See Footnote j)	6/30/85:	1	19.2	180.3	138.9	0.0	
	Century Bank	6/30/86:	1	11.7	66.8	50.6	6.7	SF(C)
	(See Footnote k)	6/30/85:	1	4.0	70.8	54.4	0.0	
	European-American Group	6/30/86:	1	1,949.1	6,151.1	4,629.0	6.7	NY(C)
	(See Footnote l)	6/30/85:	1	2,560.1	7,547.6	5,299.0	0.0	

For footnotes, see page 32.

Representative Offices By State

CALIFORNIA

Los Angeles

Amsterdam-Rotterdam Bank, Netherlands
Banca Nazionale Dell' Agricoltura, Rome
Banco di Roma, Rome
Bank of British Columbia, Vancouver, Canada
Bank of Montreal
Bank of Scotland, Edinburgh, U.K.
Bergen Bank, Norway
Berliner Handels-und Frankfurter Bank, Frankfurt
Commerzbank, Dusseldorf, Germany
Deutsche Bank, Frankfurt, Germany
Export-Import Bank of Korea, Seoul
Hongkong and Shanghai Banking Corp., Victoria
Kleinwort, Benson (North America Corp.) (a)
Kredietbank, Brussels, Belgium
Mercantile Bank of Canada, Montreal
National Westminster Bank, Plc., London
Nederlandsche Middenstandsbank, Amsterdam
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Plc., Edinburgh
State Bank of New South Wales, Sydney, Australia
Swiss Bank Corporation, Basle
Toronto Dominion Bank, Canada

Newport Beach

Bank of N.T. Butterfield & Son, Ltd., Bermuda

San Diego

Royal Trust Co., Montreal

San Francisco

Amsterdam-Rotterdam Bank, Netherlands
Bank Julius Baer & Co., Ltd., Zurich, Switzerland
Banque Paribas, Paris
Central Trust of China, Taipei, Taiwan
Christiana Bank og Kreditkasse, Oslo, Norway (b)
Credit Suisse, Zurich
Development Finance Corp. of New Zealand, Wellington
Fuji Bank, Ltd., Tokyo
Industrial Bank of Japan, Ltd., Tokyo
Interallianz Bank, Zurich, Switzerland
Kyowa Bank, Ltd., Tokyo
Mitsui Bank, Ltd., Tokyo (c)
Samuel Montagu & Co., Ltd., London
National Australia Bank, Ltd., Melbourne
Pierson, Heldring & Pierson, Amsterdam, Netherlands
Societe Generale, Paris
Union Bank of Switzerland, Zurich

COLORADO

Denver

Bank of Montreal
Canadian Imperial Bank of Commerce, Vancouver
Lloyds Bank Plc., London
Mercantile Bank of Canada
Norske Creditbank, Oslo, Norway
Royal Bank of Canada

DISTRICT OF COLUMBIA

Banca Commerciale Italiana, Milan
Banco do Brasil, Brasilia
Banco Nac'l do Desenvolvimento Econ., Rio de Janeiro
Bank of Credit & Commerce International, Luxembourg
Bank of Tokyo, Ltd.
Banque Paribas, Paris
Export-Import Bank of Japan
Hongkong and Shanghai Banking Corp., Victoria
Industrial Bank of Japan, Ltd.
Japan Development Bank, Tokyo
Nacional Financiera, Mexico City
State Bank of India, Bombay

FLORIDA

Coral Gables

Banca March, Palma de Mallorca, Spain

Miami

Banco Atlantico, Barcelona, Spain
Banco Popular Dominicano, Santo Domingo
Banco Regional Sur Medio y Callao, Callao, Peru
Bank Audi (Suisse), Zurich
Banque Intercommerciale de Gestion, Lausanne, Switz
Credit Suisse, Zurich
Dow Banking Corp., Zurich, Switzerland
Dresdner Bank, Frankfurt, Germany
Filanbanco, Guayaquil, Equador
Fuji Bank, Ltd., Tokyo

Tampa

Lloyds Bank Plc., London

GEORGIA

Atlanta

Banco do Brasil, Brasilia
Bank of Tokyo, Ltd.
Banque Indosuez, Paris (d)
Credit Lyonnais, Paris (d)
Credit Suisse, Zurich
Dai-Ichi Kangyo Bank, Tokyo
Fuji Bank, Ltd., Tokyo
Industrial Bank of Japan, Ltd., Tokyo
Kredietbank, Brussels, Belgium
Mitsui Bank, Ltd., Tokyo (e)
Sumitomo Bank, Osaka, Japan
Tokai Bank, Ltd., Nagoya, Japan (f)

ILLINOIS

Chicago

Banco di Sicilia, Palermo, Italy
Banco do Brasil, Brasilia
Bank of Ireland, Dublin
Bank of Nova Scotia, Toronto, Canada
Bank of Scotland, Edinburgh
Bank of Tokyo, Ltd.
Christiana Bank og Kreditkasse, Oslo, Norway
Continental Bank of Canada, Toronto
Credit Commercial de France, Paris
Credit Suisse, Zurich
Credito Italiano, Milan
Daiwa Bank, Ltd., Osaka, Japan
Deutsche Bank, Frankfurt
Hokkaido Takushoku Bank, Ltd., Sapporo, Japan
Industrial Bank of Japan, Ltd., Tokyo
Jugobanka, Belgrade, Yugoslavia
Kleinwort, Benson (North America Corp.) (a)
Kyowa Bank, Ltd., Tokyo
Long-Term Credit Bank of Japan, Tokyo
Metropolitan Bank & Trust Co., Manila, Philippines
Mitsui Bank, Ltd., Tokyo
Nederlandsche Middenstandsbank, Amsterdam
Philippine National Bank, Manila
Post-och Kreditbanken, Stockholm, Sweden
Royal Bank of Canada
Royal Bank of Scotland, Plc., Edinburgh
Saitama Bank, Ltd., Tokyo
Taiyo Kobe Bank, Ltd., Tokyo

INDIANA

Gary

Stopanska Banka Skopje, Yugoslavia

LOUISIANA

New Orleans

Banque de l'Union Europeenne, Paris

MARYLAND

Baltimore

Lloyds Bank Plc., London

MASSACHUSETTS

Boston

Toronto Dominion, Inc., Canada

Fall River

Banco Comercial Dos Acores, Ponta Delgada, Portugal

MICHIGAN

Detroit

Stopanska Banka Skopje, Yugoslavia

MINNESOTA

Minneapolis

Barclays Plc., London
Lloyds Bank Plc., London

MISSOURI

St. Louis

Kredietbank, Brussels, Belgium
Lloyds Bank Plc., London

NEW YORK

New York

Akbank, Ankara, Turkey
Al Saudi Banque, Paris
Algemene Bank Nederland, Amsterdam
Andelsbanken, Copenhagen, Denmark
ANZ Merchant Bank Ltd., London (g)
Bahrain Middle East Bank, Manama
Banca Cattolica del Veneto, Vicenza, Italy
Banca Nazionale dell'Agricoltura, Rome
Banca Popolare di Novara, Italy
Banca San Paolo, Brescia, Italy
Banco Bolivano Americano, La Paz, Bolivia
Banco Comercial del Norte, Buenos Aires, Argentina
Banco de Credito Argentino, Buenos Aires
Banco de Galicia y Buenos Aires, Argentina
Banco de Italia y Rio de la Plata, Buenos Aires
Banco de la Construccion, San Jose, Costa Rica
Banco de Quilmes, Argentina
Banco de Santiago, Chile
Banco di Santo Spirito, Rome
Banco Espanol del Rio de la Plata, Buenos Aires
Banco Espirito Santo e Comerciale, Lisbon (e)
Banco Exterior de Espana, Madrid, Spain
Banco Hipotecario Dominicano, Santo Domingo
Banco Mercantil, Caracas, Venezuela (h)
Banco Nac'l de Obras y Serv. Pub., Mexico City
Banco Pan de Azucar, Montevideo, Uruguay
Banco Rio de la Plata (Panama), Panama City
Banco Sud Americano, Santiago, Chile
Bank Handlowy W. Warszawie, Poland
Bank Indonesia, Jakarta
Bank of Fukuoka, Ltd., Japan (i)
Bank of Japan, Tokyo
Bank of Korea, Seoul
Bank of Pusan, Korea
Bank Polska Kasa Opieka, Warsaw, Poland (j)
Banque Arabe et Internationale d'Investissement, Paris
Banque de Bretagne, Rennes, France (k)
Banque de la Societe Financiere Europeenne, Paris
Banque Internationale a Luxembourg
Banque Internationale pour l'Afrique Occidentale, Paris
Banque Paribas (Suisse), Geneva
Banque Sudameris, Paris (l)
Barclays National Bank Ltd., Johannesburg, So. Africa
Baring Brothers & Co., Ltd., London
Bergen Bank, Norway
Bremar Holdings Ltd., U.K.
British Bank of the Middle East, London
N.T. Butterfield & Son (Bermuda)
Caisse Centrale des Banques Populaires, Paris
Cassa di Risparmio di Firenze, Florence, Italy
Cassa di Risparmio di Genova e Imperia, Genoa, Italy
Cassa di Risparmio di Torino, Turin, Italy
Cassa di Risparmio di Verona Vicenza e Bulluno, Italy
Central Bank of Turkey, Ankara
Central Trust of China, Taipei, Taiwan
Charterhouse Group International, Inc., London
Chiba Bank, Japan
Clydesdale Bank Plc., Glasgow, Scotland, U.K.
Compagnie de Banque et d'Investissements, Lausanne
Compagnie Financiere de la Mediterranee, Paris
Country Bank, Ltd., London
Credit Chimique, Paris
Credito Romagnolo, Bologna, Italy
Daegu Bank, Ltd., Seoul, Korea
Daishi Bank Ltd., Nigata, Japan (m)
Danske Bank, Copenhagen, Denmark
Export-Import Bank of Korea, Seoul
Filanbanco, Guayaquil, Ecuador
First Curacao International Bank, Willemstad
First International Bank of Israel, Ltd., Tel-Aviv
Genossenschaftliche Zentralbank, Vienna, Austria
Gerrard and National, Plc., London
Guinness Mahon Capital Corp. (n)
Gunma Bank, Ltd., Gunma, Japan (o)
Gyeongnam Bank, Ltd., Seoul, Korea (p)
Hachijuni Bank, Ltd., Nagano, Japan
Hambro America (q)
Hill Samuel & Co, Inc., London
Hokkaido Bank Ltd., Sapporo, Japan
Hongkong & Shanghai Banking Corp., Victoria
Hyakujushi Bank Ltd., Takamatsu, Japan
Investiciona Banka Titograd-Udruzena Banka, Yugo.
Iyo Bank Ltd., Matsuyama, Japan (r)
Japan Development Bank, Tokyo
Juroku Bank, Ltd., Gifu, Japan
Kleinwort, Benson (North America Corp.) (a)
Korea Development Bank, Seoul
Kredietbank S.A. Luxembourgeoise
Libra Bank, Ltd., London
Ljubljanska Banka, Ljubljana, Yugoslavia
Meridien International Bank, Bahamas
Merrill Lynch International Bank, Inc., Panama
Merrill Lynch International Bank, Ltd., London
Morgan Grenfell Ltd., London
Nacional Financiera, Mexico City, Mexico
National Bank of Greece, Athens
National Bank of Hungary, Budapest
National Bank of New Zealand, Wellington
National Bank of Nigeria, Lagos
National Mortgage Bank of Greece, Athens
National Westminster Bank, Plc., London
North American Bank, Ltd., Tel-Aviv, Israel
Nuovo Banco Ambrosiano, Milan, Italy
Oesterreichische Landerbank, Vienna
Orion Royal Bank, London
Pierson, Heldring & Pierson, Amsterdam, Netherlands
Post-Och Kredietbanken, Stockholm, Sweden
Privredna Banka Sarajevo, Yugoslavia
Rea Brothers, Ltd., London
Reserve Bank of Australia, Sydney
Romanian Bank for Foreign Trade, Bucharest
Samuel Montagu & Co., Ltd., London
Saudi European Bank, Paris
Scandinavian Bank, Ltd., London
Senshu Bank, Ltd, Kishiwada, Japan
Shoko Chukin Bank, Tokyo
Small and Medium Industry Bank, Seoul, Korea
Societe Industrielle de Banque, Paris
Sparebanken Oslo Akershus, Oslo, Norway
Stopanska Banka, Skopje, Yugoslavia
Suruga Bank, Numazu, Japan
Tokyo Tomin Bank
Toronto Dominion Bank, Canada
Trans-Arabian Investment Bank, Ltd., Manama, Bahrain
Ufficio Italiano dei Cambi (Bank of Italy), Rome
Ulster Investment Bank, Ltd., Ireland
Union Bank of Norway, Oslo
Vereins-und Westbank, Hamburg, Germany
Vojvodjanska Banka-Udruzena Banka, Yugoslavia
Volkskas Ltd., Pretoria, South Africa
Wardley Ltd., Hong Kong
Yapi ve Kredi Bankasi, Ankara, Turkey
Zenshinren Bank, Tokyo

Representative Offices By State

NORTH CAROLINA

Charlotte

Barclays Plc., London

Winston-Salem

Lloyds Bank Plc., London

OHIO

Cleveland

Bank of Nova Scotia, Toronto, Canada
Bayerische Vereinsbank, Munich, Germany
Lloyds Bank Plc., London

PENNSYLVANIA

Philadelphia

Barclays Plc., London
Charterhouse Japhet North America, London

Pittsburgh

Royal Bank of Canada, Montreal
Toronto Dominion Bank, Canada

TEXAS

Dallas

Banco do Brasil, Brasilia
Banque Paribas, Paris
Barclays Plc., London
Canadian Imperial Bank of Commerce, Toronto
Lloyds Bank Plc, London
Long-Term Credit Bank of Japan, Ltd.
Mercantile Bank of Canada, Montreal
National Australia Bank, Ltd., Melbourne
National Bank of Canada, Montreal
National Australia Bank, Melbourne
National Westminster Bank Plc., London
Royal Bank of Canada, Montreal
Saitama Bank, Ltd., Urawa, Japan (m)
Societe Generale, Paris

Houston

Algemene Bank Nederland, Amsterdam
Amsterdam-Rotterdam Bank, Amsterdam, Netherlands
Arab Banking Corp., Manama, Bahrain
Australia and New Zealand Banking Corp., Melbourne
Banca Nazionale del Lavoro, Rome
Banco di Roma, Rome
Banco do Brasil, Brasilia
Banco do Estado de Sao Paulo, Brazil
Banco Nacional de Mexico
Bank of Credit & Commerce International, Luxembourg
Bank of Nova Scotia, Toronto, Canada
Bank of Scotland, Edinburgh
Bank of Seoul, Korea
Bank of Tokyo, Ltd.
Banque Francaise du Commerce Exterieur, Paris
Banque Indosuez, Paris
Banque Nationale de Paris
Banque Paribas, Paris
Barclays Plc., London
Bergen Bank, Norway
Canadian Imperial Bank of Commerce, Toronto
Charterhouse Japhet, Ltd., London
Cho-Heung Bank, Ltd., Seoul, Korea
Christiania Bank og Kreditkasse, Olso, Norway
Clydesdale Bank, Ltd., Glasgow, Scotland
Credit Lyonnais, Paris
Credito Italiano, Milan
Credit Suisse, Zurich
Dai-Ichi Kangyo Bank, Ltd., Tokyo
Daiwa Bank, Ltd., Osaka, Japan
Danske Bank, Copenhagen, Denmark
Dresdner Bank, Frankfurt, Germany
Fuji Bank, Ltd., Tokyo
Hill Samuel & Co., Ltd., London
Hokkaido Takushoku Bank, Ltd., Sapporo, Japan
Hongkong & Shanghai Banking Group, Victoria
Industrial Bank of Japan
International Commercial Bank of China, Taipei
James Finlay Int'l Inc., London (s)
Korea Exchange Bank, Seoul
Lloyds Bank Plc., London
Mitsubishi Bank, Ltd., Tokyo
Mitsui Bank, Ltd., Tokyo
National Westminster Bank, Plc., London
Philippine Commercial and Industrial Bank, Makati
Post-och Kreditbanken, Stockholm, Sweden
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Plc., Edinburgh
Sanwa Bank, Ltd., Osaka, Japan
Societe Generale, Paris
Sumitomo Bank, Ltd., Osaka, Japan
Swiss Bank Corporation, Zurich
Taiyo Kobe Bank, Ltd., Kobe, Japan
Tokai Bank Ltd., Nagoya, Japan
Toronto Dominion Bank, Canada
Union Bank of Switzerland, Zurich
Westpac Banking Corp., Sydney, Australia

WASHINGTON

Seattle

Fuji Bank, Ltd., Tokyo
Lloyds Bank Plc., London

Rep Offices Closed in 1986

Banco del Estado, La Paz, Bolivia (New York) (t)
Banco Industrial de Cataluna, Barcelona (New York) (t)
Banco Mercantil, Bogota (New York) (t)
Bank of Montreal (u) (Houston)
Bank of N.T. Butterfield and Son, Bermuda (New York) (t)
Bank of Yokohama, Japan (Los Angeles) (v)
Canadian Commercial Bank, Edmonton (Denver) (w)
Danske Bank, Copenhagen (Chicago) (x)
Nederlandse Credietbank, Amsterdam (New York) (t)
Norske Creditbank, Oslo (Houston) (y)
Philippine National Bank, Manila (Houston) (y)
Williams & Glyn's Bank Ltd., London (z)

Representative offices opened since American Banker's last listing on Feb. 14, 1986, are shown in bold face.

(a)—Rep. office for Kleinwort, Benson, Ltd., London. **(b)**—Opened 9/86. **(c)**—Opened 2/85. **(d)**—Licensed as an agency but operating as a rep. office. **(e)**—Opened 1/86. **(f)**—Opened 12/85. **(g)**—ANZ Merchant Bank Ltd., London began operating in Jan. 1986. It is a subsidiary of Australia and New Zealand Banking Group Ltd., Melbourne, Australia. **(h)**—Formerly Banco Mercantil y Agricola. Changed title 3/83. **(i)**—Opened 5/86 **(j)**—Opened 3/86 **(k)**—Opened in 1986 **(l)**—Largest owner **(48%)** of Sudameris Banking Group. **(m)**—Opened 2/86 **(n)**—Representative office for Guinness Mahon & Co. Ltd., London, since 1982. **(o)**—Opened 9/85 **(p)**—Opened 6/85. **(q)**—Representative office for Hambros Bank, Ltd., London **(r)**—Opened 7/86. **(s)**—Representative office for James Finlay Plc., Glasgow, Scotland. **(t)**—No longer listed in New York phone directory. **(u)**—Converted to an agency office 1/87. **(v)**—Converted to an agency office 4/85. **(w)**—The bank failed on 9/3/85. **(x)**—No longer listed in Chicago phone directory. **(y)**—No longer listed in Houston phone directory. **(z)**—Bank merged with Royal Bank of Scotland 10/1/85.

Major data sources: U.S. Treasury; R.L. Polk & Co. World Bank Directory — North American and International editions; American Banker world bank questionnaire; and various other sources.

Offices Not Included

Closed During 1986 or June 30, 1986 Data Unavailable (Listed by Parent's Country)

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OFFICES CLOSED	Type of Office	Location	Date Closed or Reason Not Included
Banco do Commercio e Industria de Sao Paulo, Brazil	Branch	New York	Acquired by NY branch of Banco do Brasil
Canadian Commercial Bank, Edmonton, Canada	Agency	Santa Ana	Bank failed in 9/85.
Mercantile Bank of Canada, Montreal, Canada	Agency	New York	Bank merged into National Bank of Canada. Office closed 1/86.
Banco Totta & Acores, Lisbon, Portugal	Agency	San Francisco	Closed office on 12/31/85.
Banque Paribas (Suisse), Geneva, Switzerland	Branch	New York	Closed office in 6/85.
Barclays Bank Plc, London, U.K.	Edge	Houston	Ceased operations 3/31/86.
Marine Midland Bank NA, Buffalo, N.Y., USA (a)	Edge branch	Los Angeles	Closed office in 1986.

DATA UNAVAILABLE †	Type of Office	Location	C&I Loans 6/30/85 ($ Mil.)	Assets 6/30/85 ($ Mil.)	Deposits 6/30/85 ($ Mil.)
Westpac Banking Corp., Sydney, Australia	Branch	Chicago	1.3	28.6	0.0
Society General de Banque, Brussels, Belgium	Investment Co.	New York	1.0	11.1	0.0
Banco Auxiliar, Sao Paulo, Brazil	Branch	New York	13.7	46.3	3.2
Bank of Montreal, Canada	Commercial Bank	New York	0.0	76.8	70.6
Union Bank of Finland Ltd., Helsinki, Finland (b)	Investment Co.	New York	266.1	403.7	636.6
Banque Arabe et Internationale d' Investissement, Paris, France	Investment Co.	New York	132.1	338.6	40.0
Banque Nationale de Paris, France	Investment Co.	New York	360.0	1,427.7	473.0
National Bank of Greece, Athens, Greece	Branch	Cambridge, Mass.	N.A	N.A.	N.A
Bank Hapoalim, Tel-Aviv, Israel	Branch	Encino, Calif.	$84.6	173.9	66.5
Bank Leumi Le-Israel, Tel-Aviv, Israel	Branch	Encino, Calif.	N.A	N.A.	N.A
Industrial Bank of Japan, Ltd., Tokyo, Japan (c)	Investment Co.	New York	0	15.2	8.3
Sanwa Bank Ltd., Osaka, Japan	Finance Co.	Chicago	N.A	N.A.	N.A
ABN Bank Nederland, Amsterdam, Netherlands	Edge branch	Miami	0	0	0
Credit Lyonnais Bank Nederland, Rotterdam, Netherlands	Finance Co.	New York	N.A	N.A.	N.A
Christiana Bank og Kreditkasse, Oslo, Norway (d)	Investment Co.	New York	...	...	...
Norske Creditbanken, Oslo, Norway (e)	Investment Co.	New York	320.2	406.6	59.4
PK Banken, Stockholm, Sweden (f)	Investment Co.	New York	...	...	...
Skandinaviska Enskilda Banken, Stockholm, Sweden	Investment Co.	New York	248.9	388.8	0.0
Bank Julius Baer & Co., Ltd., Zurich, Switzerland	Investment Co.	New York	3.0	32.9	19.2
Barclays Bank Plc, London, U.K.	Branch	Pittsburgh	28.6	47.7	1.4
Hill, Samuel & Co. Ltd., London, U.K. (g)	Commercial bank	New York	0	Clo3.7	0.0
Lloyds Bank Plc, London, U.K.	Branch	Los Angeles	0	19.2	18.7
Banco de la Republica Oriental del Uruguay, Montevedio, Uruguay	Branch	New York	12.6	92.3	31.0
Ban[illegible] de Venezuela, Caracas, Venezuela	Edge Branch	New York	0.1	69.1	64.3
Ljubljanska Banka, Ljubljana, Yugoslavia (h)	Commercial Bank	New York	...	...	...

Offices that were not included in the listing of foreign banks in the U.S. grouped by country and parent that appears on pages 32-38, because offices were either closed, not yet opened, or data were not available. **(†)**— American Banker contacted each of the banking offices listed, requesting midyear 1986 data. These offices did not respond to this request. (Banks whose offices were not yet opened on 6/30/86 are included here.) **(a)**— Majority-owned by Hongkong & Shanghai Banking Corp., Hong Kong. **(b)**— Owns American Scandinavia Banking Corp., which was formerly owned by Union Bank and three other banks: Danske Bank, Copenhagen; Christiana Bank og Kreditkasse, Oslo; and PK Banken, Stockholm. **(c)**— Acquired J.Henry Schroder Banking Corp. from Schroder Plc., London, 12/85. **(d)**— Formerly one of the owners of American Scandinavia Banking Corp. On 7/1/86 it established a new investment company: Christiana Banking (U.S.) Corp. **(e)**— As of 1/21/86, became sole owner of Nordic American Banking Corp. and changed its title to DnC American Banking Corp. Nordic American formerly was owned by Norske Creditbank and three other banks: Copenhagen Handelsbank, Denmark; Kansallis Osake-Pankki, Helsinki, Finland; and Svenska Handelsbanken, Stockholm. **(f)**— Formerly one of the owners of American Scandinavia Banking Corp. On 10/22/86 it established a new investment company: PKBanken International U.S. Banking. **(g)**— Converted its Edge bank into a state chartered bank in March 1986. The bank's name is the same as the former Edge bank — Hill, Samuel International Banking Corp. **(h)**— LBS Bank, New York, began operations 9/1/86. **N.A.**— Not available.

Japanese Banks Increase Their Presence in US, Survey Shows

➜ Continued from Page 1

1985.

A representative office handles such functions as the solicitation of new business, loan production, liaison between the bank's head office and correspondent banks in the U.S., and customer relations.

Thus, the total number of foreign banking offices — full offices plus representative offices — totaled 978 at midyear 1986, up 4.3% from the 938 offices the year before. The total number of foreign bank offices was up 3.7% in 1985.

Last year foreign banks opened 40 full banking offices and closed 14, for a net gain of 26. Japanese banks accounted for 46% of that increase. They established 13 full banking offices, while closing only one.

No other country had a net gain of more than three offices last year. Both France and Indonesia established three new offices.

New York had the largest gain in offices with 11. Houston, helped by a new state law permitting agency offices, was next with five new offices. Three offices were established in Chicago, and two each in Boston and Los Angeles.

These are some of the findings of *American Banker's* annual survey of foreign banks in the United States. This year, the survey will be published in two parts. Part 1, published today, identifies the foreign banks operating in the U.S. The banks are listed alphabetically by country and their offices are identified by type. The combined amount of business loans, assets, and deposits in these offices, as of June 30, 1986, are shown and compared with a year earlier.

Also appearing in today's edition is a listing of the 336 representative offices of foreign banks. This lists the offices geographically within the United States.

The second part of the survey will be published on April 9. It will rank foreign banks by the combined size of business loans outstanding at all their U.S. offices on June 30, 1986. In addition, the top 25 banking offices by type will be identified, and the assets, deposits, and business loans of each individual banking office will be reported.

As a group, the 27 Japanese banks operating in the U.S. were the dominant foreign banking group. These banks had the most offices with 89; the most business loans, $46 billion, up 16% from the year before; the most deposits, $110 billion, up 8% from the year before; and the most assets, $201.8 billion, up 22.5% from the year before. Also, these Japanese banks have almost a 40% share of the foreign banks' U.S. business lending market.

Japan's fifth largest bank, the $99 billion-deposit Sanwa Bank Ltd., Osaka, was the most active Japanese bank in the United States last year. In September it acquired the $2.4 billion-deposit Lloyds Bank California, Los Angeles, from Lloyds Bank PLC, London, and then merged that bank into its commercial bank subsidiary, Golden State Sanwa Bank, San Francisco. Golden State Sanwa then changed its title to Sanwa Bank of California.

The Sanwa acquisition of Lloyds Bank California is not reflected in the Japanese and British totals for June 30, 1986.

In addition to this transaction, Sanwa opened two new banking offices. Earlier in 1986 Sanwa established an agency office in Dallas and a branch office in Boston.

In contrast to the gains posted by the top-ranked Japanese banks, banks from the United Kingdom — the second largest foreign banking group in the U.S. — posted sizable declines. At midyear 1986, the 13 British banks in the U.S. had 48 banking offices with combined business loans of $16 billion, down 5% from the year before. These offices had $28.6 billion in deposits, down 36% from a year earlier, and $44.3 billion in assets, down 31% from the year before.

The declines are attributable to the sale by Midland Bank PLC, London, of Crocker National Corp., San Francisco, to Wells Fargo & Co., San Francisco, in February 1986. Crocker National Corp. was the parent holding company for the $15 billion-deposit Crocker National Bank.

Also, another British bank, Schroder PLC, London, sold its commercial bank subsidiary, the $1.4 billion-deposit Schroder Bank & Trust Co., New York, to the Industrial Bank of Japan Ltd., Tokyo, in December 1985. The bank is now known as IBJ Schroder Bank & Trust Co.

- The largest foreign bank in the U.S. in terms of the number of full banking offices and business loans outstanding at these offices is the $69 billion-asset Hongkong & Shanghai Banking Corp., Hong Kong. The bank has 18 full banking offices in the U.S., including Marine Midland Bank NA, Buffalo, the nation's 13th largest bank in deposits and 15th largest in assets. The business loans at these 18 offices total $7.0 billion, while their combined assets total $23.5 billion and their combined deposits total $17.3 billion. The top 25 foreign banks in the United States will be ranked in the edition of April 9.
- More than 4 out of every 10 foreign banks in the United States call New York City their home. Foreign banks have 287 full banking offices in New York, or 45% of the total.
- Los Angeles, with 92 full banking offices, or 14% of the total, is the next largest home for foreign banks in the U.S., followed by Chicago with 54 offices, San Francisco, 50 offices, and Miami, 46. Thus, 82% of the full banking operations of foreign banks in the U.S. are located in just five cities.
- Texas passed a law in August 1985 that permitted foreign banks to establish agency offices. One office per bank is permitted in a county whose population exceeds 1.5 million. Four Japanese banks, two French banks, two Swiss banks, and two British banks took advantage of the Texas law to establish agency offices last year. ■

One-Timers Help Iowa's Brenton Show a Profit

Special to the American Banker

CHICAGO — Several sources of extraordinary earnings and a decline in provisions for loan losses produced a $3.2 million profit last year for Brenton Banks Inc., Iowa's fourth largest bank holding company.

Brenton's profits included $5.1 million from a change in the company's defined benefit pension plan and $2.1 million on the sale of investment securities. In all, Brenton, with assets of $956 million, reported $16.4 million in other income for 1986, a 77% increase from $9.3 million in the previous year.

Brenton's net income also was helped by $261,226 related to a reduction in income taxes from the use of an operating loss carryforward.

The company, which operates 16 banks and 6 nonbank subsidiaries, had a 4.9% decline in net interest income to $31.4 million in 1986 from $33 million the previous year. ■

Credit Card Ads . . .

➜ Continued from Back Page

stein says is "one of the highest rates in the country." Notice of the rate — in type much smaller than the rest of the ad — is buried deep inside the eight-page direct mail piece.

Mandatory Cash Advance

Currently, the average interest rate U.S. banks charge on credit cards is around 18%, he notes.

Also offensive to BankCard Holders is a paragraph, again in tiny print and located in "the back panel of the glossy brochure," that states "you must accept the initial cash advance in order to open your account."

True, approved applicants can return the check as payment for their new balance, but BankCard Holders points out that interest charges on the new balance begin calculating from the moment the check is sent out. It is interest many a surprised consumer is not going to like paying, the group adds.

"What we're objecting to is the forced acceptance of the cash advance," Mr. Holstein stresses. On the front page of the cover letter, First Deposit promises "you get a $3,000 preapproved credit line," leading people to assume they have somehow been preapproved for the card, when in fact they have not.

"Beyond that," he adds, "we also object to the most dangerous element of the advertisement from the consumer standpoint," a prominently displayed offer to slash monthly payments by up to 50% or more.

With this type of deal, Mr. Holstein notes, instead of paying "far less," the consumer in fact will pay far more.

"The way in which they slash monthly payments was not by slashing interest rates but by charging smaller percentages per month on minimum balances due," he says. "Thus, the length of consumers' debt term is stretched out and the consumer pays much more total interest than a more conventional card with a lower rate and shorter payback period."

"Our approach is that there's nothing hidden about it," says Andrew Kahr, president of First Deposit Corp., the San Francisco parent of First Deposit National Bank in New Hampshire. "If someone doesn't want the deal then we'll close the account. If we had ad material that was hard to understand we'd have so many people dissatisfied that it wouldn't be a profitable proposition for us."

Mr. Kahr says First Deposit has not changed the format or wording of the mail solicitations criticized by BankCard Holders, but he notes that the material is always under review.

"We're consistently endeavoring to make our material clearer or more effective. We test our stuff carefully," he says.

"What we are considering," he adds, "is how to improve pricing. The industry is moving toward lower rates and higher fees."

Mr. Kahr says the two-year-old First Select program is growing. He declines to elaborate, however, and he did not say how many new cardholders the bank had signed up as a result of the direct mail campaign. ■

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TODAY

American Banker
Roundtable

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1986 PRETAX PROFITS for Barclays Bank PLC, the second largest of Britain's Big Four clearing banks, totaled 895 million pounds, or $1.35 billion, an increase of 7% over 1985. Results represented good performances by overseas operations, officials said, but they were negatively affected by the startup costs of its new investment bank, Barclays de Zoete Wedd... 7

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Banks Looking for New Ways To Cope with Third World Debt

By JOHN WHITELAW

NEW YORK — Brazil's suspension of payments on its medium- and long-term foreign bank debt, and growing expressions of solidarity from other Latin American governments, have given new urgency to proposals to speed up bank response to the crisis.

The proposals would essentially give creditor banks a range of options for helping meet the financial needs of the heavily indebted countries, instead of simply contributing or not contributing to new loan packages.

Two proposals have been discussed in the bank steering committees dealing with Chile and Mexico, and according to Washington consultant Norman Bailey, they have been the subject of study by federal bank regulatory agencies.

"The idea is to be able to offer the bank a smorgasbord of options," said Mr. Bailey. Besides lending new money, the options would include interest capitalization, debt-to-equity swaps, interest rate concessions, and securitization of existing debt.

But it isn't likely that the banks would take the initiative. "Unfortunately, they will wait for a move by the Treasury Department or Federal Reserve Chairman Paul A. Volcker," said Mr. Bailey.

Congressional staff sources familiar with the issue agreed that the ball is in the Reagan administration's court. A proposal involving securitization of Third World debt will be a part of this year's trade bill, but the congressional

Banks Seek: Page 15 ➻

Dodd and Schumer Push Bills On Credit Card Rate Disclosure

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Sen. Christopher J. Dodd, D-Conn., and Rep. Charles Schumer, D-N.Y., on Thursday unveiled a joint effort intended to help consumers shop for credit cards and to further lower card interest rates.

Under current law, various disclosures are required only when a consumer receives a credit card. The two lawmakers, asserting that consumers need more information on a more timely basis, introduced bills that would mandate disclosures in applications and solicitations.

They suggested disclosing the annual fee "up front," the interest rate on unpaid balances, the method of calculating the balance, and information about the grace period.

The Dodd-Schumer bills are expected to be challenged by the lending community as too costly and burdensome. While disclosure legislation is preferable to trying to regulate interest rates, an American Bankers Association spokesperson said on Thursday, "our concern now is that proposed legislation avoids making disclosure so complicated that it becomes meaningless to consumers or results in raising the costs of providing consumer credit."

Lenders appear more inclined to support a bill along the lines of one introduced earlier this month by Rep. Doug Barnard, D-Ga. His bill would apply only to direct-mail solicitations for credit cards.

With Democrats in control of both houses of Congress for the first time in six years, chances for a credit card disclosure bill, along with other consumer protection measures, have improved.

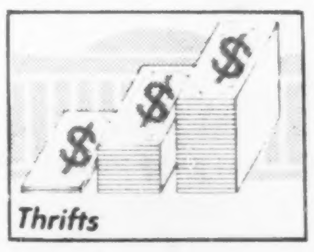
Congress: Page 7 ➻

Bank Board Unveils Eased Capital Rule

Says Formal Statement Reflects Current Practice

By JIM McTAGUE

WASHINGTON — The Federal Home Loan Bank Board says its examiners have been giving kid-glove treatment to financially troubled thrifts in depressed areas for over a year now, provided the institutions are well managed and have reasonable prospects of turning around.



To prove this and satisfy congressmen from Texas, the Bank Board on Thursday issued a formal policy statement on forbearance for savings institutions in distressed areas of the United States.

The Bank Board hopes the action will speed congressional approval of a plan to recapitalize the Federal Savings and Loan Insurance Corp., which, according to a General Accounting Office report this week, may have been insolvent at the end of 1986. The GAO will testify before the House Banking Committee on the matter next Wednesday.

But one Texas industry official said Thursday that the Bank Board policy didn't sound charitable enough. "Let us have some rinky-dink accounting rules until we can get out of this economic slump," said Tom King, executive vice president of the Texas Savings and Loan League.

The U.S. League of Savings Institutions said it welcomed the forbearance statement and had been recommending such changes in Bank Board policy for some time.

In testimony before a House Banking subcommittee, Federal Reserve Chairman Paul A. Volcker minimized concerns that the FSLIC might use a cash infusion to begin closing down well-

Bank Board: Page 8 ➻

A VIEW FROM OUTSIDE

MARTIN MAYER

The Nonissue of Nonbank Banks

INSURANCE brokering, the Federal Reserve Board has ruled, is not an activity directly incident to banking, and thus a bank holding company may not own an insurance agency. In some states a bank can, and in some states it can't.

(Among the little peculiarities of the dual banking system is that the state-chartered bank inside a bank holding company can perform activities prohibited to the holding company. Thus Toledo Trust, for example, can operate a travel agency as part of its subsidiary bank, but could not legally own a travel agency.)

Federally chartered banks can't incorporate insurance agencies anywhere. But in fact there are branches of Citibank in New York where, if you turn right at the door instead of walking toward the cages, you will find yourself at the desk of an insurance broker. Citicorp doesn't own that brokerage, of course — heaven forfend. It merely leases some space on the banking floor to an insurance agent.

I am not privy to the terms of the lease, but there's nothing in law or custom that would prohibit the agent from paying a share of his fees on the premiums or his profit on the operation as his rent for the space.

By analogy, let us pretend that I am the nation's largest brokerage house, with clients numbered in the millions.

I want to tie my customers to me more closely by offering them banking services that will not be easily duplicated by other brokerage houses that might hire some of my employees away from me in the historically accurate expectation that customers move with their customers' men.

SO I develop something I call a Cash Management Account, which includes the weekly sweep of customer cash balances into a money market fund, and access to that fund — and to the excess margin behind my customers' stock holdings — through checks and a credit card.

Now, I can't take deposits — heaven forfend — and I can't join a bankers' clearing house or become an end point for Federal Reserve transfers or get my credit card accepted in either of the national systems. For all that, I need a bank.

Fortunately, there's a bank in Ohio, a large processor of Visa cards with excess capacity in its computers, looking to

View: Page 4 ➻

EXECUTIVE CHANGES

Freedom Names Acting President

NEW YORK — **Louis Prezeau** has been appointed acting president of Freedom National Bank, New York, the nation's fourth largest black-owned financial institution. He succeeds former president **Shamia "Tab" Buford,** who resigned from the bank. Mr. Prezeau was also named executive vice president/chief operating officer, a promotion from his former position as the bank's executive vice president and cashier. As acting president and chief operating officer, Mr. Prezeau will report to Freedom's board of directors. A native of Haiti, Mr. Prezeau is a graduate of the Bernard Baruch School of Business and is a certified public accountant.

Louis E. Prezeau

DOUGHERTY, DAWKINS, STRAND & YOST INC., Minneapolis, said former South Dakota Gov. **William A. Janklow** has joined the investment banking firm as a managing director. Mr. Janklow will focus especially on the formation of capital for economic development programs and state agencies and authorities whose access to capital has become limited by recent changes in federal tax law. The former governor will maintain his South Dakota residency and commute to Minneapolis.

FIRST INTERSTATE BANCORP, Los Angeles, said **Richard Puz,** formerly an executive vice president with Seafirst Bank in Seattle and Bank of America, has joined the bank holding company as an executive vice president. He will have primary responsibility for the management of First Interstate Mortgage Special Assets.

FIRST TENNESSEE, Chattanooga, hired **P. Robert Philp** as regional president of First Tennessee-Chattanooga. He succeeds **C. Duffy Franck Jr.,** who is leaving to consider other opportunities. Mr. Philp comes to First Tennessee from Boatmen's Bancshares Inc. of St. Louis, where he managed the firm's Illinois banks.

INTERNATIONAL BUSINESS MACHINES CORP., Armonk, N.Y., elected **Arthur J. Hedge Jr.** and **Ned C. Lautenbach** vice presidents and **John H. Manningham** secretary. Mr. Manningham, who is director of personnel management services, will assume the secretary's responsibilities on July 1, upon the retirement of **Thomas C. Irwin.** Mr. Hedge is president of IBM's real estate and construction division. Mr. Lautenbach is president of IBM's national distribution division.

NIXON, HARGRAVE, DEVANS & DOYLE, New York, said **Alexander D. Hargrave** will rejoin the law firm as senior counsel on July 1. Mr. Hargrave retired as chairman of the board of Chase Lincoln First Bank Bank NA, Rochester, N.Y., last July 1. A partner at Nixon Hargrave before becoming executive vice president of Lincoln Rochester Trust Co. in 1963, he had a major role in the merger of Lincoln Rochester and four other upstate New York banks into the Chase Lincoln holding company. He will advise the law firm and its clients on banking, corporate, and other matters.

TCF BANKING AND SAVINGS FA, Minneapolis, said **Philip M. Broom,** vice president of special support lending, has been promoted to senior vice president.

— Franklin Smith

Chase to Finance Neoax Purchase of Gear Maker

Bank of Oklahoma Takes Control of 11 Drilling Rigs of Near-Bankrupt Company

By PHILIP T. SUDO

NEW YORK — **Chase Manhattan Bank** will finance the $70.5 million purchase of Fairfield Manufacturing Co. by Neoax Inc., Neoax officials said Thursday.

Commercial Lending

Neoax, a diversified manufacturing company based in Lawrenceville, N.J., signed a definitive agreement to purchase Fairfield Manufacturing, a wholly owned subsidiary of Rexnord Inc., on Monday. The cash purchase is expected to be completed in March.

Fairfield Manufacturing, based in Lafayette, Ind., is the largest U.S. manufacturer of custom gears for industrial use, with sales of $84 million in the year ended Oct. 31, 1986.

Louis A. Guzzetti Jr., president of Neoax, said Fairfield Manufacturing has been engaged in a major restructuring program to improve productivity and quality, but "we believe its quality products and predominant position in the industry make it a company with outstanding profit potential."

■

Rabobank Nederland BA, New York, and **Norwest Bank NA,** Des Moines, will provide American Nursery Products Inc. with a $20 million revolving credit facility.

The Tahlequah, Okla.-based firm said it will use the secured line for working capital, debt restructuring, and other general corporate purposes.

The firm's primary lender had been **Citicorp Industrial Credit**, but Freddie E. Been, chief financial officer, said, "We grew to the point where we could shop around from a more competitive rate."

American Nursery Products Inc. is principally engaged in the business of growing ornamental plants and trees for wholesale distribution. It owns and leases nursery farm properties and warehouse facilities in Oklahoma, Alabama, Iowa, Oregon, Washington, Florida, and the country of Guatemala.

The new line carries lower interest rates when compared with American Nursery's current facility, Mr. Been said, and will save approximately $350,000 in interest costs annually.

Most of the credit, $15 million, comes due Nov. 30, 1987; the remainder will be due Nov. 30, 1989. Rabobank, a Dutch cooperative banking institution, will extend 75% of the line at 1½ points above the Fed funds rate in the interbank market for credit due in '87, and 1¾ points higher on the credit due in '89.

Norwest, a subsidiary of Minneapolis-based Norwest Corp., will charge a quarter-point above its base interest rate on the first loan, and a half point above its base rate for the second.

American Nursery had been paying 9½% on its asset-based loan with Citicorp Industrial Credit, plus a management fee that brought the effective rate to 10½% per annum.

■

Bank of Oklahoma, Oklahoma City, has assumed control of 11 drilling rigs from Ratliff Drilling Co. as security under a 1978 trust indenture.

Ratliff's holding company, Velma, Okla.-based Ratliff Drilling & Exploration Co., is currently unable to pay debts of more than $18 million. John B. Smith, a spokesman for the firm, said it may be necessary for Ratliff to file for bankruptcy to ensure an orderly liquidation of the company's assets.

Bank of Oklahoma said it intends to dispose of the rigs and distribute the proceeds to the noteholders as partial satisfaction of Ratliff's debt, although proceeds from the rig sale are expected to be substantially less than the $5.2 million owed to the noteholders.

Ratliff has surrendered its two remaining rigs and other assets to **Liberty National Bank & Trust Co.**, also of Oklahoma City, in exchange for a credit of $800,000, to be applied against Ratliff's larger debt to Liberty.

After disposition of the 13 drilling rigs, the remaining assets of Ratliff consist of various spare drilling-rig components of nominal value owned by Ratliff Drilling Co. and a labor contract between Ratliff Drilling Inc., another wholly owned subsidiary, and a foreign company under which Ratliff Drilling Inc. furnishes personnel to operate a drilling rig.

In the opinion of Ratliff's management, the value of the remaining assets is substantially less than would be necessary to satisfy the debts of the company.

□

First National Bank of St. Paul, the lead bank for First Bank Systems Inc., is in the process of taking possession of all the assets of MRFY Corp. after the trucking firm said it no longer had the funds necessary to continue in business.

MRFY, the St. Paul, Minn.-based parent of Murphy Motor Freight Lines Inc. and Green Streak Services Inc., shut down its operations Wednesday and will file petitions for bankruptcy under Chapter 7 of the bankruptcy code. ■

Strategic Dates

Oct. 1, 1988

THRIFT PARITY POWERS: By this date thrifts in the state of Connecticut should have increased commercial lending power, decreased limitations on personal loans, more power to invest in securities of up to 8% of assets, and permission to engage in other expanded activities. The changes are the result of a thrift parity bill giving thrifts several powers that commercial banks in the state already have.

Location of Foreign Banks' U.S. Offices: The Top 10 Cities

		Total Offices[1]	Agencies	Branches	Commercial Bank Subs.	Edge Act Banks	Represent. Offices	All Other
NEW YORK	6/30/86:	420	33	208	27	8	133	11
	6/30/85:	405	34	195	26	10	129	11
LOS ANGELES	6/30/86:	114	61	17	14	0	22	0
	6/30/85:	111	57	17	14	0	23	0
CHICAGO	6/30/86:	82	0	46	3	3	28	2
	6/30/85:	79	0	44	3	2	29	1
HOUSTON	6/30/86:	71	6	0	0	8	57	0
	6/30/85:	70	0	0	0	10	60	0
SAN FRANCISCO	6/30/86:	67	29	10	9	2	17	0
	6/30/85:	69	33	9	10	2	15	0
MIAMI	6/30/86:	56	32	0	3	11	10	0
	6/30/85:	55	32	0	2	11	10	0
ATLANTA	6/30/86:	24	12	0	0	0	12	0
	6/30/85:	22	12	0	0	0	10	0
DALLAS	6/30/86:	17	2	0	0	1	14	0
	6/30/85:	13	0	0	0	0	13	0
WASHINGTON, D.C.	6/30/86:	16	0	3	0	1	12	0
	6/30/85:	16	0	3	0	1	12	0
SEATTLE	6/30/86:	13	0	11	0	0	2	0
	6/30/85:	13	0	11	0	0	2	0
Total For 10 Largest	6/30/86:	880	175	295	56	34	307	13
	6/30/85:	854	168	279	55	37	303	12
Total for all U.S. Offices	6/30/86:	978	187	325	81	34	336	15
	6/30/85:	938	181	309	75	37	322	14
Total Number of Cities[2]	6/30/86:	57	16	17	24	8	30	3
	6/30/85:	55	14	16	21	8	28	4

[1] — Total offices is the sum of agencies, branches, commercial bank subsidiaries, Edge Act banks, representative offices, and all other offices.

[2] — The number in the first column shows the total number of U.S. cities that have foreign banking offices.

CORRECTED TABLE: Due to a production error, a preliminary version of the table above was published Thursday on page 31. This is the correct version.

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American Banker

The Daily Financial Services N

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TODAY

FEATURE
American Banker
SECTION

THRIFT REVIEW: The party may be over for some thrifts, but many on the West Coast are celebrating their diversification plans for maintaining profitability. Overview begins on Page 9.

BANK BOARD MEMBERS and staff never had any legal basis for accepting millions of dollars in travel and lodging expenses from the agency's 12 district banks, according to the General Accounting Office.......... 2

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KEEPING CURRENT

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Thrift Assets Grow Faster than Deposits

Interest Rates Cited For Lag in Liabilities

By L. MICHAEL CACACE

Thrift Industry Balance Sheet
(Dollar Amounts in Billions)

	12/31/86*	12/31/85	% Chg.
TOTAL ASSETS:	1,164.7	1070.0	+ 8.9
Mortgage-Backed Securities	151.5	111.6	+35.8
Commercial Loans	18.2	14.6	+24.7
TOTAL LIABILITIES AND REGULATORY NET WORTH	1,164.7	1,070.0	+ 8.9
TOTAL LIABILITIES	1,111.5	1,023.4	+ 8.6
Deposits	889.9	843.9	+ 5.5
Total Borrowings	195.3	157.6	+23.9
REGULATORY NET WORTH	53.2	46.6	+14.2

NEW YORK — Asset growth was significantly higher than deposit growth at the nation's 100 largest thrift institutions again last year, according to an *American Banker* survey.

Assets grew 95% faster than deposits, the survey found. In 1985, assets grew 75% faster.

There are several major reasons for the widening difference in asset and liability growth.

First, the decline in interest rates made savers reluctant to place their funds in longer-term certificates of deposits. To obtain long-term funds, the top institutions borrowed. Also, in 1986, as in 1985, when long-term interest rates fell, it actually became cheaper for many institutions to borrow for their long-term funding needs rather than to take over-the-counter deposits.

Second, net worth at the top 100 thrifts grew 17.9% last year and helped to fuel the growth in assets. The growth in net worth was attributable, in part, to the recent conversions from mutual to stock ownership. Twelve of the top 100 thrifts converted to stock ownership last year.

Third, as institutions converted from mutual to stock form of ownership, their deposit growth was dampened, since some depositors converted their deposits into equity. For example, the deposits of the 12 thrifts that convert-

Thrifts: Page 30 ➔

A VIEW FROM OUTSIDE

MARTIN MAYER

Products and Fakery

THE challenge in modern advertising, the late Rosser Reeves said 30 years ago, is that a client comes into your office with two newly minted half-dollars, throws them onto your desk, and says, "Mine is the one on the left. You prove it's better."

This wasn't, Mr. Reeves added, an entirely new problem: Claude Hopkins, every serious ad man's ancestral totem, had faced and conquered it in the early 1900s when he undertook the representation of Schlitz beer. Mr. Hopkins had gone to the brewery and been especially intrigued with the process by which the bottles were prepared for filling, scoured, and sterilized by a steam jet. "Washed with live steam!" Mr. Hopkins wrote. The Schlitz people objected that all beer bottles were washed the same way in all breweries, and Mr. Hopkins explained that the public didn't know that, so Schlitz could seize the claim, and indeed, seize it exclusively, because rivals who then advertised how well they washed their bottles would wind up in effect advertising Schlitz rather than their own brands. This worked. When it engaged Lord & Thomas, Hopkins' agency, Schlitz was just another Milwaukee brewery, a good customer of the First Wisconsin National Bank but nothing special. Within 10 years, it became the nation's leading brand of beer, and the Uihlein family, which owned the brewery, pretty much got control of the bank, too.

View: Page 4 ➔

Regan's Exit Boosts Clout Of Jim Baker

By ROBERT TRIGAUX
Washington Bureau

News Analysis

WASHINGTON — Now that Donald Regan is gone, will the Reagan administration's drive for financial deregulation wither on the vine?

Which of the Bakers — Howard or James — benefits most from Regan's resignation from the Oval Office last week?

Donald Regan wore many hats in Washington. From imperious Wall Street head of Merrill Lynch & Co. to hard-charging Treasury secretary, and then as one of the most powerful chiefs of staff in White House history, the autocratic Mr. Regan never forgot his fascination with the financial industry and his singular goal, its deregulation.

Now that this powerful personality has stepped out of public life, White House and financial industry watchers see some clear implications for new directions in public policy, some of which may affect banking.

Most significant may be the perceived decline in the Reagan administration's drive to back a comprehensive restructuring of the financial industry and to encourage more free market activities. At the very least, the departure of Mr. Regan — who helped engineer major tax law reform last year — removes one of the most vocal supporters of deregulation from the administration.

In addition, White House general counsel and deregulation advocate Peter Wallison submitted his resignation on Wednesday and will leave the administration on March 20. Mr. Wallison, who joined Mr. Regan at the White House after serving as his general counsel at the Treasury Department, was a major supporter of easing constraints on commercial banking activities.

Regan: Page 28 ➔

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Top 100 U.S. Thrift Institutions

In Order of Deposits, December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1986

Rank 12/31/86		Deposits 12/31/86	Deposits 12/31/85	Rank 1985	Gain	Assets 12/31/86	Assets 12/31/85	Net Worth 12/31/86	Net Worth/ Assets(%)	Chart. Type	Insur. Type
1	Home Savings of America, FA, Irwindale, Calif.	21,774,759,000	19,486,000,000	1		27,789,661,000	26,746,193,000	1,574,565,000	5.67	4	2
2	Great Western Bank, FSB, Beverly Hills	18,130,530,000	17,454,823,872	2		27,405,368,000	25,049,203,000	1,348,887,000	4.92	2	2
3	American Savings & Loan Assn., Stockton, Calif.	16,977,839,000	17,434,499,000	3		33,933,294,000	27,364,650,000	552,124,000	1.63	4	2
4	California Fed. Savings & Loan Assn., Los Angeles	15,455,800,000	13,045,000,000	4		20,540,400,000	18,002,000,000	1,067,800,000	5.20	4	2
5	Glendale Federal Savings & Loan Assn., Calif.	12,700,344,000	10,981,575,000	6	+1	17,451,589,000	14,751,119,000	856,972,000	4.91	4	2
6	Meritor Savings Bank, Philadelphia	12,676,100,000	12,969,633,000	5		18,447,272,000	17,153,011,000	N.A.	N.A.	2	1
7	First Nationwide Bank, FSB, San Francisco	11,079,351,000	8,802,430,000	8	+1	16,048,835,000	11,572,000,000	790,222,000	4.92	2	2
8	Goldome FSB, Buffalo, N.Y. (a)	11,016,213,000	(b)	...		14,669,199,000	(b)	299,363,000	2.04	1	1
9	Great American First Savings Bank, San Diego, Calif.	8,877,414,000	5,891,416,000	15	+6	13,064,815,000	8,271,797,000	754,710,000	5.78	2	2
10	Home Fed. Savings & Loan Assn. of San Diego, Calif.	8,562,000,000	7,426,584,000	10		12,078,000,000	10,018,646,000	N.A.	N.A.	4	2
11	World Savings, FS&LA, Oakland, Calif.	7,698,523,000	7,598,792,000	9		12,439,262,000	12,134,626,000	748,565,000	6.02	4	2
12	City Federal Savings Bank, Elizabeth, N.J.	6,998,588,000	6,469,194,000	13	+1	10,728,053,000	8,224,809,000	356,956,000	3.33	2	2
13	CrossLand Savings FSB, Brooklyn, New York	6,876,465,000	6,970,692,000	11		10,095,697,000	8,022,494,000	823,533,033	8.16	2	1
14	Anchor Savings Bank FSB, Northport, N.Y.	6,468,025,000	5,870,980,000	16	+2	7,359,381,000	6,418,498,000	370,104,000	5.03	1	2
15	Dime Savings Bank of New York FSB	6,464,274,000	6,731,906,000	12		8,366,595,000	8,261,799,000	582,260,000	6.96	2	1
16	Coast Savings & Loan Assn., Los Angeles	5,931,131,000	4,610,128,257	24	+8	9,725,362,000	7,385,465,449	699,200,000	7.19	4	2
17	Gibraltar Savings, Beverly Hills	5,727,043,000	6,197,808,000	14		11,331,191,000	9,539,324,000	558,826,000	4.93	4	2
18	Imperial Savings Assn., San Diego, Calif.	5,532,288,000	5,502,598,018	17		8,911,820,000	7,251,902,330	281,115,000	3.15	4	2
19	Columbia Savings & Loan Assn., Beverly Hills	5,192,585,000	4,691,727,882	23	+4	10,222,652,000	6,463,336,112	N.A.	N.A.	4	2
20	Bowery Savings Bank, New York	5,136,413,000	5,043,749,000	18		6,303,939,000	5,701,143,000	345,092,000	5.47	2	1
21	Sears Savings Bank, Glendale, Calif.	5,054,267,728	4,944,487,000	20		6,577,588,093	6,157,387,000	254,973,051	3.88	2	2
22	First Federal of Michigan, Detroit	5,047,913,315	4,869,010,673	22		11,271,916,424	10,195,907,942	457,044,226	4.05	4	2
23	Empire of America FSB, Buffalo, N.Y. (c)	4,967,439,000	4,909,106,000	21		6,301,574,000	5,950,535,000	284,277,000	4.51	2	2
24	Talman Home Federal Savings & Loan Assn., Chicago	4,748,281,000	5,014,667,000	19		5,699,630,000	6,057,503,000	294,051,000	5.16	4	2
25	Standard Federal Bank, Troy, Mich.	4,450,335,801	4,143,110,563	26	+1	6,736,680,682	5,395,607,977	310,625,732	4.61	1	2
26	People's Bank, Bridgeport, Conn.	4,352,744,000	3,778,928,000	28	+2	4,956,668,000	4,235,914,000	331,051,000	6.68	1	1
27	Long Island Savings Bank FSB, Syosset, N.Y.	4,194,343,000	3,600,763,000	30	+3	5,635,827,000	4,710,782,000	443,718,000	7.87	1	2
28	Carteret Savings Bank, FA, Morristown, N.J.	4,123,994,000	4,011,908,000	27		5,541,090,000	5,128,656,000	306,358,000	5.53	2	2
29	Atlantic Financial Federal, Bala Cynwyd, Pa.	4,107,470,000	3,362,563,000	34	+5	5,979,325,000	4,412,520,000	254,835,000	4.26	4	2
30	Dollar-Dry Dock Savings Bank, Bronx, New York	3,956,983,000	4,397,539,000	25		4,365,459,000	4,853,808,000	140,352,000	3.22	2	1
31	MeraBank, FSB, Phoenix, Ariz.	3,905,887,000	3,504,537,000	32	+1	6,257,802,000	5,219,438,000	497,453,000	7.95	2	2
32	Western Savings & Loan Assn., Phoenix, Ariz.	3,813,475,624	3,235,630,000	38	+6	5,593,209,327	4,808,899,000	262,364,961	4.69	4	2
33	Howard Savings Bank, Newark, N.J.	3,704,461,000	3,319,444,000	35	+2	4,294,392,000	3,656,405,000	304,116,000	7.08	2	1
34	Citicorp Savings of Illinois, FS&LA, Chicago	3,640,424,000	3,645,019,525	29		5,527,563,000	4,507,954,986	1,694,935,000	30.66	4	2
35	CenTrust Savings Bank, Miami	3,588,802,971	2,776,493,000	48	+13	6,167,095,000	4,809,878,000	315,187,000	5.11	4	2
36	Northeast Savings, FA, Hartford, Conn.	3,454,316,000	3,148,049,000	40	+4	5,845,804,000	4,492,075,000	372,434,000	6.37	4	2
37	Florida Federal Savings & Loan Assn., St. Petersburg	3,446,706,000	3,538,201,025	31		5,464,673,000	5,174,879,621	207,261,000	3.79	4	2
38	TCF Banking & Savings, FA, Minneapolis	3,405,961,000	3,410,824,000	33		6,517,650,000	5,498,897,000	N.A.	N.A.	4	2
39	Gibraltar Savings Assn., Houston	3,398,074,075	3,110,086,062	41	+2	4,707,511,800	5,066,738,484	557,001,096	11.83	4	2
40	Transohio Savings Bank, FSB, Cleveland	3,391,000,000	2,520,080,000	52	+12	5,062,000,000	3,211,559,000	306,000,000	6.05	2	2
41	Washington Mutual Savings Bank, Seattle	3,293,169,000	3,251,111,000	37		5,392,597,000	4,238,083,000	340,969,000	6.32	2	1
42	Perpetual Savings Bank, FSB, McLean, Va.	3,193,313,000	2,938,298,751	45	+3	4,407,268,000	4,048,088,492	374,663,000	8.50	2	2
43	United Savings Assn., Houston	3,193,286,000	2,839,780,000	46	+3	5,988,566,000	4,755,945,000	248,882,000	4.16	4	2
44	Bright Banc Savings Assn., Dallas	3,173,566,000	1,433,828,000	126	+82	4,801,080,000	2,510,626,000	159,884,000	3.33	4	2
45	First Federal Savings & Loan Assn., Rochester, N.Y.	3,154,870,641	3,267,784,000	36		4,540,240,189	4,653,501,000	80,613,041	1.78	3	2
46	Emigrant Savings Bank, New York	3,138,797,252	3,105,648,138	42		3,514,356,932	3,270,833,776	89,873,400	2.56	2	1
47	Citicorp Savings, FS&LA, San Francisco	3,072,518,000	3,058,039,000	43		4,978,642,000	4,408,892,000	907,337,000	18.22	4	2
48	Community Federal Savings & Loan Assn., St. Louis, Mo.	3,055,827,000	3,185,073,803	39		4,030,483,000	3,740,121,000	128,899,000	3.20	3	2
49	American Savings Bank FSB, New York	2,943,771,031	3,009,504,000	44		3,833,200,000	3,613,506,000	291,380,000	7.60	2	1
50	Benjamin Franklin Federal S & L Assn., Portland, Ore.	2,869,674,291	2,697,270,000	49		4,430,535,792	4,081,267,000	218,281,745	4.93	4	2
51	University Savings Assn., Houston	2,853,527,000	2,443,381,000	56	+5	3,935,592,000	3,887,842,000	138,701,000	3.52	4	2
52	First Texas Savings Assn., Dallas	2,853,280,424	2,498,019,972	54	+2	3,662,639,319	3,716,266,251	300,668,728	8.21	4	2
53	Lincoln Savings & Loan Assn., Irvine, Calif.	2,823,134,000	2,406,958,000	58	+5	3,605,217,000	3,211,758,000	219,715,000	6.09	4	2
54	Sunbelt Savings Assn., Dallas	2,821,995,000	2,521,329,000	51		3,195,491,929	2,999,870,000	11,672,996	0.37	4	2
55	AmeriFirst Federal Savings & Loan Assn., Miami	2,811,388,000	2,804,312,000	47		4,016,949,000	4,428,859,000	195,272,000	4.86	4	2
56	Green Point Savings Bank, Brooklyn, New York	2,752,920,447	2,390,540,480	59	+3	3,091,464,072	2,645,874,024	282,289,756	9.13	1	1
57	Manhattan Savings Bank, New York	2,727,680,008	2,623,986,586	50		3,018,622,531	2,875,204,026	225,005,550	7.45	1	1
58	Farm & Home Savings Assn., Nevada, Mo.	2,590,605,626	2,500,830,000	53		3,298,358,490	2,805,578,000	202,696,620	6.15	4	2
59	Old Stone Bank FSB, Providence, R.I.	2,511,973,000	2,082,208,000	72	+13	3,512,277,000	2,796,248,000	268,152,000	7.63	2	2
60	Hudson City Savings Bank, Paramus, N.J.	2,487,373,787	2,292,239,013	63	+3	2,741,931,840	2,521,070,842	181,932,640	6.64	1	1
61	Homestead Savings, FS&LA, San Francisco	2,479,493,677	2,328,046,000	61		5,492,379,681	4,642,653,000	204,847,831	3.73	4	2
62	Chevy Chase Savings Bank, FSB, Md.	2,424,005,745	2,086,139,937	71	+9	2,790,560,425	2,257,602,371	138,189,991	4.95	2	2
63	Seamen's Bank for Savings FSB, New York	2,418,300,000	2,424,000,000	57		3,315,240,000	3,105,406,000	89,254,000	2.69	2	1
64	Fidelity Federal S & L Assn., Glendale, Calif.	2,406,569,000	2,193,466,000	65	+1	3,294,905,000	3,143,051,000	161,711,000	4.91	4	2
65	Bank Western FSB, Denver	2,365,452,405	2,353,295,000	60		3,508,319,362	2,951,439,000	267,749,300	7.63	2	2
66	Georgia Federal Bank, FSB, Atlanta	2,332,455,000	2,136,770,000	67	+1	3,214,514,000	2,787,170,000	234,975,000	7.31	2	2
67	San Jacinto Savings Assn., Houston	2,271,363,269	1,802,422,346	90	+23	2,709,356,252	2,504,411,428	151,725,346	5.60	4	2
68	First Minnesota Savings Bank FSB, St. Paul	2,267,736,183	2,483,737,000	55		3,040,030,046	3,068,201,000	107,737,174	3.54	1	2
69	Society for Savings, Hartford, Conn.	2,227,823,000	1,985,365,000	78	+9	2,948,366,000	2,506,751,000	178,738,000	6.06	2	1
70	Empire of America FSB, Fort Worth, Tex. (c)	2,220,364,000	2,294,824,000	62		2,740,659,000	2,619,632,000	160,432,000	5.85	2	2
71	Williamsburgh Savings Bank, Brooklyn, New York	2,215,194,000	2,244,613,176	64		2,330,027,000	2,354,371,031	50,127,000	2.15	1	1
72	Downey Savings & Loan Assn., Costa Mesa, Calif.	2,187,856,093	1,929,968,227	82	+10	2,481,734,397	2,612,202,618	186,527,964	7.52	4	2
73	Guarantee Savings, FS&LA, Fresno, Calif.	2,171,427,000	1,959,979,071	79	+6	2,895,979,000	2,822,089,808	137,117,000	4.73	4	2
74	First Federal Savings & Loan Assn., Pittsburgh	2,171,290,000	1,913,978,000	84	+10	2,476,943,000	2,210,323,000	80,251,000	3.24	3	2
75	Rochester Community Savings Bank, N.Y.	2,152,028,000	2,163,451,000	66		3,137,856,000	2,906,662,000	287,816,000	9.17	2	1
76	American Savings & Loan Assn. of Florida, Miami	2,144,742,000	2,133,740,000	68		2,610,774,000	2,693,681,000	169,167,000	6.48	4	2
77	Midwest Federal Savings & Loan Assn., Minneapolis	2,137,637,837	1,997,582,623	77		3,254,372,338	3,009,841,394	136,700,171	4.20	3	2
78	Capitol Federal Savings & Loan Assn., Topeka, Kan.	2,132,795,499	2,005,133,828	76		2,494,514,607	2,310,037,618	212,710,923	8.53	3	2
79	American Savings & Loan Assn., Salt Lake City, Utah	2,132,412,000	2,118,000,000	70		N.A.	2,772,000,000	N.A.	N.A.	4	2
80	Far West Savings & Loan Assn., Newport Beach, Calif.	2,121,591,000	1,725,837,000	96	+16	3,025,187,000	2,425,965,000	170,333,000	5.63	4	2
81	Lincoln Savings Bank FSB, New York	2,112,118,365	2,064,409,000	73		2,306,923,091	2,233,817,000	34,821,317	1.51	1	1
82	St. Paul Federal Bank for Savings, Chicago	2,077,714,000	1,887,962,867	87	+5	2,395,382,000	2,099,113,193	105,838,000	4.42	1	2
83	Valley Federal S & L Assn., Van Nuys, Calif.	2,066,910,000	1,959,453,000	80		2,661,455,000	2,493,445,000	101,780,000	3.82	4	2
84	Pacific First Federal Savings Bank, Tacoma, Wash.	2,059,374,000	1,888,748,000	86	+2	4,096,568,000	3,356,279,000	204,954,000	5.00	2	2
85	Coral Gables Federal Savings & Loan Assn., Fla.	2,018,428,245	2,131,447,459	69		2,369,787,383	2,352,252,707	190,937,082	8.06	3	2
86	Hill Financial Savings Assn., Red Hill, Pa.	2,009,666,587	1,767,258,048	93	+7	2,696,861,111	2,324,000,000	109,055,788	4.04	3	2
87	Santa Barbara Savings & Loan Assn., Calif.	2,005,337,000	2,058,690,118	74		4,556,652,000	3,150,316,946	109,132,000	2.40	4	2
88	Franklin Savings Assn., Ottawa, Kan.	1,961,504,000	1,092,700,000	178	+90	6,036,487,000	3,161,680,000	295,457,000	4.89	4	2
89	Citizens Federal Savings & Loan Assn., Dayton, Ohio	1,957,586,529	1,819,340,566	89		2,261,115,804	2,003,343,007	91,683,759	4.05	3	2
90	Horizon Financial, FA, Southampton, Pa.	1,940,932,000	1,494,933,000	119	+29	2,419,515,000	2,027,276,000	38,876,000	1.61	3	2
91	East River Savings Bank, New York	1,938,605,745	1,924,796,424	83		2,453,117,950	2,078,268,644	131,328,713	5.35	2	1
92	Greater New York Savings Bank, New York	1,914,806,000	2,016,395,000	75		2,299,945,000	2,487,000,000	81,503,000	3.54	1	1
93	Citizens Federal Savings & Loan Assn., Miami	1,904,050,000	1,364,601,000	133	+40	2,599,102,000	1,993,821,000	195,691,000	7.53	4	2
94	Dollar Bank FSB, Pittsburgh	1,900,786,000	1,940,491,000	81		2,380,196,000	2,385,031,000	188,283,000	7.91	1	2
95	Lamar Savings Assn., Austin, Tex.	1,892,664,000	1,662,532,523	100	+5	N.A.	1,853,547,031	N.A.	N.A.	4	2
96	Astoria Federal Savings & Loan Assn., Queens, New York	1,866,725,771	1,794,362,569	92		2,571,270,264	2,194,045,493	162,952,600	6.34	3	2
97	Mercury Savings, FS&LA, Huntington Beach, Calif..	1,823,000,000	1,640,721,000	101	+4	2,372,705,000	2,155,543,000	82,107,000	3.46	4	2
98	Commercial Federal Savings & Loan Assn., Omaha, Neb.	1,804,121,000	1,542,177,000	115	+17	3,329,508,000	2,874,891,000	120,458,000	3.62	4	2
99	Pima Savings & Loan Assn., Tucson, Ariz. (d)	1,765,000,000	1,470,058,460	121	+22	N.A.	2,087,917,878	N.A.	N.A.	4	2
100	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	1,762,433,000	1,511,638,000	118	+18	2,246,578,000	1,722,620,000	40,246,000	1.79	4	2

The bulk of the data are from American Banker's questionnaire which asks for total deposits and savings accounts, excluding all escrowed accounts. This preliminary list of the top 100 is based solely on the thrifts that responded to the questionnaire by production deadlines. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured. **(a)**— The Dec. 31, 1986, data for Goldome are on a consolidated GAAP (''generally accepted accounting principles'') basis. **(b)**— Prior to 1986, data for Goldome were on an unconsolidated regulatory basis. Since these data are not comparable with the 1986 data, they are not shown here. **(c)**— Part of Empire of America FSB's financial service network. Empire of America FSB had consolidated deposits of $7.35 billion and consolidated assets of $9.10 billion at the yearend. Had the consolidated deposit figure been used, Empire of America FSB would have ranked 12th in deposits. **(d)**— Deposits for 12/31/86 are approximate and subject to a final audit.

Banks Bearish On Real Estate In California

By ROBERT LUKE
West Coast Bureau

LOS ANGELES — California's state-chartered banks aren't rushing pell-mell into the direct real estate investment game.

Although state regulators have granted direct real estate investment powers to 100 banks, only 63 have exercised that authority so far, according to John R. Paulus, deputy superintendent of banks.

The investments total $99.9 million, representing one-tenth of 1% of the assets of California's 286 state-chartered banks, or 1% of the total assets of the 63 banks.

Since 1984, California's state-chartered banks have been empowered to invest up to 10% of their assets in direct real estate investments through subsidiaries. For banks without direct-investment units, such investments are limited to 100% of shareholders equity.

Results of the survey, gleaned from information requested specifically in the banks' yearend call reports, are expected to be detailed in a letter the department plans to send to the Federal Reserve Board next week.

The Fed last November proposed a rule that would curb the direct real estate investment activities of bank holding companies, including those in 22 states that have granted broad real estate powers to state-chartered institutions. The Fed voiced concern that such activities are unsound.

However, for holding companies in 28 other states, the guidelines could be beneficial if adopted, since they would permit banking concerns in those states to enter the real estate game as direct investors for the first time.

The proposed guidelines would limit a bank holding company's total investment in all real estate subsidiaries to 5% of its consolidated primary capital. That would be less than what California regulators currently allow.

Mr. Paulus said the department will tell the Fed it has "sufficient regulatory controls to monitor these activities." He added: "You're always going to have problems. But the amount of problems at this point in time is not major."

In an earlier interview, Mr. Paulus said the problems included self-dealing, such as bank directors' involvement in real estate joint ventures, and problems with the accounting treatment and carrying values of direct investments in real estate.

The comment period on the proposed rule expires March 25. ■

Thrift Assets Grow Faster than Deposits

➸ Continued from Page 1

ed to stock ownership during 1986 fell by 1.1%, while their assets grew by more than 3.2%.

These are some of the findings of the *American Banker*'s annual survey of the top institutions in the thrift industry. For the purpose of this survey, thrift institutions are savings and loan associations and savings banks. A listing of the top 100 institutions, ranked by deposits, appears on page 18. On May 29, the *American Banker* will publish a list of the top 300 institutions in deposits and in assets.

The deposits of the top 100 thrifts totaled $422.1 billion at yearend, up 7.9% from $391.3 billion at yearend 1985. The assets of these thrifts totaled $605.2 billion on Dec. 31, 1986, up 15.4% from the year before.

For the industry as a whole, asset growth was 65% greater than deposit growth. Assets were up 8.9% to $1.17 trillion, and deposits were up 5.4% to $889.9 billion.

The industry data are for all 3,228 FSLIC-insured institutions in the nation at yearend 1986 and come from the Federal Home Loan Bank Board. According to these data, total borrowings jumped 23.9% last year to $195.3 billion and accounted for 39% of the industry's funding of asset growth. And net worth rose by 14.2%, accounting for 7% of the industry's funding of asset growth.

Also, these data show that the fastest-growing assets on the industry's balance sheet were mortgage-backed securities. The holdings of these securities by the entire industry rose 35.8% in 1986 to $151.5 billion.

Mortgage-backed securities include a variety of investment securities representing shares in a pool of mortgage loans. Some are insured or guaranteed by an agency or instrument of the United States and others are conventional mortgage-backed pass-through securities, which are not insured.

The growth in the holdings of mortgage-backed securities represents the industry's attempt to improve the liquidity of its asset portfolio.

The Nation's Top Thrifts

Home Savings of America FA, Irwindale, Calif., remains the nation's top deposit-taking thrift institution, with $21.8 billion in deposits on Dec. 31, 1986, up 11.7% from the year before.

Great Western Bank FSB, Beverly Hills, remains the second largest thrift institution, with deposits of $18.1 billion on Dec. 31, up 3.9% from the year before. Formerly Great Western Savings FS&LA, the thrift changed its title and charter last year, converting from a stock savings and loan association to a stock savings bank.

American Savings and Loan Association, Stockton, Calif., remains in third place, with deposits of $17 billion on Dec. 31, down 2.6% from the year before.

California Federal Savings and Loan Association, Los Angeles, again was fourth, with deposits of $15.5 billion.

And Glendale Federal Savings and Loan Association, Calif., surpassed Meritor Savings Bank, Philadelphia, as the fifth largest thrift, with $12.7 billion in deposits at yearend, up 15.7% from the year before when it ranked sixth.

Meritor Savings Bank, the nation's largest savings bank, fell to sixth place in deposits among all thrifts, with $12.68 billion at yearend 1986, down 2.2% from $12.97 billion a year earlier.

In terms of total assets, American Savings is the largest thrift, with $33.9 billion in assets at yearend, up 24% from the year before. Home Savings is second, with assets of $27.8 billion; Great Western is third, with $27.4 billion; California Federal is fourth, with $20.5 billion; and Meritor is fifth, with $18.4 billion.

Among the top 10 institutions, First Nationwide Bank FSB, San Francisco, posted a 26% gain in deposits to move up one notch in the rankings to seventh position, with $11.08 billion in deposits at yearend, surpassing Goldome FSB, Buffalo. First Nationwide Bank FSB, San Francisco, a subsidiary of Ford Motor Co., acquired four other thrift institutions last year with combined assets of more than $2.2 billion to account for the bulk of the gain.

Goldome, with $11.02 billion in deposits, fell one notch to eighth place. Goldome is the largest mutual savings bank in the nation and third largest savings bank overall behind Meritor and First Nationwide.

In addition to Goldome, only two other institutions ranking among the top 25 had a mutual form of ownership at yearend. They are 14th-ranked Anchor Savings Bank FSB, Northport, N.Y., and 25th-ranked Standard Federal Bank, Troy, Mich. Anchor Savings is currently in the process of converting to the stock form of ownership, and Standard Federal just completed its conversion to a stock savings bank in January.

At midyear, five of the top 25 thrifts were mutually owned. Since midyear, 15th-ranked Dime Savings Bank of New York FSB and 23rd-ranked Empire of America FSB, Buffalo, completed their conversions from mutuals to stock savings banks.

Overall, 76 of the top 100 thrifts, with 82.6% of the deposits, were in stock form on Dec. 31. At midyear, 67 of the top 100 thrifts were in stock form, and they had 74% of the deposits of the top 100 institutions.

During 1986, 12 of the top 100 thrifts converted from mutual to stock ownership in 1986. These 12 institutions are identified in the story appearing on page 31.

Other Survey Findings

- Franklin Savings Association, Ottawa, Kan., had the largest nonmerger-related percentage gain in deposits last year and the largest gain in deposit rank. Franklin Savings moved up 90 places in rank to 88th position, with deposits of $1.96 billion at yearend 1986, up almost 80% from the year before when it ranked 178th in deposits, with $1.09 billion. According to a spokesman for the institution, the gain was attributable to the issuance of broker retail certificates of deposit.
- Eleven of the top 100 thrifts acquired 18 other thrift institutions last year, and these 18 institutions had combined assets of $6.2 billion. A story that appears on page 31 identifies the 11 institutions among the top 100 that were involved in merger activity last year and the institutions acquired.
- Two Citicorp thrift subsidiaries — 34th-ranked Citicorp Savings of Illinois FS&LA, Chicago, and Citicorp Savings FS&LA, San Francisco — had the best ratios of regulatory net worth to total assets at yearend among the top 100 thrifts, 30.66% and 18.22%, respectively.
- The institution reporting the smallest ratio of net worth to assets was 54th-ranked Sunbelt Savings Association, Dallas, with a ratio of 0.37%. Seven of the top 100 thrifts did not provide the *American Banker* with their regulatory net worth data.
- Eight institutions that ranked among the top 100 in deposits on Dec. 31, 1985, dropped out of the top 100 on Dec. 31, 1986. In this group, the institution with the largest decline in deposits was Freedom Savings and Loan Association, Miami. Freedom's deposits fell 18.4% to $1.55 billion on Dec. 31, 1986, from $1.9 billion on Dec. 31, 1985, when it ranked 85th in deposits. Freedom's assets totaled $2.17 billion at yearend 1986, and its regulatory net worth was negative $46 million on Dec. 31. ■

Thrift Industry Balance Sheet

For FSLIC-Insured Institutions

(Dollar Amounts in Billions)

	12/31/86*	12/31/85	% Chg.
ASSETS			
1. Mortgage Loans	661.8	649.6	+ 1.9
2. Mortgage-Backed Securities	151.5	111.6	+35.8
3. Commercial Loans	18.2	14.6	+24.7
4. All Other Nonmortgage Loans[1]	54.0	47.7	+13.2
5. Cash, Deposits, Investment Securities	169.3	143.9	+17.7
6. All Other Assets	109.9	102.5	+ 7.2
TOTAL ASSETS:	1,164.7	1070.0	+ 8.9
LIABILITIES			
1. Deposits	889.9	843.9	+ 5.5
2. Total Borrowings	195.3	157.6	+23.9
A. FHLBB Advances	100.0	84.4	+18.5
B. Retail Repurchase Agreements	0.7	1.4	-50.0
C. All Other	94.6	71.8	+31.8
3. All Other Liabilities	26.4	21.9	+20.5
TOTAL LIABILITIES	1,111.5	1,023.4	+ 8.6
Regulatory Net Worth	53.2	46.6	+14.2
TOTAL LIABILITIES AND REGULATORY NET WORTH	1,164.7	1,070.0	+ 8.9
Total Number of FSLIC-Insured Thrifts	3,228	3,246	- 0.6

Data are from the Federal Home Loan Bank Board's News Release. *—All data for Dec. 31, 1986 are preliminary.
(1)—All other nonmortgage loans consist of nonmortgage consumer loans and loans on deposits.

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S&L Mergers, Conversions to Stock Ownership Were Big in '86

By L. MICHAEL CACACE

NEW YORK — Eleven of the nation's top 100 thrifts acquired 18 other thrift institutions and 12 of the top 100 converted from the mutual to stock form of ownership in 1986.

The 18 institutions acquired through mergers had combined assets of $6.2 billion and accounted for almost 8% of the asset growth of the top 100 thrifts last year. Following are the 11 acquiring institutions.

- Fourth-ranked California Federal Savings and Loan Association, Los Angeles, acquired $42 million-asset La Jolla Pacific Savings Bank in November.
- Seventh-ranked First Nationwide Bank FSB, San Francisco, acquired four institutions: State Savings and Loan Co., South Euclid, Ohio; Citizens Home Savings and Loan Co., Lorain, Ohio; St. Louis Federal Savings and Loan Association, Clayton, Mo.; and Lincoln Federal Savings Bank in Louisville, Ky. These four institutions had combined assets of more than $2.2 billion.
- 10th-ranked Home Federal Savings and Loan Association, San Diego, acquired $83 million-asset Upland Savings and Loan Association, Upland, Calif.
- 93d-ranked Citizens Federal Savings and Loan Association, Miami, acquired $700 million-asset Equitable Federal Savings Bank of Ohio on July 9, 1986, in a supervisory-assisted transaction.
- 28th-ranked Carteret Savings Bank FA, Morristown, N.J., assumed the assets and liabilities of three institutions with combined assets of $173 million: Admiral-Builders Savings and Loan; Mountain Security Savings Bank of Wytheville; and First Federal Savings and Loan Association of Montgomery County, Blacksburg, Va.
- 27th-ranked Long Island Savings Bank FSB, Syosset, N.Y., acquired $500 million-asset Flushing Federal Savings and Loan Association, Queens, N.Y., in April 1986.
- 29th-ranked Atlantic Financial Federal, Bala-Cynwyd, Pa., acquired two savings and loan associations last year with combined assets of $134 million. In February, it acquired Great Western Savings and Loan Association. In September, it acquired North Coast Savings and Loan Association
- 74th-ranked First Federal Savings and Loan Association, Pittsburgh, acquired two savings and loan associations with combined assets of $132 million — Tower Federal Savings and Loan Association in July and Dollar Savings and Loan Association in November.
- 86th-ranked Hill Financial Savings Association, Red Hill, Pa., acquired the $10 million-asset Fermanagh Building and Loan in October.
- 59th-ranked Old Stone Bank FSB, Providence, R.I., a subsidiary of Old Stone Corp., merged its sister institution — the $483 million-asset Old Stone Bank of Washington FSB — into the bank on Dec. 31, 1986.
- 44th-ranked Bright Banc Savings Association, Dallas, completed its acquisition of Dallas Federal Savings and Loan Association in January 1986. Dallas Federal was the 95th largest thrift in the nation at yearend 1985, with $1.7 billion in deposits.

Mutual-to-Stock Conversions

Twelve of the nation's top 100 thrifts converted from the mutual form of ownership to stock ownership in 1986 in an attempt to bolster their capital positions.

Half of these conversions involved New York State mutual savings banks. These six institutions are: 15th-ranked Dime Savings Bank of New York FSB; 23d-ranked Empire of America FSB, Buffalo; 30th-ranked Dollar-Dry Dock Savings Bank, Bronx, New York; 46th-ranked Emigrant Savings Bank, New York; 63d-ranked Seamen's Bank for Savings FSB, New York; and 75th-ranked Rochester Community Savings Bank, N.Y.

Currently, another New York mutual savings bank, 14th-ranked Anchor Savings Bank FSB, Northport, is in the process of converting to stock form. Also since yearend, 25th-ranked Standard Federal Bank, Troy, Mich., converted to a stock savings bank in January.

Of the remaining six conversions in 1986, four were mutual savings and loans that converted to stock savings and loans. These four are: 55th-ranked AmeriFirst Federal Savings and Loan Association, Miami; 24th-ranked Talman Home Federal Savings and Loan Association of Chicago; 38th-ranked TCF Banking and Savings FA, Minneapolis; and 50th-ranked Benjamin Franklin Federal Savings and Loan Association, Portland, Ore.

The 70th-ranked Empire of America FSB, Fort Worth, Tex., part of the Empire of America FSB network, converted to a stock savings bank, as did its sister thrift in New York.

One institution — 62d-ranked Chevy Chase Savings Bank FSB, Chevy Chase, Md. — converted from a mutual savings and loan to a stock savings bank. It was formerly known as Chevy Chase Savings and Loan Inc.

Also, 12th-ranked City Federal Savings Bank, Elizabeth, N.J., and 28th-ranked Carteret Savings Bank FA, Morristown, N.J., changed from stock savings and loans to to stock savings banks. ■

Yearend Thrift Overview: California, Texas, and the Nation

(Dollar Amounts in Billions)

CALIFORNIA THRIFTS	12/31/86	12/31/85
Number of Institutions	216	219
Total Mortgage Loans and Contracts	$231	$201.1
Deposits (Balances of 100,000 or less)	$168.1	$154.2
Deposits (Balances More than 100,000)	$50.1	$45.7
Total Deposits	$218.1	$199.9
Federal Home Loan Bank Advances	$31.2	$27.6
Other Borrowed Money	$37.5	$27.2
Other Liabilities	$9.6	$6.8
Total Regulatory Net Worth	$13.7	$11.7
Sub. Debentures as % of Reg. N.W.	11.6%	8.01%
Total Assets	$310.2	$273.2
Nonperforming Assets	$9.5	$8
As % of Total Assets	3.07%	2.93%

TEXAS THRIFTS	12/31/86	12/31/85
Number of Institutions	281	273
Total Mortgage Loans and Contracts	$62.6	$60.9
Deposits (Balances of 100,000 or less)	$69.7	$60.2
Deposits (Balances More than 100,000)	$10.4	$12.6
Total Deposits	$80.1	$72.8
Federal Home Loan Bank Advances	$8.2	$6.7
Other Borrowed Money	$6.3	$6.4
Other Liabilities	$2.1	$1.9
Total Regulatory Net Worth	$.862	$3.9
Sub. Debentures as % of Reg. N.W.	36.97%	5.76%
Total Assets	$97.6	$91.8
Nonperforming Assets	$16.5	$5.6
As % of Total Assets	16.9%	6.1%

U.S. THRIFTS (FSLIC-reporting institutions)	12/31/86	12/31/85
Number of Institutions	3,220	3,246
Total Mortgage Loans and Contracts	$813.4	$761.2
Deposits (Balances of 100,000 or less)	$772.4	$735.4
Deposits (Balances More than 100,000)	$117.5	$108.5
Total Deposits	$889.9	$843.9
Federal Home Loan Bank Advances	$100	$84.4
Other Borrowed Money	$95.3	$73.2
Other Liabilities	$26.4	$21.9
Total Regulatory Net Worth	$53.2	$46.6
Sub. Debentures as % of Reg. N.W.	6.36%	4.51%
Total Assets	$1,165	$1,070
Nonperforming Assets	$50.9	$33.2
As % of Total Assets	4.37%	3.11%

SOURCE: Federal Home Loan Bank Board

Fortune Federal Expands On Florida's West Coast

Special to the American Banker

CLEARWATER, Fla. — In an effort to increase its market share in Florida's Pasco County, Fortune Federal Savings and Loan Association purchased one office and the deposits of two others from Duval Federal Savings and Loan Association.

Clearwater-based Fortune will pay an undisclosed price to bolster its operations in Pasco.

"It appears to be a good move for both companies," said Tim Rayl, banking analyst with the brokerage firm of Allen C. Ewing & Co. in Tampa. Mr. Rayl said the deal will allow Fortune to increase its base in Pasco while allowing Duval to back out of Florida's west coast market.

The $1.1 million-asset Duval Federal, based in Jacksonville, said it would concentrate on expanding its operations on the state's east coast.

Fortune said it expects to close on the transaction, which is subject to regulatory approval, on March 31. The bank will acquire approximately $41 million in deposits.

Spokesman Tom Myers said Fortune would purchase real estate and other assets of a Duval office in Elfers, a small town in Pasco County. Fortune also will purchase the deposits of Duval's offices in New Port Richey and Bayonet Point and service them from nearby Fortune branches.

Fortune executives said the company had targeted the rapidly growing Pasco market for expansion. Banking observes called the move a predictable continuation of Fortune's strategy to open offices in high-growth areas. ■

Read BANKING TRENDS
by Dr. Paul S. Nadler
every Monday in
American Banker

Magnet Cites Real Estate Loans For First Loss in 53-Year History

Special to the American Banker

CHARLESTON, W.Va. — Magnet Bank, which is based here, says it lost nearly $6.8 million last year because of continuing problems with real estate loans, but officials say the state's largest thrift should be in the black in 1987.

The loss was the first in Magnet's 53-year history. The continuing problems have caused Magnet to drop below minimum net worth requirements as of yearend, but officials said they also expect to reverse that in the first quarter of 1987.

Assets fell from $683.4 million to $599 million during 1986.

Another major West Virginia thrift, Fed One Savings Bank, Wheeling, said earnings jumped 33% in 1986, and at $2.6 million were the highest in that company's 53-year history. Assets now total $234.7 million.

Fed One said it sold its Buckhannon branch in 1986 and will concentrate on northern and north-central sections of West Virginia.

Magnet Bank reported a fourth-quarter loss of $4.7 million. In 1985, it earned $1.1 million in the fourth quarter and $3.2 million for the year, which was a record for the company.

About $3.5 million of the fourth-quarter loss was an addition to loan-loss reserves, while the remaining $1.2 million was from operating losses. The $15.3 million in reserves is to cover possible losses on real estate loans.

Problems stem from a group of real estate development and construction loans made in 1983 and 1984 that went sour. The bank no longer makes those types of loans, but Magnet's total of "scheduled items," which means delinquent loans and real estate it has received in foreclosure, ballooned to $67.6 million by last September.

On the plus side, the mortgage banking division had a record year, with $277 million in home loans in its seven-state territory. Checking account balances grew from $65.6 million to $76.9 million, and the recently formed corporate banking division, which makes consumer, business, and student loans, grew from $1.2 million to $17.6 million. ■

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TODAY

NEWS MONDAY

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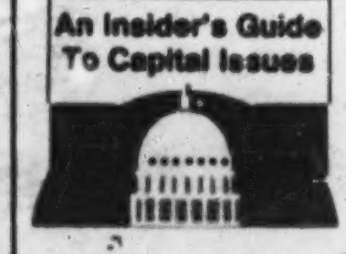
An Insider's Guide To Capital Issues

LAST WEEK Sen. William Proxmire presided triumphantly over a 12-6 majority that rewrote the rules of the financial services game, not only for limited-service institutions but for expansion-minded commercial banks as well. But his triumph left a bitter taste in the mouths of many bankers, according to reports in the Washington Briefing column.......................... 7

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Possible Impact Of Brazil Moratorium On Earnings Per Share

	Decline in EPS For 1987
Citicorp	-18.0%
Chase Manhattan Corp.	-21.8%
Manufacturers Hanover Corp.	-27.3%
J.P. Morgan & Co.	- 9.6%
Chemical New York Corp.	-16.5%

Citicorp's decline is based on corporation's estimate of $190 million reduction in earnings if Brazil does not pay interest for 12 months and on PaineWebber Inc.'s earnings per share estimate of $7.75. Percentages for other banks are estimates published in a recent research report by PaineWebber.

Markets React To Rumors on Brazilian Debt

By BART FRAUST

NEW YORK — The reality of Brazil's debt moratorium and its possible impact on the earnings of U.S. banks was brought home to the financial markets Friday.

The awakening followed the disclosure that Citicorp, Brazil's largest U.S. bank creditor, had filed a statement with the Securities and Exchange Commission providing details of how the moratorium will affect the corporation's earnings if the payment halt continues all year.

In the 8-K filing, Citicorp said that if the Brazilian loans affected by the moratorium are placed on nonperforming status, the impact on Citicorp's earnings will be approximately $50 million after taxes in the first quarter and $190 million for 1987. In 1986, Citicorp earned a total of $1.058 billion.

Companies are required to file 8-Ks with the SEC whenever "material events" occur within quarterly reporting periods. Spokesmen for other large New York banks said their institutions had no similar plans to file 8-Ks regard-

Markets: Page 23 ➜

Dallas Home Loan Bank Seeks $1 Billion Payback from FSLIC

By NINA EASTON and ROBERT GARSSON

In a move to avoid a qualified auditor's opinion, the Federal Home Loan Bank of Dallas on Friday demanded that the Federal Saving and Loan Insurance Corp. hand over more than $1 billion to back up guarantees the insurance fund has issued on the Dallas bank's advances to troubled thrifts, according to government sources.

If FSLIC complies with the demand, it will deplete the insurance fund's primary reserve, which now stands at just over $1 billion.

In a related development, Edwin J. Gray, chairman of the Federal Home Loan Bank Board, has asked the agency's attorneys to provide a legal opinion on the insurance fund's authority to borrow funds from the district bank system, according to government sources.

The Dallas bank's move comes as Congress wrestles with a plan to rescue the nearly depleted thrift insurance fund. If FSLIC's reserves do in fact drop as a result, it would likely add to the pressure for prompt consideration of a recapitalization.

Moreover, it could give additional impetus to a proposal put forward by the Reagan Administration and the Federal Home Loan Bank Board, which oversees FSLIC.

Many industry officials assert that the Treasury Department and Bank Board officials are attempting to create a crisis atmosphere in order to pressure Congress to adopt a Reagan Adminstration-backed recapitalization plan for

Dallas: Page 6 ➜

Thrifts Say Depositors Remain Calm Despite Warnings About FSLIC Woes

By MARK BASCH and LINDA ELLIS

Depositors at thrift institutions across the nation are expressing little concern about the financial health of the Federal Savings and Loan Insurance Corp., thrift executives say, despite dire warnings from high-ranking government officials about impending panic at savings institutions.

New questions about the FSLIC's health were raised two weeks ago by the General Accounting Office's finding that the insurer has a $3 billion deficit after allowing for necessary additions to the insurance reserve for contingent liabilities. Last week, Federal Home Loan Bank Board Chairman Edwin J. Gray, Federal Reserve Board Governor Martha R. Seger, and Senate Banking Committee member John Heinz, R-Pa., were among the regulators and congressmen who expressed concern about depositor confidence in the FSLIC.

But thrift industry officials and observers said last week that while some customers have raised questions about the safety of their deposits, they have shown little worry.

Insured depositors have demonstrated no lack of confidence that the federal government would back up the FSLIC, said Emanuel J. Falzon, president of Merrill Lynch Money Markets Inc., New York.

Merrill Lynch makes markets in in-

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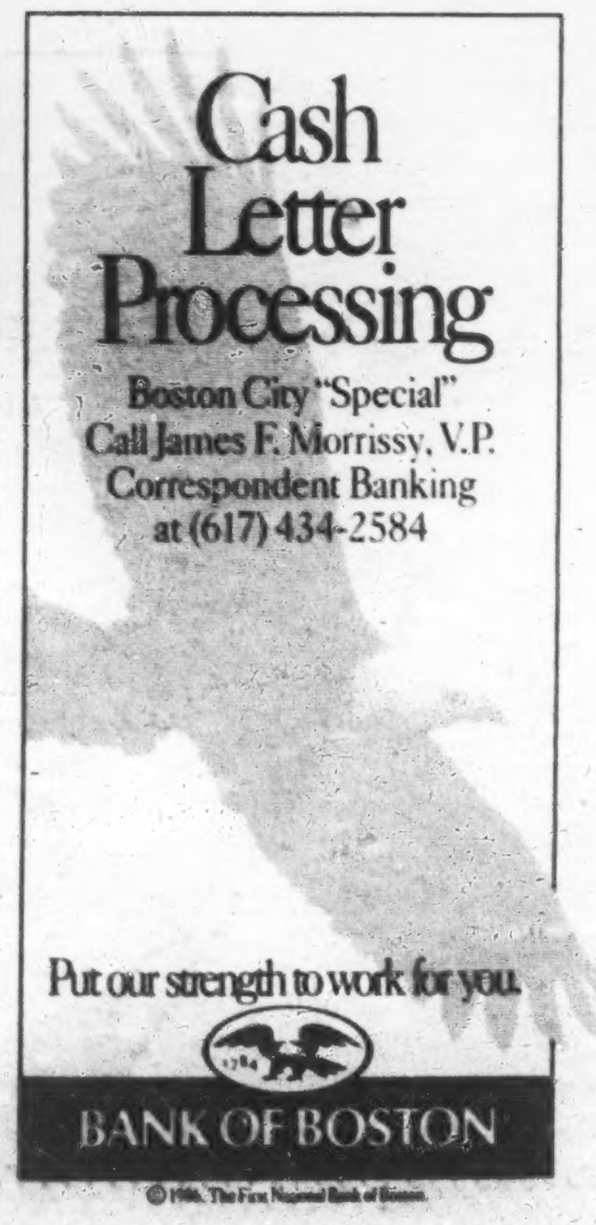

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Thrifts Say Depositors Calm Despite FSLIC Warnings

Continued from Page 1

sured deposits for a number of thrifts, and in uninsured deposits of perhaps a dozen well-capitalized savings and loans nationwide. Both markets have only improved recently, Mr. Falzon said.

Uninsured depositors may be moving to thrifts because of increased concerns about the performance of some commercial banks, he said. Retail depositors are buying longer-term certificates of deposit as they try to take advantage of next year's tax rates, said Mr. Falzon.

The FSLIC's problems have not been a factor yet in the market, he said. "Investors obviously have a lot of confidence in FSLIC and the federal government," Mr. Falzon said.

Instead of concerns about an insolvent FSLIC, a recapitalized insurance fund may force liquidity problems on troubled thrifts that have marketed their own uninsured certificates of deposit, brokers say. Investors might react sharply if they realize that technically insolvent thrifts now could be shut down, leaving uninsured depositors with losses above the $100,000 limit of FSLIC coverage.

A number of Texas savings and loans grew quickly with the help of uninsured deposits. But most of those institutions have worked to let those certificates run off as problems escalated in their loan portfolios, said Frank W. Anderson, a thrift consultant with Ferguson & Co., Dallas.

For example, the Independent American Savings Association, Irving, Texas, reduced its volume of uninsured deposits from 26% of all deposits at yearend 1985 to just 4% six months later, according to figures compiled by Lyons, Zomback & Ostrowski Inc., a New York-based consulting firm.

"We've had some questions from our insured depositors, but we're able to reassure them that their money is safe," said Susan Cook, a spokeswoman for the thrift.

"Our money desk people say they haven't heard beans from our institutional depositors," said David Webster, a spokesman for Commonwealth Savings Association. Just as at Independent, the only questions have come from insured depositors. But Commonwealth reassures those depositors that their money is safe with the federal backing of the FSLIC, Mr. Webster said.

Depositors Unfazed by GAO Report

Elsewhere around the country, thrift executives reported little worry among their customers about the safety of deposits.

"I did some checking right after the GAO audit came out to see what kind of impact it might be having," said Joe C. Morris, chairman of the Columbia Savings Association FA, Emporia, Kan., and chairman of the U.S. League of Savings Institutions. "To my knowledge, we've had no withdrawals or customer concerns because of the GAO report."

He said that in Columbia's 12 offices, totaling some 40,000 accounts, the thrift recorded only two customer inquiries regarding FSLIC insurance.

Mr. Morris also said he checked with the Federal Home Loan Bank of Topeka, which reported a limited number of inquiries, and with thrifts in other parts of the country. "I really have not heard of any problem around the country," he said.

Despite the warnings from Sen. Heinz, Pennsylvania thrift industry officials seemed unconcerned about consumer confidence. A spokesman for Mr. Heinz said the senator has received 60 to 70 letters a week for the past four weeks and about 1,000 phone calls, primarily from senior citizens.

But those constituents are not extending their worries to the state's savings and loan industry. "We really haven't gotten a single call," said James H. Stoup, vice president of the Pennsylvania Association of Savings Institutions.

"So far, we haven't had any of that kind of problem," said Bruce Boyle, vice president for public relations at Atlantic Financial Federal, Bala-Cynwyd, Pa., the state's largest FSLIC-insured thrift. "To my knowledge, we haven't received any queries from customers."

Keeping the Faith

The Synod of the Trinity of the Presbyterian Church in Harrisburg, Pa., is keeping its faith in the savings and loan industry. Administrative religious groups such as the Presbyterian Synod are big buyers of jumbo CDs from thrifts and are also conservative about their investments. But Andrea Snyder of the Presbyterian's administrative body said the church will continue to buy new CDs as the old ones mature.

A spokesman for Arlen Specter, Pennsylvania's other Republican senator, said he has received about 100 pieces of mail, a figure he said was insignificant.

Rep. Claude Pepper, D-Fla., who represents a state with both a large senior citizen population and some publicized savings and loan problems, has gotten few calls, a staffer said. And congressmen from Texas, where the bulk of the nation's troubled savings and loans are located, also reported no unusual concern.

"We have been fortunate thus far," said Bank Board Chairman Gray in a March 9 letter to House Banking Committee Chairman Fernand J. St Germain, D-R.I. But Mr. Gray said he is concerned about public confidence in the FSLIC.

"The FSLIC could not call on enough liquidity to resolve problems resulting from any material loss of public confidence. Temporary closures proved necessary in both Ohio and Maryland. Any systematic loss of public confidence could also spread to individual FDIC-insured problem institutions," he wrote.

"We've had no calls whatsoever from any depositors regarding a lack of confidence," said B. Francis Saul 2d, chairman and president of Chevy Chase Savings Bank FSB, Chevy Chase, Md. Chevy Chase Savings was one of the privately insured thrifts in Maryland that was temporarily closed and forced to obtain federal deposit insurance in 1985.

In Ohio, another state that was hit by a thrift crisis two years ago, at least one thrift executive said depositor concerns about the FSLIC have not been a serious problem. Richard Gilbert, chief executive officer of the Citizens Savings Bank, Canton, Ohio, said that for the few depositors who have asked questions in recent weeks, thrift officers have first stressed their company's soundness and secondly reminded the depositors that the FSLIC is backed with the full faith and credit of the U.S. government.

The president of the New York League of Savings Institutions said no erosion of consumer confidence has surfaced in that state.

"We have seen no evidence of any diminution in depositor confidence in New York," said Paul Schosberg. "And while there has been media attention given to the FSLIC recapitalization issue, we see no evidence that there is any kind of tremor going through customers."

"There's not a lot of action," said Thomas P. O'Toole, executive vice president of retail banking at City Federal Savings Bank, Bedminster, N.J. "We had some questions last week from the branches asking if the FSLIC guarantee is any good, but no one is jumping up and down."

"We had to explain to people what it meant for FSLIC to be insolvent, and to do that we put out a statement to all our branches. We noted that no one has ever lost a penny in an FSLIC-insured account and we don't think anyone ever will," he said.

"We've had some calls," said Robert D. Pierson, vice chairman of Carteret Savings Bank, Morristown, N.J., "but more from [our depositors in] Florida than here. It's a retirement area with people who have a greater percentage of their net worth in savings institutions than up here. There is also some concern on the jumbo CDs, but we have taken steps to assure people that FSLIC is, or will be made, sound."

Thrift executives in California said they did not detect any unusual deposit withdrawals as a result of news reports that the FSLIC is insolvent.

A 'Nonissue' in California

"We've had two or three calls, but no withdrawals as a result of it," said one thrift executive in Northern California. "It's a nonissue."

However, other thrift executives admit that some customers are worried, noting an increase in inquiries by customers.

"It's a concern," said Monica Wiley, a spokeswoman at Home Federal Savings and Loan Association, San Diego. "Our branch managers have had questions [from customers]" in the past two weeks.

Home Federal is supplying branch managers with a newly issued four-page question-and-answer sheet from the U.S. League of Savings Institutions, which addresses many of the questions.

Harold Lee Jr., Wisconsin's Deputy Commissioner of Savings and Loan, put out a statement assuring depositors that their funds are safe in FSLIC-insured thrifts. "There were a lot of phone calls to savings and loans around Wisconsin and a few to our office," he said.

Mr. Lee said the concerns have eased since he released the statement, which said "there are sufficient funds available and there is a positive cash flow from insurance premiums."

A West Coast thrift executive said the news reports about the FSLIC's condition also worry federal thrift regulators.

"As soon as the GAO article came out, our supervisory agent asked us to keep in daily contact as to unusual deposit activity," he said.

Industry officials are increasingly angry about the public statements made by Bank Board Chairman Gray about the FSLIC's financial problems. Mr. Gray is pushing lawmakers to pass a measure that would pump additional funds into the FSLIC.

"The feeling is very, very high against him," said one West Coast thrift executive, echoing the sentiments of other thrift executives last week. They said Mr. Gray is damaging public confidence in the thrift system.

Mark Clark, a spokesman for the U.S. League, accused some proponents of an FSLIC recapitalization plan supported by both the Bank Board and the Treasury of trying to raise depositor concerns and thus scare Congress into passing the measure.

He accused them of releasing a steady stream of letters and speeches aimed at arousing investor fears.

"It's a very risky strategy," he said.

Paul A. Willax, president and chief executive officer of Empire of America FSB, Buffalo, said that he hasn't seen major problems with depositor confidence, but that repeated warnings about the FSLIC's problems from government officials without action being taken to solve them could lead to a loss of confidence.

"I think it's a very volatile, dangerous, explosive issue," he said. "Confidence in the banking system is what makes it go."

Also contributing to this story were David LaGesse, Robert Luke, Jim McTague, and Nina Easton.

Clearing Houses . . .

Continued from Back Page

active regional associations — counting commercial volume and government items received — included two single-holding-company clearing houses for the first time. These companies — Chase Manhattan Corp. and BankAmerica Corp. — along with Mellon National Corp. each own an automated clearing house and hold a seat on the national association's board. Nine other organizations have applied to do the same.

Chase Automated Clearing House Inc., which serves Chase Manhattan Bank of New York and Chase Lincoln First Bank of Rochester, ranked seventh. Chase's transactions otherwise would have gone through the New York Automated Clearing House, making it larger than Calwestern.

Electronic Payments Exchange, which serves Bank of America and Seattle-First National Bank, ranked ninth.

In third place after Calwestern and New York was Mid-America Payments Exchange, Kansas City, one of the fastest growing regional groups. It reported 31.6 million commercial debits and credits. Its debit total alone rose 75% in the year.

Rounding out the top 10 in total payments were the New England Automated Clearing House, Boston; Midwest Automated Clearing House, Chicago; Southwestern Automated Clearing House, Dallas; Chase ACH; Upper Midwest Automated Clearing House, Minneapolis; Electronic Payments Exchange; and North Carolina Automated Clearing House. ■

Visa . . .

Continued from Page 21

depicts two worried bankers standing in front of a bank named "Your Bank," watching a limousine, with "AMEX" printed on its side and money flying out of its trunk, tear off in the direction of "Their Bank."

The new ad shows the bankers thinking, "Did we just fund their new credit card?" It also has a royal-blue banner on the outside corner that shouts, "Attention bankers! American Express just came out with their new Optima credit card." ■

Pennsylvania Expands Time-Deposit Program

Special to the American Banker

HARRISBURG, Pa. — The Pennsylvania state treasury is expanding its time-deposit program for banks and savings and loan associations in smaller communities by making available an additional $30 million in deposits.

State Treasurer G. Davis Greene Jr. said the new deposits will provide more funds for local financial institutions, which they can loan out at reasonable rates to area businesses and consumers.

Under the existing program, the state treasury has $29,964,000 in time balances in 151 financial institutions. Deposits must be federally insured or, if over $100,000, collateralized.

If deposits have to be apportioned, Mr. Greene said, attention will be given to equitable geographic distribution and to loan-to-deposit ratios.

Rates on deposits until June 30 will be 20 basis points over the bond-equivalent yield on the latest auction of 180-day U.S. Treasury bills. ■

Automated Clearing House System Still Struggling

Pace of Growth and Private Participation Are Up, but Volume Is Disappointing

By JEFFREY KUTLER

New York

THE AUTOMATED clearing house system handled almost three quarters of a billion transactions last year, but no participant is rejoicing about it.

Thirteen years after they formed a nationwide payment network, the regional automated clearing houses continue to disappoint bankers who expected to have replaced billions of checks by now with paperless transactions.

Clearing house supporters, who are concerned about its ultimate viability, want to see the system's transaction volume grow more quickly than is shown in the *American Banker*'s second annual survey of automated clearing house activity. The survey continues Tuesday with a listing of the largest banks in terms of clearing house payments initiated.

National automated clearing house volume grew 27% in 1986. This overall transaction growth rate is healthy but the actual numbers remain relatively small in comparison with total payments.

Last year was the first year in which depository institutions initiated more automated clearing house payments than did the federal government.

Passing the billion-transaction mark would be an encouraging sign for the network's future, but it is elusive. It would take an unprecedented 34% growth spurt to reach that plateau in 1987.

Big as it appears, one billion would be equal to only 2% of the estimated 45 billion checks written annually in the United States.

"As long as it stays below 2%, that is sad, especially for a system that has been in place since the early 1970s," said George C. White, the payment systems consultant and self-appointed gadfly of the automated clearing house movement.

"The numbers show we are in good shape now, and it is looking better for the future," countered William R. Moroney, who as president of the National Automated Clearing House Association is the system's No. 1 cheerleader. But he acknowledged that "this is not going to be a year of tremendous growth — 50%, 60%, or 100% — that many people would like to see."

There are indeed glimmers of hope in systemwide transaction trends, which will occupy the thoughts of nearly 1,000 people gathering in San Diego this week for the National Automated Clearing House Association's annual conference.

Most encouraging: The 27% increase, to 743.4 million transactions from 586 million in 1986, was the biggest percentage gain since 1983, when the network was virtually half its current size. By contrast, checks are multiplying by 4% to 5% a year.

Also, 1986 was the first year in which depository institutions initiated more automated clearing house payments than did the federal government.

As recently as 1982, Social Security payments, federal retirement benefits, and other parts of the U.S. Treasury Department's direct deposit program accounted for two of every three automated clearing house transactions. Were it not for the government's dominant participation and influence, and the Federal Reserve System's operational and financial support, the automated clearing house system would not have survived its early years.

Privately originated debit and credit entries in 1986 outnumbered government payments by 398.1 million to 345.3 million, or 54% to 46%. In 1985 government volume held the edge, 297.5 million to 288.5 million, or 51% to 49%.

The commercial volume, dominated by preauthorized premium payments to insurance companies and by the direct deposit of salaries, grew 38% to 398.1 million items, compared with a 32% rise to 288.5 million in 1985.

The annual growth rate of government volume also increased last year as the Treasury promoted new uses of the automated clearing house system, such as remittances to and from corporations. Government items rose 16% to 345.3 million in 1986, compared with an 11% rise to 297.5 million a year earlier.

With its newfound majority status, the private sector has thus come of age as an automated clearing house participant. Observers of the clearing house scene say that responsibility for the system's often-questioned viability now falls more squarely on the banking community than on the Treasury or Federal Reserve.

Association Revises Calculation

For the second consecutive year, the *American Banker* has compiled transaction statistics showing that the network's size and growth rates are smaller than those historically published by the National Automated Clearing House Association.

In response to criticism that its method of counting transaction volume inflated the system's true size, the association subtracted from its 1986 statistics payments that were counted twice in earlier years. The association's total for nationwide, private-sector clearing house volume — 398.1 million — concurs with the *American Banker*'s estimate.

Of those 398.1 million commercial debits and credits, 362.6 million were handled at one time or another by the Federal Reserve facilities that provide processing services to all but one of the 32 regional clearing houses.

The rest were accounted for in the New York Automated Clearing House area, which processes intraregional payments independent of the Federal Reserve System, and by items cleared privately within California, Hawaii, and Arizona.

Added to the 398.1 million commercial entries were 345.1 million Treasury payments, almost all of them direct deposits and similar credit items, according to the Federal Reserve.

Using its old method, the National Automated Clearing House Association tabulated the sum of commercial payment originations as reported by all of its regional members. Until now the association made no effort to subtract transactions that flowed between regions, which were counted at both the sending and receiving ends.

Under the old method, commercial volume would have totaled 646.3 million in 1986 instead of 398.1 million. The commercial-plus-government total would have been 991.6 million — closing in on the magical billion — instead of the more accurate 743.4.

"We think it was essential to try to standardize the numbers and make them as realistic as we could," Mr. Moroney said. "My only concern is that people will compare our new number with the one we released last year and come away thinking we had a terrible year."

Automated Clearing House Volume: Government v. Commercial

	Government-Originated			Commercial-Originated			
Year	($ Mil.)	Annual Growth (%)	Share of Total (%)	($ Mil.)	Annual Growth (%)	Share of Total (%)	Total
1986	345.3	16	46	398.1	38	54	743.4
1985	297.5	11	51	288.5	32	49	586.0
1984	268.5	12	55	218.0	38	45	486.5
1983	240.5	15	60	158.7	49	40	399.2

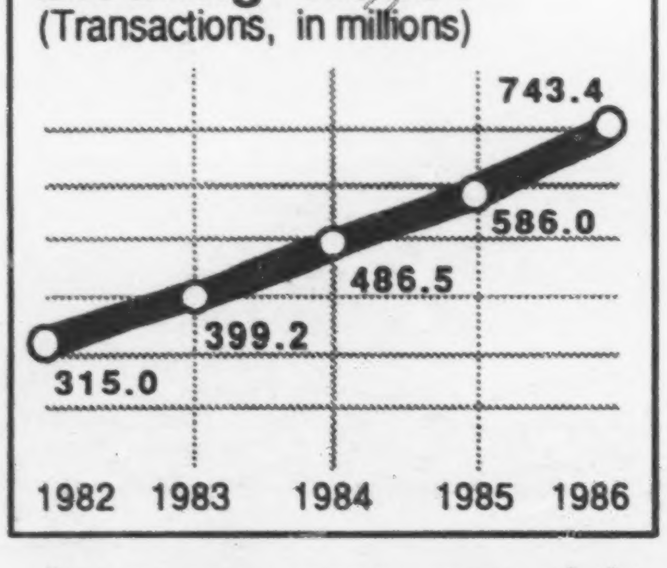
The National Automated Clearing House Association did not count as many government items as are in the *American Banker* figure. So the grand total it came up with last week in preparation for its annual conference — 701.1 million — is actually lower than the 766.2 million that it reported for 1985, which included double counting.

Still there are disagreements about which set of statistics best represents the true state of automated clearing house affairs. As with all statistics, there is probably a small margin of error in a tabulation of hundreds of millions of individual items.

Officials of several regional clearing house associations are trying to convince others that any nationwide total, double counted or not, understates the importance of direct-payment services, because they include only interbank transactions.

Sizable numbers of automated clearing house-type transactions never leave the banks in which they are originated, because the payments flow either for internal purposes or between two customers of the same institution.

Annual Volume of Automated Clearing House
(Transactions, in millions)



Just as any accurate count of the number of checks written in the United States would have to include "on-us" items that are cleared within the banks of first deposit, so too should there be a count of on-us automated debits and credits, these advocates contend.

"We believe that on-us figures are close to 20% in our region," John Borden, president of Mid-America Payment Exchange, Kansas City, said. "Most leading originators are major institutions with a significant correspondent business, which 'kills' a lot of ACH items locally or regionally. If this is true for us in the Midwest, I suppose it could be true in other regions, in spades."

There are indeed many institutions where on-us volume adds significantly to outgoing automated clearing house entries, research by the *American Banker* reveals.

Norwest Bank Minneapolis, the flagship bank of Norwest Bancorp. in the Upper Midwest Automated Clearing House, typifies Mr. Borden's point. Norwest Bank ranked among the top five automated clearing house originators nationwide with 9.6 million debits and credits. But that does not include another 7 million on-us items, which flow among the holding company's 70 affiliated banks.

United States National Bank of Oregon, Portland, originated 1.7 million commercial debits and credits into Oregon Automated Clearing House Association. Counting intrabank transfers handled in the same internal processing system, the bank's ACH-type payments climb to 4.5 million.

At Wachovia Bank & Trust Co. in North Carolina, including on-us volume raises its clearing house volume to 9.1 million from 7.3 million; at First Bank Minneapolis it would have been 6 million instead of 3.7 million.

Higher aggregate numbers might give the automated clearing house system more prestige, but Mr. Borden is currently outnumbered by those who think on-us statistics would be distorting.

"We would say that on-us items would double what goes through the automated clearing house, said Peter Yeatrakis, executive director of the Calwestern Automated Clearing House Association in San Francisco, the nation's largest with 73 million total items in 1986. But he is not ready to count on-us entries alongside interchange items.

"In the strictest sense, on-us is not ACH activity, although it feeds the same business," he said.

Martin Schumer, executive director of the New York Automated Clearing House Association, the second largest with 57.4 million originated payments, also opposed inclusion of on-us data.

"Certainly there is a huge, hidden volume out there, but no one knows how big it is," he stated. "While it says something about electronic funds transfer as a whole, I don't think it belongs in ACH statistics, if for no other reason than that you don't have the same reporting standards and accountability."

He pointed out that national clearing house volumes are reported by associations and can be verified by the Federal Reserve System. Individual financial institutions would be the source of on-us information that could not be as easily confirmed.

According to National Automated Clearing House Association and *American Banker* data, the group of 10 most

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American Banker

The Daily Financial Services News

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TODAY

THRIFTS ARE SLOWLY gaining parity with commercial banks in the area of interstate banking powers. To date, 30 states have some kind of thrift interstate legislation. The *American Banker* today introduces a new feature, a state-by-state list of interstate banking legislation for thrifts.... 3

SEVERAL PROMINENT Arkansas citizens, as well as seven developers and brokers active in Dallas real estate, are among 13 stockholders who received more than $612 million in insider loans from the failed FirstSouth Federal Association of Pine Bluff, Ark., according to federal documents.... 2

BANKAMERICA CORP. hopes to begin investment banking units in Italy and West Germany by the end of this year, though it recently sold its retail subsidiaries in both those countries.... 2

CREDITOR BANKS of the Philippines are resisting an innovative proposal to pay part of the country's interest on international borrowings in tradable debentures instead of cash, banking and U.S. government sources said.... 2

BANKING WAS ONE of the hottest hiring fields in the country in February, according to a study made by a recruiting firm.... 5

REP. DOUG BARNARD, D-GA., thinks leaders of the House of Representatives will accept a restrictive Senate banking bill in return for a liberal thrift insurance bill.... 6

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LARRY BUEGLER doesn't like bad news. Yet bad news, and dealing with it, is what he faces as head of the Farm Credit Services in St. Paul, Minn. The three-affiliate bank group is the largest of the nation's 12-district Farm Credit System... 24

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COMMENT

A Guide for the Perplexed Investor

By SANFORD ROSE

Mortgage investors have been guided for the past few years by yields derived from a very simplified and dangerous analysis of duration. Basically, the investor projects the recent prepayment rates on a mortgage security into the future and adjusts the expected cash flows accordingly. Then he computes the yield that discounts these adjusted flows back to the observed market price of the security.

This cash-flow yield is compared to the yield on a treasury of the same purported average life to arrive at a spread. The higher the spread over treasuries, the better the investment, at least in the view of many market participants.

Yet, in the opinion of a growing number of analysts, the size of the mortgage-treasury spread, so computed, is next to meaningless. According to David Jacob and Alden Toevs, respectively vice president and principal of Morgan Stanley, mortgage-backed securities, even those that are free of credit risk, ought to yield more than treasuries for three reasons.

Comment: Page 4 ➜

Hellerman Gets 32-Year Term in Prison And $1.75 Million Fine in Florida Fraud

By BART FRAUST

NEW YORK — A federal judge on Monday sentenced Michael Hellerman, one of the early beneficiaries of the federal witness protection program, to 32 years in prison and a fine of $1.75 million in connection with his involvement in a scheme to defraud Florida Center Bank, a small Orlando, Fla., bank that failed last April.

Judge G. Kendall Sharp of the U.S. district court in Orlando immediately placed Mr. Hellerman into the custody of U.S. marshals until he is assigned to a prison. On Jan. 28, Mr. Hellerman, who now goes by the name of Michael Rapp, was convicted of seven counts of bank fraud and conspiracy. He received the maximum penalties.

Two others convicted of taking part in the scheme, New York money broker Mario Renda and Oklahoma investor Charles Bazarian, also were sentenced on Monday.

Mr. Renda, chairman of First United Fund Ltd., a Garden City, N.Y., money brokerage, and Mr. Bazarian, chairman of C.B. Financial Corp., an Oklahoma City investment firm, were each sentenced to two years in prison and fined $100,000.

On Feb. 12, Mr. Renda was convicted on one count of conspiracy. He faced a maximum penalty of five years in prison. That same day, Mr. Bazarian was convicted on three counts of fraud and conspiracy. He had faced a maximum penalty of 15 years in prison.

Mr. Renda and Mr. Bazarian are free pending appeal of their convictions.

First United Fund is the plaintiff in a libel suit against the *American Banker*.

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Chase Remains Clearing House Volume Leader

Bank of America Second In Electronic Payments

By JEFFREY KUTLER

NEW YORK — Chase Manhattan Bank continues to dominate the automated clearing house business, as it has almost since the paperless payment system's inception in the 1970s.

AN **American Banker** SPECIAL REPORT

Chase originated one in every seven commercial transactions that flowed through the automated clearing house network in 1986, according to figures compiled by the *American Banker*.

At 55.4 million clearing house items, the New York bank initiated four times the volume of its nearest rival, Bank of America, San Francisco.

The gap separating the two leaders was the same as in 1985, the first year for which the *American Banker* published a ranking of the top 100 automated clearing house banks.

Top ACH Originators

	1986 Volume (in Millions)
1. Chase Manhattan Bank	55.4
2. Bank of America	13.9
3. Mellon Bank	10.9
4. Norwest Bank Minneapolis	9.7
5. Marine Bank of Springfield, Ill.	9.2

But Chase's share of this market, at 13.9% of the estimated 398.1 million private-sector clearing house payments originated by financial institutions in 1986, shrank by four-tenths of

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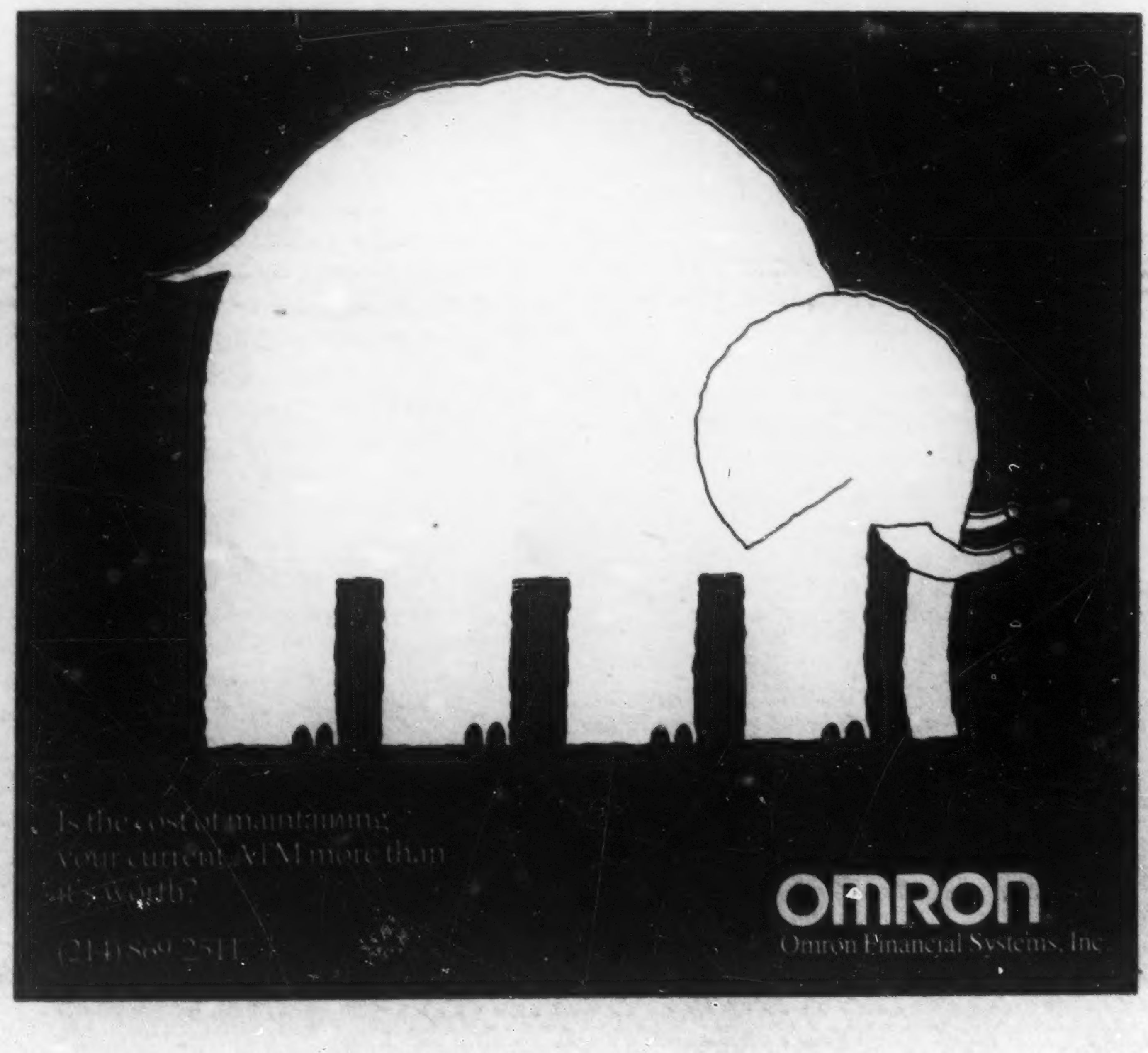
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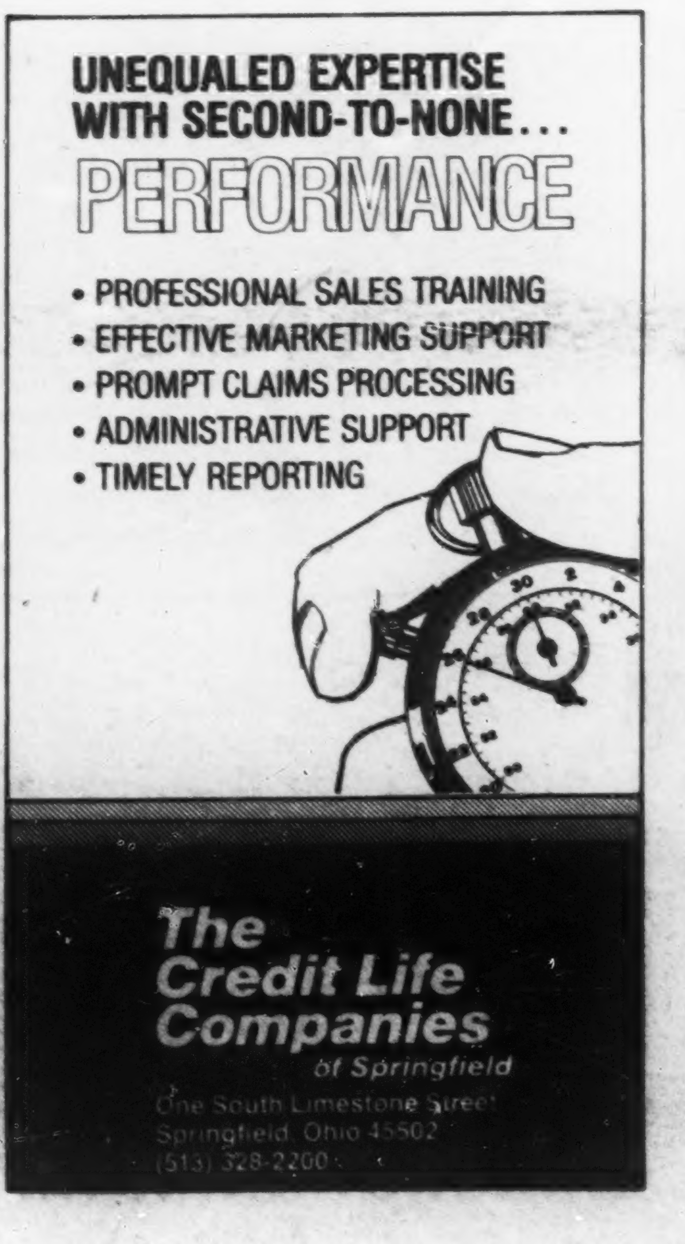
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Top 100 Originators of ACH Payments in 1986

Rank by ACH Origination 1986	1985		1986 Origination Volume Debits	Credits	Total	Annual Growth(%)
1	1	Chase Manhattan Bank NA, New York	47,927,757	7,466,276	55,394,033	34
2	2	Bank of America NT&SA, San Francisco	4,773,744	9,087,258	13,861,002[1]	32
3	6	Mellon Bank NA, Pittsburgh	4,575,946	6,348,002	10,923,948	29
4	3	Norwest Bank Minneapolis	7,293,016	2,413,005	9,652,021	12
5	5	Marine Bank of Springfield, Ill.	8,843,477	339,757	9,183,234	36
6	4	Northern Trust Co., Chicago	2,515,454	6,261,364	8,776,818	25
7	8	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	5,363,458	2,005,946	7,369,404	37
8	10	First National Bank of Boston	4,830,957	1,413,676	6,244,633	54
9	25	Wells Fargo Bank NA, San Francisco	1,919,824	4,235,679	6,155,503[1]	70
10	18	Bank One NA, Columbus, Ohio	4,287,020	1,381,356	5,668,378	92
11	13	United Bank of Denver	2,742,328	2,047,811	4,790,139	34
12	17	Connecticut Bank & Trust Co., Hartford	2,780,065	1,692,818	4,472,883	49
13	39	M&I Marshall & Ilsley Bank, Milwaukee	NA	NA	4,174,211	145
14	11	Morgan Guaranty Trust Co., New York	3,290,772	859,803	4,150,575	7
15	16	National Bank of Detroit	1,781,135	2,342,020	4,123,155	35
16	20	Connecticut National Bank, Hartford	1,467,204	2,613,465	4,080,669	51
17	14	Manufacturers Hanover Trust Co., New York	1,252,735	2,723,886	3,976,621	15
18	19	Chemical Bank, New York	1,718,697	2,107,357	3,826,054	35
19	7	Trust Company Bank, Atlanta	2,441,353	1,345,208	3,786,561	(33)
20	12	First Bank Minneapolis	NA	NA	3,762,565	5
21	60	Centerre Bank NA, St. Louis	3,005,976	551,004	3,556,980	194
22	56	First Interstate Bank of Oklahoma City	3,037,332	415,068	4,452,400	176
23	9	Norwest Bank Nebraska, Omaha	2,853,624	557,040	3,410,664	(22)
24	21	National City Bank, Cleveland	NA	NA	3,334,285	39
25	45	Shawmut Bank of Boston	1,140,190	2,178,828	3,319,018	33
26	36	Security Pacific National Bank, Los Angeles	1,405,283	1,735,896	3,141,179[1]	79
27	15	Philadelphia National Bank	NA	NA	3,114,616	(7)
28	44	First National Bank of Atlanta	1,005,574	2,077,497	3,083,071	120
29	59	Boatmen's First National Bank, Kansas City, Mo.	2,841,888	226,464	3,068,352	153
30	54	Commerce Bank of Kansas City, Mo.	2,606,652	222,636	2,829,288	113
31	38	First National Bank of Maryland, Baltimore	925,969	1,835,017	2,760,986	59
32	52	First Interstate Bank of Arizona, Phoenix	NA	NA	2,630,686	89
33	27	InterFirst Bank, Dallas	NA	NA	2,594,073	24
34	22	Norwest Bank Des Moines	1,072,569	1,484,306	2,556,875	8
35	40	First City National Bank, Houston	NA	NA	2,498,413	49
36	31	NCNB National Bank, Charlotte, N.C.	1,308,222	1,185,214	2,493,436	36
37	29	AmeriTrust Co., Cleveland	NA	NA	2,488,037	26
38	55	Citibank NA, New York	560,009	1,925,205	2,485,214	89
39	23	First National Bank of Chicago	1,505,883	969,567	2,475,450	5
40	49	RepublicBank, Dallas	NA	NA	2,282,368	60
41	30	Bank of New England NA, Boston	184,766	2,035,896	2,220,662	15
42	22	First Union National Bank, Charlotte, N.C.	NA	NA	2,155,296	31
43	33	Society National Bank, Cleveland	NA	NA	2,122,067	19
44	32	First Interstate Bank of California, Los Angeles	1,188,912	913,289	2,102,201[1]	16
45	41	Texas Commerce Bank NA, Houston	NA	NA	2,073,074	25
46	46	Harris Trust & Savings Bank, Chicago	291,600	1,769,592	2,061,192	38
47	28	First Bank St. Paul, Minn.	NA	NA	2,052,709	3
48	44	Bank One Dayton, Ohio	395,912	1,594,104	1,990,016	22
49	43	Valley National Bank of Arizona, Phoenix	NA	NA	1,982,677	21
50	24	Chase Lincoln First Bank, Rochester, N.Y.	163,969	1,801,975	1,965,944	(8)
51	37	Continental Illinois Natl. Bank & Trust Co., Chicago	1,020,447	925,619	1,946,066	12
52	50	Citizens & Southern National Bank, Atlanta	658,406	1,253,897	1,912,303	36
53	34	Marine Midland Bank NA, Buffalo, N.Y.	119,714	1,769,550	1,889,264	7
54	74	United States National Bank of Oregon, Portland	1,278,008	468,706	1,746,714	85
55	48	Sovran Bank NA, Richmond, Va.	636,296	1,044,472	1,680,768	17
56	62	MBank Dallas NA	NA	NA	1,671,810	41
57	70	Seattle-First National Bank	990,720	668,816	1,659,536	66
58	61	Bankers Trust Co., New York	737,483	862,603	1,600,086	33
59	86	United Missouri Bank of Kansas City NA	1,099,140	499,080	1,598,220	133
60	75	AmSouth Bank NA, Birmingham, Ala.	1,370,644	214,897	1,585,541	71
61	64	First Wisconsin National Bank, Milwaukee	NA	NA	1,544,304	37
62	83	United Jersey Bank, Hackensack	790,690	651,688	1,442,378	84
63	53	Rainier National Bank, Seattle	295,374	1,119,768	1,415,142	6
64	73	Southeast Bank NA, Miami	976,478	351,592	1,328,070	37
65	65	Indiana National Bank, Indianapolis	680,967	630,851	1,311,818	24
66	100	Bank of Hawaii, Honolulu	498,348	779,424	1,277,772	112
67	72	BancOhio National Bank, Columbus	381,777	893,721	1,275,498	31
68	90	Fifth Third Bank, Cincinnati	238,966	1,030,601	1,269,567	91
69	69	Mercantile Bank NA, St. Louis	1,014,436	249,948	1,263,984	26
70	66	Maryland National Bank, Baltimore	481,728	779,925	1,261,653	20
71	88	First National Bank of Louisville	756,906	501,475	1,258,381	88
72	79	InterFirst Bank Austin, Tex.	NA	NA	1,228,814	49
73	80	Merchants National Bank, Topeka, Kan.	1,214,064	10,608	1,224,672	50
74	63	First Interstate Bank of Denver	456,949	763,480	1,220,429	6
75	67	Commonwealth National Bank, Harrisburg	NA	NA	1,205,971	16
76	85	Bank IV, Wichita, Kan.	1,009,080	166,476	1,175,556	69
77	26	Huntington National Bank, Columbus, Ohio	491,526	662,293	1,153,819	(45)
78	68	Citizens & Southern Natl. Bank of S.C., Charleston	NA	NA	1,143,432	13
79	76	First Pennsylvania Bank NA, Philadelphia	NA	NA	1,127,351	26
80	58	First Security Bank of Utah, Ogden	371,687	746,600	1,118,287[1]	(9)
81	-	First Citizens Bank & Trust Co., Raleigh, N.C.	386,485	656,565	1,043,050	-
82	77	Pittsburgh National Bank	258,009	753,806	1,011,815	14
83	81	American Security Bank NA, Washington, D.C.	728,413	280,729	1,009,142	24
84	-	First National Bank of Omaha, Neb.	730,332	267,636	997,968	-
85	-	Union National Bank, Little Rock, Ark.	615,468	352,812	968,280	-
86	-	InterFirst Bank Fort Worth, Tex.	NA	NA	952,634	-
87	92	United Bank of Arizona, Phoenix	NA	NA	921,372	39
88	84	First National Bank of Cincinnati	610,662	283,188	893,850	22
89	91	First Interstate Bank of Washington, Seattle	582,792	309,250	892,042	34
90	78	Union Planters National Bank, Memphis	663,677	240,329	874,006	5
91	82	Arizona Bank, Phoenix	NA	NA	853,808	7
92	-	Citizens Fidelity Bank & Trust Co., Louisville	NA	NA	850,000	-
93	96	First Fidelity Bank NA, Newark, N.J.	191,311	655,525	846,836	34
94	93	First Union National Bank, Jacksonville, Fla.	602,073	220,462	822,535	26
95	98	Sun Bank NA, Orlando, Fla.	93,124	729,393	822,517	35
96	-	Liberty National Bank & Trust Co., Oklahoma City	692,304	121,188	813,492	-
97	-	United Virginia Bank, Richmond	274,937	530,520	805,457	-
98	87	Irving Trust Co., New York	160,554	621,948	782,502	16
99	-	Bank of Oklahoma Tulsa NA	168,048	606,168	774,216	-
100	-	FirsTier Bank, Lincoln, Neb.	733,884	34,632	768,516	-

Most transaction data were supplied to American Banker by regional automated clearing houses on behalf of their member financial institutions. In some instances, data were confirmed or obtained directly from Federal Reserve Banks or from the originating banks themselves. NA-Where debit and credit breakdowns are not given, information sources had not tabulated them in time for publication. [1] For some members of the Calwestern Automated Clearing House Association, totals include transactions originated in General Electric Information Services Co.'s private network. Geisco totals were not broken into debits and credits. Except for Bank of America, which supplied its own data, the debit-credit breakdowns for these banks were estimated by American Banker.

Chase Remains Clearing House Volume Leader

Continued from Page 1

a percentage point.

This indicates that other financial institutions are beginning to market these payment services more aggressively than in the past.

At least eight of the top 100 automated clearing house originators doubled their yearly volume in 1986. One of these — Centerre Bank in St. Louis — nearly tripled, and several others came close to doubling 1985 totals. (A list of the top 100 originators is on page 14.)

Still, Chase Manhattan remained in a class by itself.

Chase's transaction total rose 34% in a year when total commercial volume, which does not include government payments, rose 38%. Bank of America increased 37% to 13.9 million.

As was the case in the previous year, the distribution of automated clearing house volume was not in proportion to bank asset size.

Citibank, the nation's biggest bank, which has been criticized in automated clearing house circles for not pulling its weight, made partial amends in 1986 by increasing its activity 89% to 2.5 million. This was only 38th best among clearing house originators, but an improvement over Citibank's 1985 rank of 55th.

At the opposite extreme, Marine Bank of Springfield, Springfield, Ill., the 477th largest commercial bank according to yearend 1986 assets, ranked fifth in clearing house items with 9.1 million.

Its automated clearing house ranking was unchanged from 1985, but it did surpass Northern Trust Co. to become the largest originator in the Chicago-based Midwest Automated Clearing House. Northern Trust, the 50th largest bank in the United States, slipped to sixth place nationally from fourth in the 1985 automated clearing house survey.

The $609 million-asset Marine Bank trailed fourth-place Norwest Bank Minneapolis, the nation's 54th largest bank, by fewer than 500,000 items.

Marine Bank gets most of its business from State Farm Insurance Co., Bloomington, Ill., and other insurers for which the bank processes automatic payments of policy holders' premiums.

For six of the top 10 originating banks, these types of preauthorized payments, known as debits, constitute a majority of clearing house activity.

This year's *American Banker* table is the first to break out debits and credits — a common example of the latter is direct payroll deposits — where this information was available.

BofA Leads in Credits

Chase, third in assets after Citibank and Bank of America, led in debits with 47.9 million. It was second in credits with 7.5 million, trailing Bank of America's 9.1 million.

Mellon Bank, Pittsburgh, was third in credits with 6.3 million, less than 100,000 in front of Northern Trust Co.

On the debit side, Marine Bank of Springfield was a distant second to Chase, at 8.8 million. Next came Norwest Bank Minneapolis at 7.3 million and Wachovia Bank and Trust Co., Winston-Salem, N.C., at 5.4 million.

Chase's debit total is still growing rapidly. Its clients include such major insurance companies as Metropolitan Life and the Equitable Life Assurance Society.

Chase also is pursuing the new business of processing retail point-of-sale transactions in the form of automated clearing house debits. It will process debits for Exxon Co. USA as the petro-

Clearing House: Page 15

Clearing House . . .

➻ Continued from Page 14

leum marketer expands its consumer debit card program this year, according to James J. Hopes, president of Chase Automated Clearing House Inc., the private clearing house for Chase Manhattan and Chase Lincoln First Bank, Rochester, N.Y.

Chase ACH Inc. started formal operation in the spring of 1986, taking a majority of its 47.9 million debits and 7.5 million credits for 1986 out of the New York Automated Clearing House.

Debits outnumbered credits for six of the top 10 originating banks. Of the 398.1 million automated clearing house items initiated in the private sector last year, debits exceeded credits by about a 3-to-2 ratio, according to the National Automated Clearing House Association.

Meanwhile, virtually all of the 345.3 million clearing house items originated as part of the U.S. Treasury Department's direct deposit program, which includes Social Security benefits and federal salaries, were credits.

Impact of Consolidation

Gains in standing among the top 100 automated clearing house originators were more spectacular than any drops that occurred — another sign that more banks are becoming more active in soliciting new business.

Among the top 10, Mellon Bank, at No. 3 with 10.9 million total items, rose three places, thanks mainly to its consolidation of back offices with Mellon Bank (East), Philadelphia. Mellon as a whole registered a 29% increase over 1985's combined volume.

Wells Fargo Bank, San Francisco, encompassing the operations of Crocker National Bank, with which it merged, rose to ninth place from 25th. Their automated clearing house total grew 70%.

Bank One, Columbus NA in Ohio increased its volume, mostly debits, by 92% to jump into 10th position from 18th in 1985. Bank One's Dayton affiliate was also on the list, at No. 48. Bank One, Indianapolis, the former American Fletcher National Bank, fell short of the 100th spot by less than 10,000 items.

Consolidating the automated clearing house operations of such superregional bank holding companies would alter the complexion of the top 100 listing.

Considered as one entity, the three Bank Ones generated 8.4 million transactions, good enough for seventh place if all else stayed the same.

First Wachovia Corp., which plans to consolidate clearing house operations of subsidiaries Wachovia Bank and First National Bank of Atlanta, would be close to the 10.9 million of No. 3 Mellon Bank.

Norwest Corp., Minneapolis, had three affiliates among the top 100 originators, adding up to 15.6 million items. These do not include seven million automatic debits and credits cleared within Norwest Bank Minneapolis NA, which are known as "on-us" items and are excluded from these statistics. On-us items are cleared within the banks of first deposit.

Norwest banks, considered as one, would be bigger than Bank of America and second only to Chase, even if Bank of America's volume is augmented with that of its affiliate Seattle-First National Bank.

The merger of Connecticut Bank and Trust Co. NA, Hartford, 12th on the list, with Boston-based Bank of New England, 41st, would vault them ahead of No. 7 First National Bank of Boston if clearing house operations were combined.

Five members of First Interstate Bancorp, Los Angeles, made the top 100: the First Interstate banks of Okla-

Clearing House: Page 16 ➻

ACH Debit and Credit Originators

Top Debit Originators	1986 Volume (in Millions)	Top Credit Originators	1986 Volume (in Millions)
1. Chase Manhattan Bank	47.9	1. Bank of America	9.1
2. Marine Bank of Springfield, Ill.	8.8	2. Chase Manhattan Bank	7.5
3. Norwest Bank Minneapolis	7.3	3. Mellon Bank	6.3
4. Wachovia Bank & Trust Co.	5.4	4. Northern Trust Co.	6.3
5. First National Bank of Boston	4.8	5. Wells Fargo Bank	4.2
6. Bank of America	4.8	6. Manufacturers Hanover Tr. Co.	2.7
7. Mellon Bank	4.6	7. Connecticut National Bank	2.6
8. Bank One, Columbus	4.3	8. Norwest Bank Minneapolis	2.4
9. Morgan Guaranty Trust Co.	3.3	9. National Bank of Detroit	2.3
10. First Interstate, Oklahoma City	3.0	10. Shawmut Bank of Boston	2.2

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey on banks' automated claring house business meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

____

____

(2.) What did you like **best** about the survey?

____

____

(3.) What did you like **least** about the survey?

____

____

(4.) How do you use the survey in your work?

____

____

____

____

Name (optional)____________
Title____________
Company____________
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____
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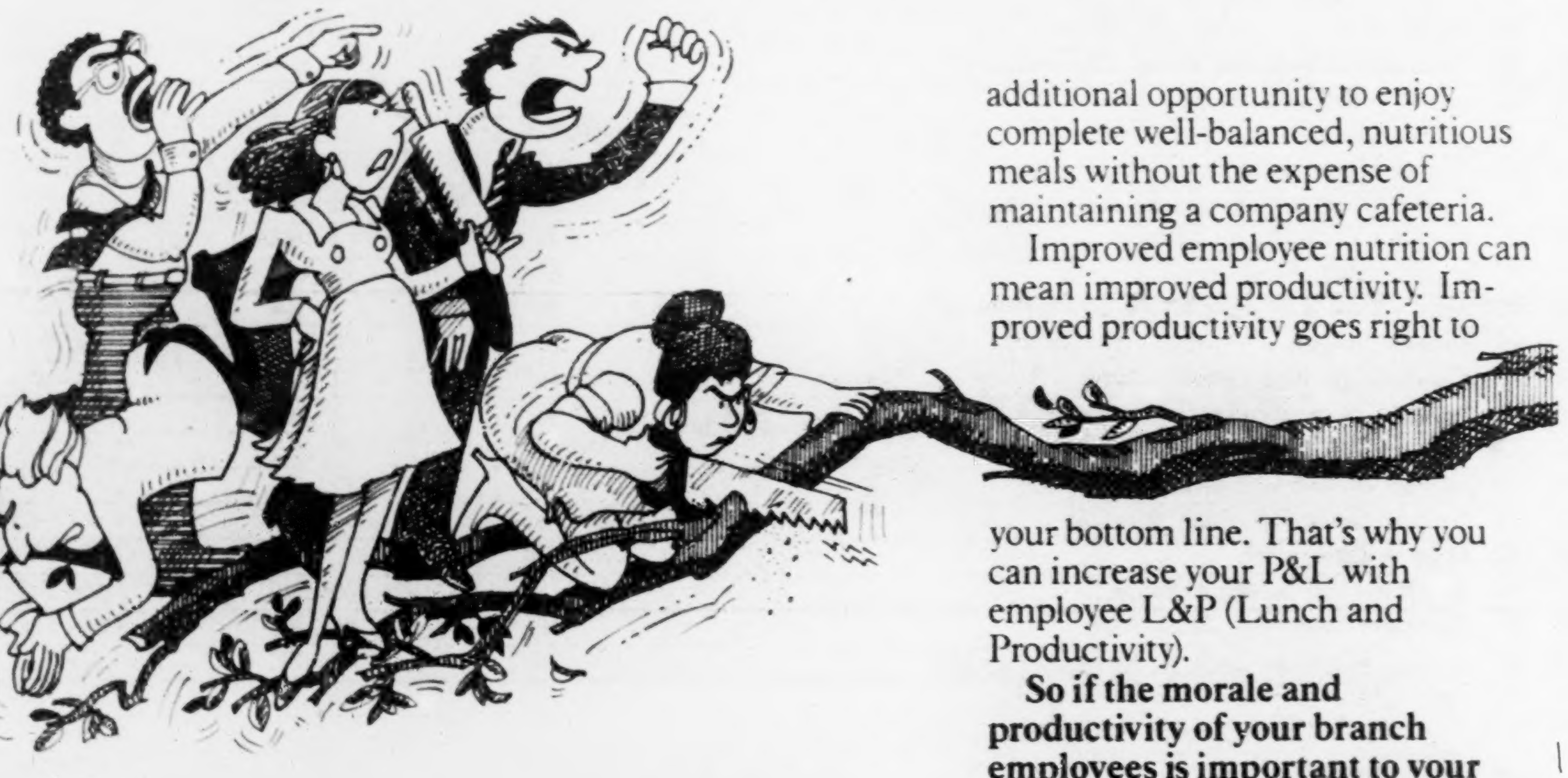
"Are your employees leaving your branches?"



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Number of Employees ____________
AB387A

Chase Continues to Dominate Automated Clearing House Business

Continued from Page 15

homa (No. 22), Arizona (32), California (44), Denver (74), and Washington (89). First Interstate Bank of Oregon, at 105th, just missed the list.

Added together, the six would have fallen just shy of 11 million transactions, about where No. 3 Mellon now stands.

Individual Gainers

One of the most impressive rises in a bank's own right was that of M&I Marshall & Ilsley Bank, Milwaukee, only the 145th largest in the country but now the 13th biggest clearing house originator, up from 39th in 1985.

M&I's transaction total rose 145% in 1986, to 4.2 million from 1.7 million. This came on the strength of a new debit contract with Northwestern Mutual Life Insurance Co., said James Jossie, a vice president at the $2.7 billion-asset M&I.

Centerre Bank in St. Louis had the biggest percentage gain of all — 194%, to 3.5 million items from 1.2 million. The bank shot up to 21st place from 60th.

Centerre typified the stellar performance of Mid-America Payment Exchange, better known as MPX, the automated clearing house association based in Kansas City, Mo.

Of the top 100 originators, 14 came from MPX's eight-state territory. Five of these increased transactions by more than 100% over figures in the 1985 top 100: Centerre; First Interstate Bank of Oklahoma in Oklahoma City (formerly First National Bank & Trust Co.); Boatmen's First National Bank of Kansas City; Commerce Bank of Kansas City; and United Missouri Bank of Kansas City NA.

The New York Automated Clearing House Association was second to MPX in the number of members making the top 100 — 11 including Chase Manhattan.

The Southwestern Automated Clearing House in Texas contributed seven of the 100 largest, but three of these are in the InterFirst Corp. holding company. The Calwestern association on the West Coast and Central Regional Automated Funds Transfer System in Columbus, Ohio, each had six member banks on the list.

"MPX is one of the few associations that has a full-blown marketing campaign, including people that make calls on corporations, and it is really starting to pay off," said William R. Moroney, president of the National Automated Clearing House Association in Washington.

"They have done things that other associations, including the national one, can learn from, and I think you will begin to see that kind of transfer taking place in the months ahead," he added.

Conversely, some regional associations, such as Wisconsin's, do not even have full-time staffs, relying instead on banker volunteers and Federal Reserve support. This may have to change now that M&I and Northwestern Mutual Life have catapulted Wisconsin's association into the big league of originators.

Other big individual gainers included First National Bank of Atlanta, which rose to 28th place from 44th as transactions increased 120%, and Bank of Hawaii, Honolulu, which jumped to 66th from 100th on a 112% growth rate.

There were some losers: Trust Company Bank, Atlanta, lost one-third of its 1985 volume of 5.6 million and fell to 19th place from seventh.

Huntington National Bank, Columbus, Ohio, lost 45% of its 1985 volume and 51 places in the standings, to 77th from 26th.

In both cases, corporate customers decided to take their business to other banks. The percentage losses by these and others, such as Norwest Bank Nebraska (22%), Philadelphia National Bank (7%), and Chase Lincoln First Bank (8%), were more than offset by gains elsewhere.

Nine banks not among the top 100 last year made the list this year, replacing banks that either merged or grew too slowly to keep pace.

Five 1986 newcomers came from the MPX region, including No. 100, FirsTier Bank, Lincoln, Neb. Its 768,516 transactions were 28% more than what was necessary to be No. 100 a year earlier.

The most active new arrival was First Citizens Bank & Trust Co., Raleigh, N.C., in 81st position with just over a million items.

The automated clearing house market is highly concentrated in relatively few of the 17,500 financial institutions that are members of the 32 regional associations.

The top two originators — Chase and Bank of America — accounted for 69.3 million of the 398.1 million private sector transactions in 1986, or 17.4% of the market. This was down slightly from 17.8% of the previous year's 288.5 million commercial items.

The concentration ratio for the top five firms was 24.8% in 1986, compared with 25.5% in 1985.

The top 10 controlled 33.5% of the 1986 market, compared with 34.7% a year earlier.

This is the second of two articles on the *American Banker's* annual survey of automated clearing house activity. The first story appeared in Monday's paper on page 24.

This announcement appears for purposes of record.

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March 17, 1987

Mellon Offering No-Fee Checking In Philadelphia

Special to the American Banker

PHILADELPHIA — Mellon Bank (East), the Philadelphia-area subsidiary of Pittsburgh's Mellon Bank Corp., is offering a new, no-charge checking account as part of what it calls a banking program for low- and moderate-income communities.

The account requires no minimum balance, has no monthly maintenance fee, and allows six free checks a month, with a 50 cent per check charge after that. There is no charge for monthly statements, with canceled checks, but there is a charge of $5 for a book of 100 checks, after an initial 10 free checks.

There are no income or residence requirements. The new account allows welfare recipients to avoid often costly fees charged by check-cashing agencies.

The Mellon's program is unique here, according to spokesman James Smart, because it will be promoted widely in low- and moderate-income communities, via ads in community newspapers and during an "aggressive outreach program" of community seminars on financial topics. The program was introduced at a forum last week for almost 100 leaders of community organizations at the bank's downtown headquarters.

General requests for "lifeline" banking from community organizations here and elsewhere were considered in developing the program, Mellon said.

The bank added that minimums on small loans have been reduced from $2,500 to $1,000 to make borrowing easier.

Mellon also announced the formation of the Community Development Corp. by the Pittsburgh-based holding company to work with community groups statewide to support housing and small business. It will act as adviser and as lending or equity partners in neighborhood projects.

The unit was initially funded with $500,000 in seed money, plus a $3 million additional line of credit from Mellon. ■

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TOP 300 BANKS
— TABLES BEGIN ON P. 41

American Banker

The Daily Financial Services Newspa

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VOL. CLII NO. 54

Thursday, March 19, 1987

TODAY

FEATURE SECTION

LOSING YOUR JOB:Guaranteed job security in banking is a thing of the past. The experience of being laid off or fired is traumatic, but help is available. Overview starts on Page 17.

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IRVING BANK CORP. opened Irving Trust Company California to grab a greater share of the state's institutional and personal trust market... 2

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KEEPING CURRENT

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Sears Subsidiary Leads Banks in Deposit Gains

Delaware Unit Benefits From Discover Card Tie-In

By L. MICHAEL CACACE

American Banker
TOP 300 BANKS

Fastest Growing Bank in Top 300

Greenwood Trust Co. — The Discover Card Bank

(In Millions of Dollars)

	Deposits	Loans	Assets
December 31, 1986	$1,048.4	$987.9	$1,347.0
September 30, 1986	664.1	601.2	819.7
June 30, 1986	363.6	225.5	477.4
December 31, 1985	27.4	24.6	73.9

NEW YORK — For the second year in a row, a special-purpose bank has posted the largest nonmerger-related gain in deposits, according to the *American Banker*'s annual survey of the top 300 commercial banks.

The bank, Greenwood Trust Co. in New Castle, Del., is a subsidiary of Sears, Roebuck and Co., Chicago. It handles Sears' Discover credit card operations. Greenwood Trust's deposits rose 38-fold, to $1.05 billion at year-end 1986 from $27.4 million a year earlier. The bank's deposit growth is attributable to a Discover card option that allows customers to open a savings account at Greenwood Trust. The average balance on a Greenwood Trust savings account last year was $13,000. These accounts make up 99% of total deposits.

Greenwood Trust was acquired by Dean Witter Financial Services Group, another Sears subsidiary, in February 1985. The bank is a direct subsidiary of Dean Witter.

Chase Manhattan Bank (USA) NA, Wilmington, Del., a subsidiary of Chase Manhattan Corp., New York, had the largest deposit gain in 1985. The bank handles credit card operations for its parent. (The findings of the survey, including a list of the top 300 commercial banks, begin on page 41.)

A special-purpose bank, as defined for survey purposes, has a commercial

Survey: Page 54 ➻

VIEW FROM ABROAD

Foreign Banks Have a Vested Interest In the Demise of the Glass-Steagall Act

By JOHN J. DUFFY
London Bureau

LONDON — Strictly from a list of the participants, the continuing wrangle over the future of the Glass-Steagall Act would seem to be a purely domestic affair. With players like Citicorp, Morgan Guaranty Trust Co., and Bankers Trust New York Corp. pitted against adversaries like Goldman, Sachs & Co., Merrill Lynch & Co., and the Securities Industry Association, the debate often has the look of a somewhat overblown squabble among American financial services giants over how they plan to divide the American financial services pie.

Viewed from abroad, however, the Glass-Steagall debate encompasses a much wider group of participants. While major foreign banks are content to follow the debate from a respectful distance, they have more than a passing interest in the outcome. In many cases, foreign banks have already invested millions in global capital market operations built to span London, New York, and Tokyo time zones. In forecasting how soon those investments will pay off, the Glass-Steagall question has become an important variable.

That is because most foreign banks operating in the U.S. face the same re-

Glass-Steagall: Page 15 ➻

Fleet, Norstar Agree to Merge In Record Deal

By GORDON MATTHEWS

NEW YORK — In a deal carrying the biggest price tag yet among banking mergers, Fleet Financial Group Inc., Providence, R.I., and Norstar Bancorp., Albany, N.Y., have agreed to combine. The transaction is valued at $1.251 billion.

In terms of assets, Norstar would be the third largest U.S. bank acquired by another domestic bank, behind Crocker National Corp., San Francisco, which was acquired by Wells Fargo & Co., and Texas Commerce Bancshares, Houston, which is set to be acquired by Chemical New York Co.

Fleet: Page 54 ➻

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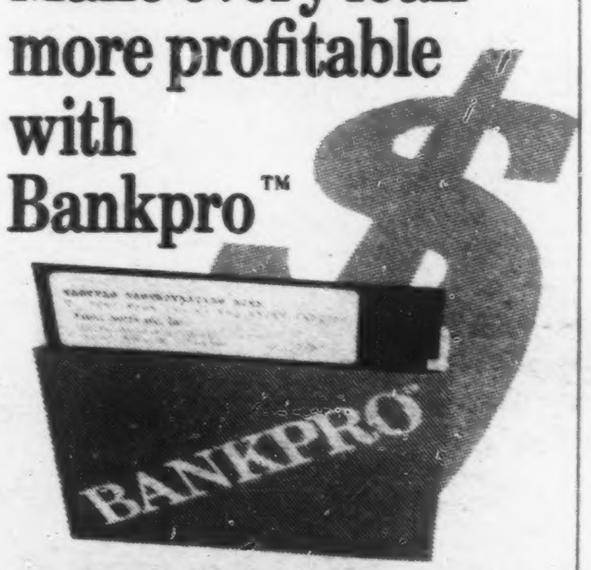

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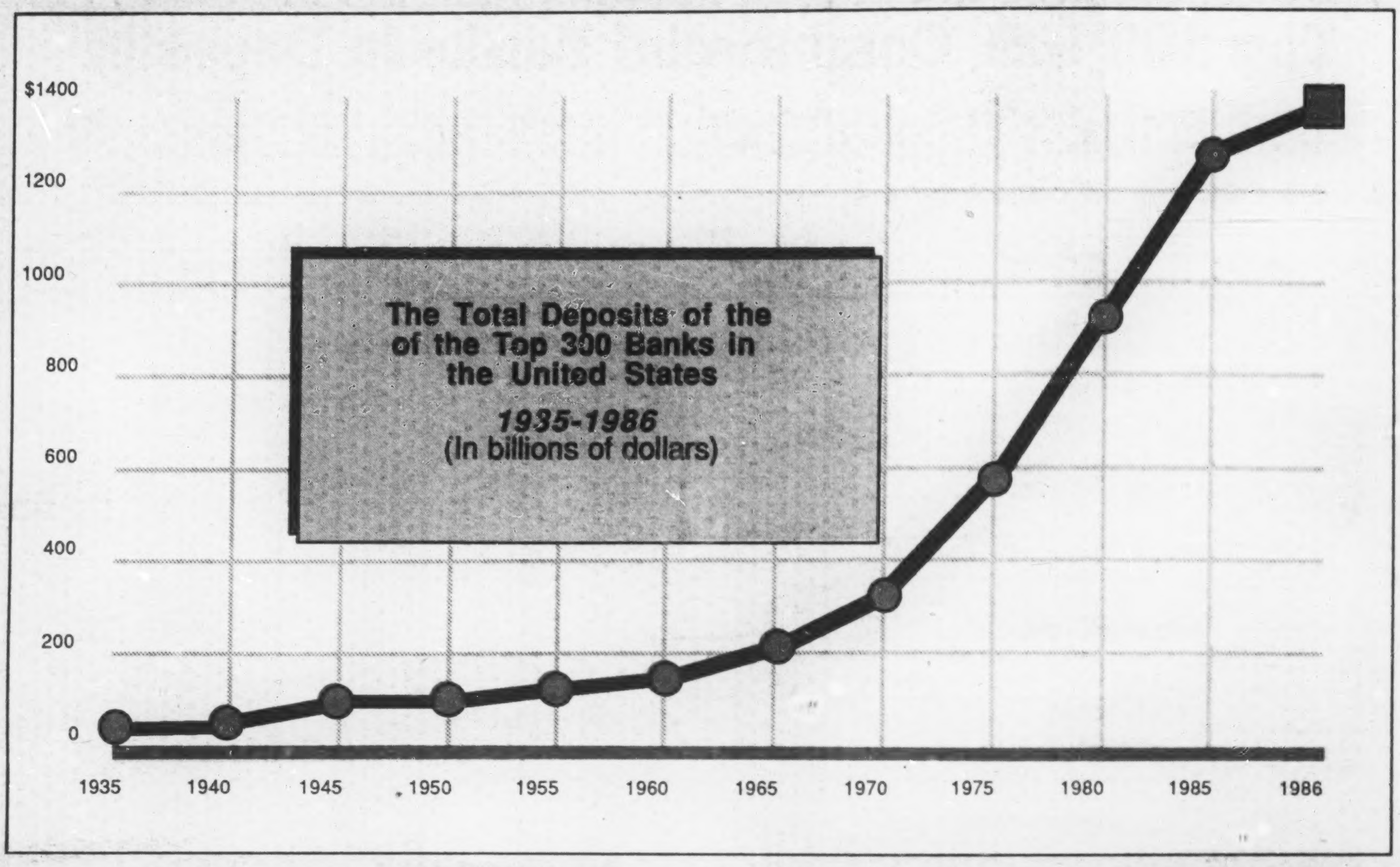
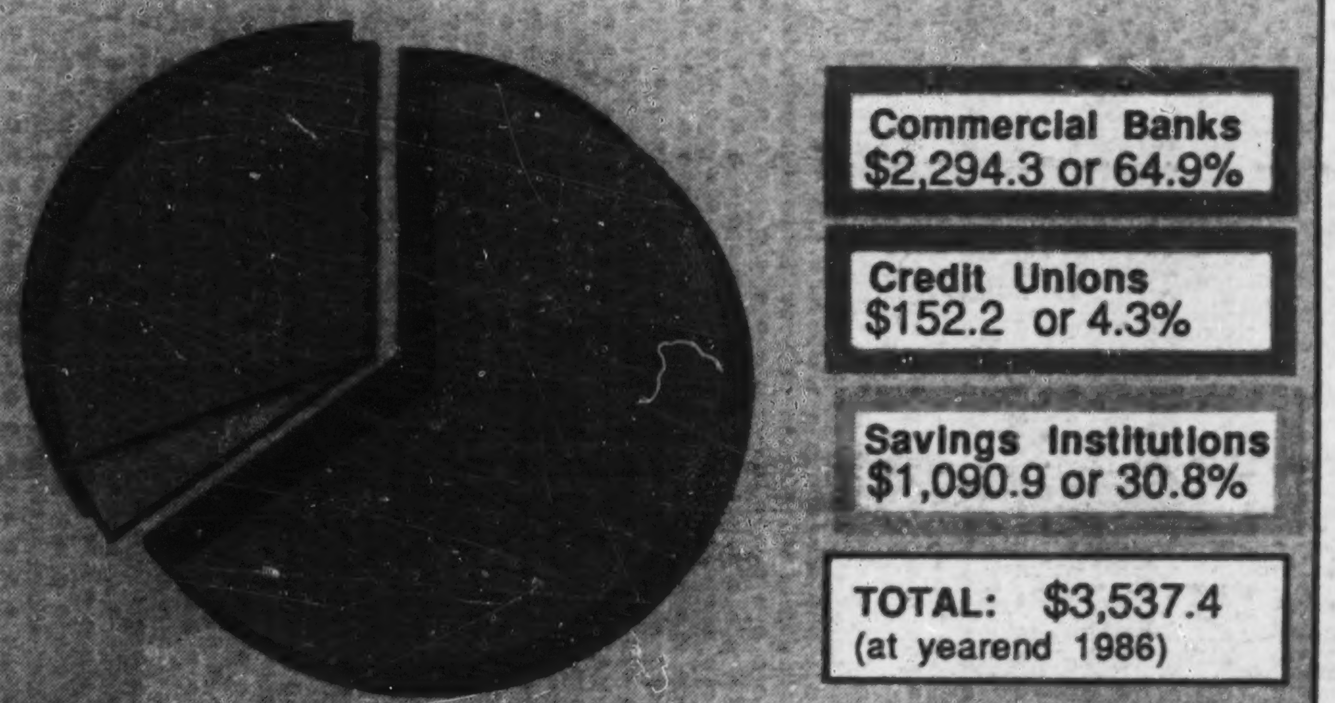
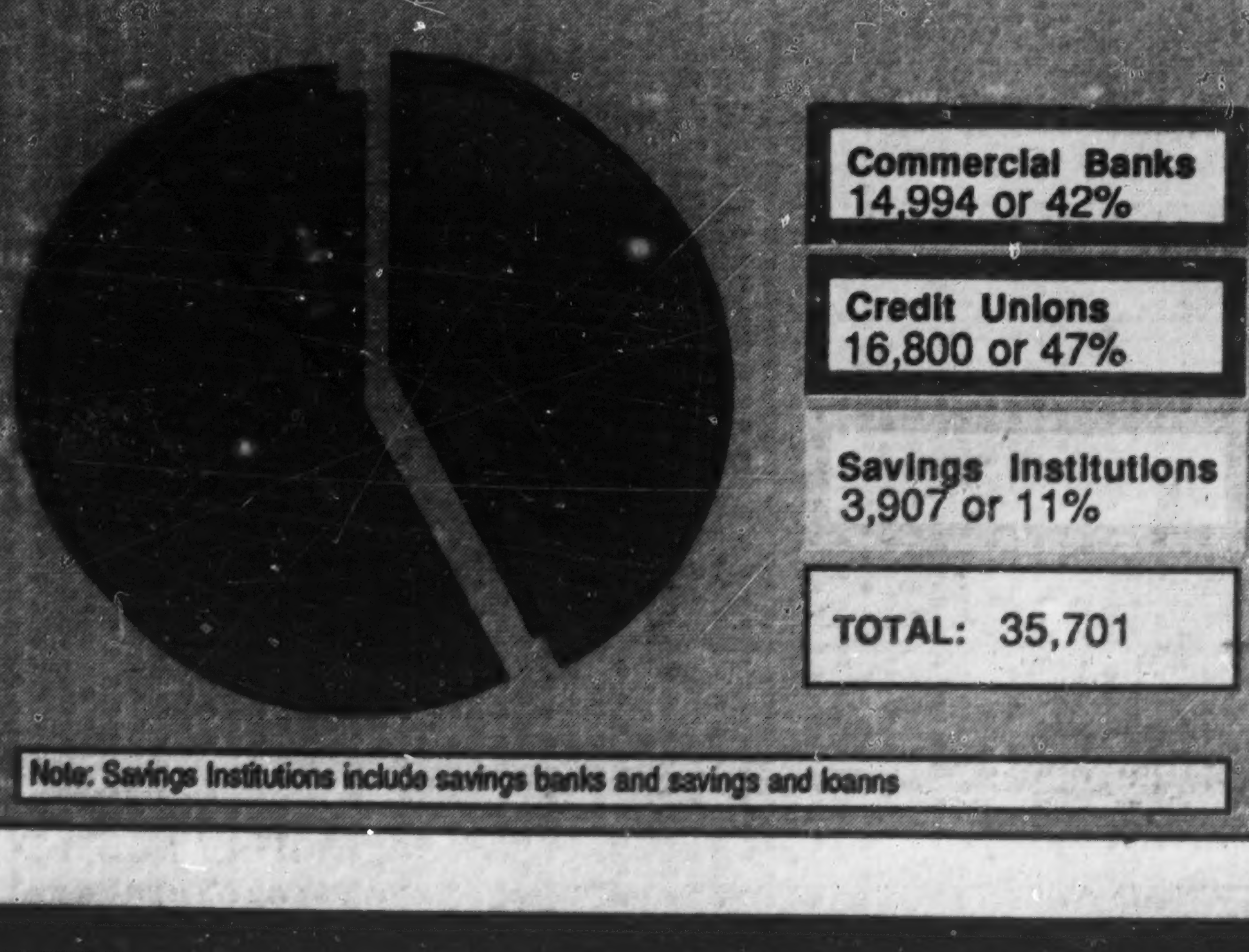


Where Are the Nation's Deposits Held?
(In billions of dollars)



Note: Includes deposits gathered both domestically and internationally by U.S. Institutions.

The Number of Deposit-Taking Institutions In the United States
December 31, 1986



Note: Savings Institutions include savings banks and savings and loanns

The Top 300 Commercial Banks

Top 300 U.S. Commercial Banks in Deposits

In Order of Deposits December 31, 1986, Compared with December 31, 1985, and December 31, 1981
Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Compiled by American Banker Copyright 1987

Rank 12/31/86		Deposits		Rank 1985	Gain	Deposits 12/31/81	Rank 1981	Equity Capital	
		12/31/86	12/31/85					12/31/86	12/31/85
1	Citibank NA, New York	102,933,000,000	94,386,000,000	1		72,471,147,000	2	8,009,000,000	7,037,000,000
2	Bank of America NT&SA, San Francisco	76,084,000,000	88,170,000,000	2		95,985,514,000	1	3,592,000,000	3,980,000,000
3	Chase Manhattan Bank NA, New York	60,899,893,000	58,774,855,000	3		58,585,662,000	3	4,715,600,000	4,454,725,000
4	Manufacturers Hanover Trust Co., New York	46,117,000,000	47,293,025,000	4		42,166,528,000	4	2,912,000,000	2,767,498,000
5	Morgan Guaranty Trust Co., New York	44,935,863,000	41,334,264,000	5		37,688,690,000	5	3,932,980,000	3,468,980,000
6	Chemical Bank, New York	39,163,000,000	35,961,297,000	6		30,673,591,000	6	2,893,000,000	2,729,051,000
7	Security Pacific National Bank, Los Angeles	34,574,626,000	32,884,306,000	7		23,441,590,827	9	2,052,200,000	1,872,714,000
8	Bankers Trust Co., New York	34,162,759,000	30,777,741,000	8		23,276,946,000	10	2,668,169,000	2,254,590,000
9	Wells Fargo Bank NA, San Francisco	33,286,916,000	15,130,243,000	14	+5	16,516,627,000	12	2,104,266,000	937,453,000
10	First National Bank, Chicago	24,909,690,000	24,334,226,000	9		25,867,640,000	8	1,620,087,000	1,542,086,000
11	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,695,628,000	18,481,291,000	11		29,881,262,000	7	2,114,016,000	2,015,402,000
12	First Interstate Bank of California, Los Angeles	18,115,591,000	16,501,344,000	13	+1	14,556,481,000	13	1,125,638,000	1,064,726,000
13	Marine Midland Bank NA, Buffalo, N.Y.	17,034,413,000	16,838,287,000	12		14,188,360,000	14	996,918,000	993,768,000
14	First National Bank, Boston	16,689,981,000	14,461,329,000	15	+1	10,490,450,000	17	1,202,794,000	1,062,616,000
15	Mellon Bank NA, Pittsburgh	15,049,613,000	13,778,109,000	16	+1	12,498,583,000	15	1,121,621,000	1,059,531,000
16	Bank of New York	14,970,194,000	12,330,888,000	17	+1	8,080,264,605	19	904,897,000	887,437,000
17	Irving Trust Co., New York	12,662,578,000	11,592,260,000	18	+1	12,381,224,000	16	935,895,000	866,415,000
18	Republic National Bank, New York	11,139,069,000	10,021,334,000	19	+1	5,313,908,922	25	1,580,814,000	1,440,927,000
19	NCNB National Bank of North Carolina, Charlotte	9,847,559,000	8,194,729,000	23	+4	5,232,583,000	26	668,360,000	551,042,000
20	National Bank of Detroit	9,714,319,000	8,951,708,000	21	+1	7,536,248,000	21	791,971,000	750,381,000
21	Southeast Bank NA, Miami	9,461,003,000	8,268,358,000	22	+1	5,008,198,000	29	581,443,000	511,427,000
22	Valley National Bank, Phoenix	9,218,623,000	8,156,938,000	24	+2	5,027,360,000	28	571,405,000	508,049,000
23	National Westminster Bank USA, New York	8,784,311,000	7,910,161,000	25	+2	4,725,764,000	30	621,044,000	554,443,000
24	RepublicBank Dallas NA	8,623,009,000	9,668,148,000	20		7,130,456,000	22	778,319,000	769,744,000
25	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	8,608,158,058	7,475,133,000	26	+1	4,490,414,717	32	708,458,914	621,079,000
26	Sovran Bank NA, Richmond	8,352,879,000	7,234,439,000	28	+2	2,491,752,000	61	592,008,000	536,715,000
27	Union Bank, Los Angeles	8,122,922,000	7,012,415,000	31	+4	5,206,310,000	27	555,443,000	511,224,000
28	Seattle-First National Bank	7,753,514,000	7,328,773,000	27		8,131,220,000	18	559,811,000	507,272,000
29	First Union National Bank, Charlotte, N.C.	7,597,348,000	6,590,068,000	32	+3	3,335,708,000	45	823,346,000	642,887,000
30	Pittsburgh National Bank	7,421,031,000	5,893,977,000	36	+6	4,441,283,330	33	627,080,000	530,366,000
31	Bank of New England NA, Boston	7,337,376,000	4,773,447,000	54	+ 23	2,517,638,630	60	468,010,000	296,265,000
32	Fidelity Bank NA, Malvern, Pa.	7,242,812,000	5,336,182,000	45	+ 13	570,558,000	275	400,003,000	313,520,000
33	Connecticut Bank & Trust Co. NA, Hartford, Conn.	7,215,016,000	6,090,426,000	35	+2	816,558,000	200	455,048,000	372,010,000
34	First Fidelity Bank NA, Newark, N.J.	7,209,772,000	6,206,679,000	34		1,661,854,000	106	511,945,000	457,153,000
35	Citizens & Southern National Bank, Atlanta	7,198,662,000	6,422,473,000	33		3,259,345,000	48	597,733,000	537,021,000
36	Connecticut National Bank, Hartford	7,045,299,000	5,536,721,000	41	+5	2,229,327,000	74	489,904,000	386,237,000
37	Boston Safe Deposit & Trust Co.	6,830,142,000	3,008,186,000	88	+ 51	377,625,367	416	412,047,000	201,634,000
38	NCNB National Bank of Florida, Tampa	6,746,423,000	4,352,221,000	62	+ 24	474,407,000	331	517,628,000	357,899,000
39	Philadelphia National Bank	6,442,770,000	5,744,503,000	39		4,410,424,000	34	477,459,000	425,529,000
40	Rainier National Bank, Seattle	6,316,803,000	5,822,460,000	37		4,319,135,000	35	459,314,000	406,664,000
41	United Virginia Bank, Richmond	6,111,774,000	5,313,361,000	46	+5	2,974,673,000	55	437,657,000	383,984,000
42	Harris Trust & Savings Bank, Chicago	6,096,175,000	5,534,960,000	43	+1	4,574,817,000	31	514,813,000	463,900,000
43	AmeriTrust Co. NA, Cleveland	6,081,623,000	5,103,142,000	48	+5	3,741,667,000	40	571,037,000	530,152,000
44	Comerica Bank-Detroit	5,911,414,000	5,787,590,000	38		3,822,523,000	39	384,380,000	369,326,000
45	First National Bank, Minneapolis	5,826,850,000	5,415,656,000	44		3,173,563,000	50	519,304,000	437,091,000
46	Florida National Bank, Jacksonville	5,795,374,000	4,959,029,000	51	+5	453,187,000	345	423,935,000	401,462,000
47	Maryland National Bank, Baltimore	5,789,068,000	4,908,024,000	52	+5	3,159,977,000	51	394,839,000	357,753,000
48	First Interstate Bank of Arizona NA, Phoenix	5,702,441,000	5,135,923,000	47		3,325,466,000	46	430,578,000	381,931,000
49	United States National Bank, Portland, Ore.	5,638,056,000	5,053,408,000	49		3,929,451,000	38	489,415,000	440,748,000
50	Texas Commerce Bank NA, Houston	5,607,112,000	7,052,245,000	29		5,819,287,000	24	630,611,000	600,247,000
51	MBank Dallas NA	5,465,342,000	5,736,819,000	40		2,683,655,000	57	248,010,000	361,606,000
52	Huntington National Bank, Columbus, Ohio	5,414,927,000	4,832,109,000	53	+1	2,354,686,00	68	405,654,000	368,001,000
53	Meridian Bank, Reading, Pa.	5,359,657,000	2,922,490,000	90	+ 37	1,754,337,000	93	422,081,000	236,515,000
54	First Union National Bank of Florida, Jacksonville	5,346,832,000	3,286,900,000	81	+ 27	1,674,768,000	103	329,727,000	213,883,000
55	California First Bank, San Francisco	5,286,106,000	4,698,329,000	57	+2	3,496,975,000	43	311,105,000	282,413,000
56	State Street Bank & Trust Co., Boston	5,254,894,000	4,552,314,000	59	+3	2,029,656,000	80	394,925,000	284,579,000
57	Manufacturers National Bank, Detroit	5,237,695,000	4,754,163,000	56		3,492,007,000	44	364,788,000	313,808,000
58	Bank of Tokyo Trust Co., New York	5,168,657,000	4,560,761,000	58		3,254,861,074	49	327,800,000	297,447,000
59	Northern Trust Co., Chicago	5,013,678,000	4,407,239,000	60	+1	4,318,122,000	36	384,997,000	362,925,000
60	First National Bank, Atlanta	4,976,636,000	5,005,013,000	50		2,267,638,000	72	379,044,000	317,748,000
61	Riggs National Bank, Washington, D.C.	4,832,701,000	4,391,330,000	61		3,002,749,000	53	265,634,000	247,349,000
62	First Interstate Bank of Oregon NA, Portland	4,711,130,000	4,125,686,000	64	+2	3,668,876,000	41	392,485,000	366,047,000
63	Fleet National Bank, Providence, R.I.	4,620,169,000	3,944,299,000	65	+2	2,720,206,000	56	362,577,000	309,600,000
64	European American Bank, New York	4,593,372,000	4,759,432,000	55		3,140,862,000	52	365,738,000	410,951,000
65	AmSouth Bank NA, Birmingham, Ala.	4,446,849,000	3,724,664,000	69	+4	1,405,589,000	120	417,804,000	378,287,000
66	Signet Bank/Virginia, Richmond (a)	4,394,393,000	3,643,291,000	71	+5	1,932,917,901	87	294,289,000	248,027,000
67	Provident National Bank, Philadelphia	4,384,556,000	3,675,004,000	70	+3	2,433,571,000	64	328,712,000	285,891,000
68	Bank of Hawaii, Honolulu	4,320,112,000	3,839,512,000	68		2,320,603,000	71	274,231,000	242,258,000
69	First Tennessee Bank NA, Memphis	4,255,373,000	3,874,100,000	66		1,397,059,000	121	319,618,000	312,968,000
70	Norwest Bank Minneapolis NA	4,104,098,000	4,268,538,000	63		3,279,847,000	47	304,287,000	288,991,000
71	First Florida Bank NA, Tampa	4,072,068,000	3,293,644,000	80	+9	912,122,000	179	307,509,000	267,511,000
72	National City Bank, Cleveland	4,020,597,000	3,231,406,000	82	+ 10	2,326,922,000	70	365,197,000	318,290,000
73	First Pennsylvania Bank NA, Philadelphia	4,007,509,000	3,869,890,000	67		3,560,527,000	42	359,985,000	344,193,000
74	Barnett Bank of South Florida NA, Miami	4,004,588,000	3,566,367,000	72		1,177,970,000	145	266,054,000	205,938,000
75	Society National Bank, Cleveland	3,988,552,000	2,139,512,000	128	+ 53	1,576,334,137	111	307,404,000	162,528,000
76	Sanwa Bank California, San Francisco	3,898,471,000	1,337,830,015	200	+124	720,081,000	231	327,418,000	89,984,001
77	Banco Popular de Puerto Rico, San Juan	3,820,226,000	3,365,265,114	77		2,111,731,741	78	283,042,000	221,273,533
78	Shawmut Bank NA, Boston	3,790,637,000	2,661,092,000	101	+ 23	1,950,058,000	86	312,338,000	233,103,000
79	Citibank (New York State) NA, Rochester	3,767,240,000	2,842,750,000	94	+ 15	956,733,000	173	451,264,000	402,212,000
80	Arizona Bank, Phoenix	3,763,043,000	3,304,909,000	79		1,775,828,261	91	243,236,000	222,068,000
81	American Security Bank NA, Washington, D.C.	3,714,283,000	3,179,998,000	83	+2	2,405,714,000	65	267,085,000	233,036,000
82	First National Bank of Maryland, Baltimore	3,640,641,000	3,113,665,000	85	+3	2,134,071,000	77	243,696,000	213,224,000
83	BancOhio National Bank, Columbus	3,592,106,000	3,403,932,000	75		4,009,985,000	37	343,237,000	291,332,000
84	InterFirst Bank Dallas NA	3,525,388,000	7,034,425,000	30		7,544,952,000	20	308,141,000	445,329,000
85	Chase Lincoln First Bank NA, Rochester, N.Y.	3,509,529,000	3,326,268,000	78		2,649,550,000	59	315,093,000	299,770,000
86	MBank Houston NA	3,498,278,000	3,365,912,000	76		716,363,000	232	209,293,000	270,090,000
87	Israel Discount Bank, New York	3,496,932,000	3,455,011,000	73		2,173,842,000	76	188,251,000	176,041,000
88	Mellon Bank (East) NA, Philadelphia	3,486,800,000	3,000,430,000	89	+1	3,000,483,000	54	228,550,000	270,366,000
89	First Alabama Bank, Montgomery	3,454,611,000	2,040,163,000	140	+ 51	412,498,000	381	338,342,000	220,275,000
90	Trust Company Bank, Atlanta	3,387,271,000	3,044,746,000	87		1,364,148,000	124	348,929,000	287,896,000
91	South Carolina National Bank, Columbia	3,326,106,000	3,050,211,000	86		1,311,673,000	131	283,960,000	253,421,000
92	First City National Bank, Houston	3,324,729,000	5,535,797,000	42		6,762,474,000	23	152,846,000	465,036,000
93	Midlantic National Bank, Newark, N.J.	3,316,147,000	2,455,918,000	111	+ 18	1,781,154,000	90	276,144,000	196,558,000
94	Central Fidelity Bank, Richmond	3,236,543,000	2,713,241,000	98	+4	319,296,000	481	223,399,000	210,362,000
95	First National Bank, St. Paul, Minn.	3,202,279,000	3,162,067,000	84		2,012,186,000	81	311,364,000	260,092,000
96	First Wisconsin National Bank, Milwaukee	3,129,967,000	2,887,542,000	91		2,396,727,000	66	229,340,000	211,005,000
97	Mercantile Bank NA, St. Louis	3,126,033,000	241,448,000	856	+759	151,348,000	950	320,674,000	20,173,000
98	Norstar Bank of Upstate NY, Albany	3,084,882,000	2,439,928,000	113	+ 15	757,723,264	223	223,791,000	209,069,000
99	Boatmen's National Bank, St. Louis	3,072,712,000	2,199,866,000	123	+ 24	729,250,000	228	262,989,000	181,238,000
100	American National Bank & Trust Co., Chicago	3,023,234,000	2,827,747,000	95		2,083,569,000	79	214,430,000	198,036,000

The 1986 deposits may not be comparable to 1985 and 1981 deposits because some banks reported Federal regulatory deposits one year and deposits from public statements — based on general accounting principals — in the other years. In addition, some banks had sizable mergers or acquisitions. With respect to mergers, American Banker follows the bank of charter in determining the surviving bank. Equity capital is the sum of perpetual preferred stock, common stock, surplus, and undivided profits and capital reserves. In addition, for large banks, equity capital includes the cumulative foreign currency translation adjustments. (a)—New title for Bank of Virginia. Its new title becomes effective on 3/30/87. Its new title is shown above. N.A.— Not available.

Top 300 U.S. Commercial Banks in Deposits

In Order of Deposits December 31, 1986, Compared with December 31, 1985, and December 31, 1981
Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Compiled by American Banker Copyright 1987

Rank		Deposits		Rank		Deposits	Rank	Equity Capital	
12/31/86		12/31/86	12/31/85	1985	Gain	12/31/81	1981	12/31/86	12/31/85
101	Industrial Bank of Japan Trust Co., New York	3,017,518,000	2,398,026,000	115	+ 14	1,109,365,000	153	215,796,000	155,076,000
102	First Hawaiian Bank, Honolulu	2,996,423,000	2,666,454,000	100		1,732,316,000	97	190,950,000	173,211,000
103	Indiana National Bank, Indianapolis	2,989,642,000	2,862,235,000	93		1,806,822,000	89	236,917,000	207,249,000
104	Sumitomo Bank of California, San Francisco	2,969,141,000	2,669,614,298	99		1,747,532,858	94	152,041,000	137,876,555
105	Fuji Bank & Trust Co., New York	2,933,972,000	2,427,997,000	114	+9	1,384,171,791	122	184,077,000	142,337,000
106	Equitable Bank NA, Baltimore	2,925,112,000	2,778,688,000	97		1,674,739,000	104	202,125,000	181,002,000
107	Allied Bank of Texas, Houston	2,886,918,000	3,441,145,000	74		1,356,067,964	125	280,235,000	302,563,000
108	First Interstate Bank of Washington NA, Seattle	2,876,589,000	2,797,640,000	96		1,419,339,225	118	238,997,000	215,890,000
109	Branch Banking & Trust Co., Wilson, N.C.	2,836,926,000	2,312,619,000	119	+ 10	980,723,000	170	210,505,000	192,379,000
110	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	2,816,220,000	2,462,743,000	110		1,531,023,000	113	223,317,000	198,028,000
111	Bank One Indianapolis NA	2,790,138,000	2,884,807,000	92		1,959,159,000	85	211,455,000	190,195,000
112	United Jersey Bank, Hackensack, N.J.	2,785,454,000	2,369,318,000	117	+5	1,335,233,000	128	195,830,000	145,121,000
113	First National Bank, Louisville, Ky.	2,785,161,000	2,498,199,000	109		1,874,576,000	88	244,040,000	217,221,000
114	Citizens & Southern National Bank, Charleston, S.C.	2,775,854,470	2,234,234,855	122	+8	965,980,000	172	165,317,866	142,218,590
115	Bank of California NA, San Francisco	2,746,841,000	2,509,226,000	107		2,452,860,000	63	240,611,000	212,584,000
116	Sovran Bank/Maryland, Bethesda	2,736,810,000	2,503,923,000	108		1,244,015,391	138	189,505,000	198,081,000
117	Sun Bank NA, Orlando, Fla.	2,735,017,000	2,568,866,000	103		1,019,732,000	163	199,454,000	181,688,000
118	Continental Bank, Norristown, Pa.	2,703,407,000	2,444,072,000	112		1,730,270,000	98	190,787,000	182,027,000
119	City National Bank, Beverly Hills, Calif.	2,669,512,000	1,990,789,000	142	+ 23	1,274,795,000	135	165,184,000	146,250,116
120	First-Citizens Bank & Trust Co., Raleigh, N.C.	2,632,843,000	2,382,529,000	116		1,320,219,270	130	176,864,000	156,727,000
121	Bank Leumi Trust Co., New York	2,616,152,000	2,557,104,733	105		1,975,286,255	84	123,120,000	116,745,829
122	First Interstate Bank of Nevada NA, Reno	2,605,685,000	2,314,965,124	118		1,685,785,000	102	220,316,000	227,780,878
123	BayBank Middlesex, Burlington, Mass.	2,536,684,000	2,053,140,668	137	+ 14	1,026,625,232	162	160,042,000	123,511,503
124	Dominion Bank NA, Roanoke, Va.	2,513,517,000	2,126,129,000	129	+5	1,074,193,037	155	187,792,000	164,293,000
125	Midlantic National Bank/North, West Paterson, N.J.	2,497,782,000	2,053,616,441	136	+ 11	841,950,000	193	171,846,000	144,119,818
126	Centerre Bank NA, St. Louis, Mo.	2,483,740,000	35,176,000	6655		....	...	216,148,000	1,736,000
127	First American Bank of Virginia, McLean	2,465,376,000	2,062,640,000	134	+7	821,680,315	197	163,050,000	139,067,000
128	National Community Bank, Rutherford, N.J.	2,435,807,221	1,707,471,046	164	+ 36	1,003,195,421	166	140,216,760	118,978,017
129	United States Trust Co., New York	2,391,550,000	2,610,250,000	102		1,664,022,018	105	155,401,000	136,199,000
130	Old Kent Bank & Trust Co., Grand Rapids, Mich.	2,375,022,000	2,043,801,000	139	+9	1,213,105,000	140	147,424,000	136,944,000
131	Central Bank of the South, Birmingham, Ala.	2,372,089,000	2,243,380,000	121		1,745,849,705	95	215,163,000	195,768,000
132	Hamilton Bank, Lancaster, Pa.	2,358,593,000	2,155,228,000	126		1,559,057,000	112	177,970,000	165,755,000
133	Manufacturers & Traders Trust Co., Buffalo, N.Y.	2,327,661,000	2,049,704,000	138	+5	1,411,293,446	119	162,081,000	138,411,000
134	First Security Bank of Utah NA, Ogden	2,298,064,000	2,181,378,000	125		1,725,977,000	99	170,956,000	170,992,000
135	Union Trust Co., Stamford, Conn.	2,296,240,000	1,898,787,000	145	+ 10	1,050,831,000	158	167,904,000	134,210,000
136	Rhode Island Hospital Trust National Bank, Providence	2,265,439,000	1,875,218,000	150	+ 14	1,240,833,000	139	148,492,000	130,176,000
137	Zions First National Bank, Salt Lake City, Utah	2,263,403,000	2,141,634,000	127		1,493,908,000	115	154,508,000	137,498,000
138	Bank One Columbus NA, Ohio	2,227,420,921	2,072,523,519	132		1,066,852,456	156	185,954,982	159,443,581
139	United Bank of Arizona, Phoenix	2,224,049,000	1,828,670,000	154	+ 15	703,555,000	236	122,611,000	102,662,000
140	Idaho First National Bank, Boise	2,220,140,000	2,250,092,000	120		1,582,158,000	110	175,902,000	190,223,000
141	Wilmington Trust Co., Del.	2,196,006,000	1,805,641,000	157	+16	1,137,688,000	151	169,891,000	144,157,000
142	Imperial Bank, Los Angeles	2,188,467,000	1,534,091,757	180	+ 38	1,182,396,000	144	115,733,000	82,037,418
143	Hibernia National Bank, New Orleans, La.	2,177,568,000	1,894,855,000	146	+3	896,948,000	184	148,539,000	119,190,000
144	Deposit Guaranty National Bank, Jackson, Miss.	2,167,631,000	2,071,701,000	133		1,288,672,000	133	182,354,000	161,153,000
145	First American National Bank, Nashville, Tenn.	2,157,362,000	1,842,890,000	153	+8	1,206,003,000	141	168,010,000	131,568,000
146	Banco de Ponce, P.R.	2,151,508,496	1,906,187,154	144		1,156,182,222	149	136,965,533	118,986,666
147	Central Trust Co. NA, Cincinnati	2,149,022,000	1,798,971,000	159	+ 12	940,145,000	177	165,221,000	149,710,000
148	Toledo Trust Co., Ohio	2,133,315,000	1,667,451,000	170	+ 22	698,741,000	240	160,852,000	140,347,000
149	Signet Bank/Maryland, Baltimore (a)	2,115,776,000	1,824,389,000	155	+6	1,075,654,000	154	138,703,000	126,704,000
150	Peoples National Bank, Seattle	2,103,196,000	1,995,695,000	141		1,302,582,000	132	123,987,000	125,515,000
151	Barclays Bank of New York NA	2,084,769,000	1,672,177,000	169	+ 18	252,471,000	577	117,426,000	101,585,000
152	Whitney National Bank, New Orleans, La.	2,072,152,000	1,680,552,000	168	+ 16	1,496,820,268	114	212,860,000	215,519,000
153	Third National Bank, Nashville, Tenn.	2,070,662,000	2,090,027,000	130		1,187,044,000	143	173,510,000	168,615,000
154	Texas American Bank/Fort Worth NA	2,039,237,000	2,198,540,000	124		1,469,465,000	117	107,289,000	156,565,000
155	Equibank, Pittsburgh	2,020,817,000	1,881,744,000	147		2,228,097,000	75	154,471,000	120,825,000
156	New Jersey National Bank, Pennington	1,994,164,000	1,792,262,000	160	+4	1,005,894,000	165	131,973,000	125,884,000
157	SouthTrust Bank of Alabama NA, Birmingham	1,977,686,000	1,683,028,000	167	+ 10	949,539,384	175	169,081,000	137,009,000
158	United Bank of Denver NA	1,972,182,000	2,081,943,000	131		1,595,979,000	109	118,268,000	152,112,000
159	Citytrust, Bridgeport, Conn.	1,966,164,000	1,545,546,000	179	+ 20	603,734,000	264	133,197,000	93,684,000
160	Merchants National Bank & Trust Co., Indianapolis	1,965,399,000	1,818,204,000	156		1,251,477,233	137	177,500,000	142,982,000
161	Trustmark National Bank, Jackson, Miss.	1,961,470,949	1,803,204,457	158		1,134,655,000	152	151,584,688	135,353,576
162	Fifth Third Bank, Cincinnati	1,952,343,000	1,564,580,000	175	+ 13	857,339,248	189	169,998,000	151,534,000
163	Bank South NA, Atlanta, Ga.	1,945,493,000	1,737,936,000	162		794,210,000	205	146,654,000	129,210,000
164	First Jersey National Bank, Jersey City	1,940,916,000	1,528,750,000	181	+ 17	768,846,232	216	107,216,000	97,410,000
165	Bank of Baltimore	1,929,407,000	1,545,857,000	178	+ 13	....	...	190,291,000	188,138,000
166	Commerce Union Bank, Nashville, Tenn.	1,913,838,000	1,598,988,000	173	+7	1,047,650,502	159	154,918,000	103,425,000
167	Key Bank NA, Albany, N.Y.	1,900,898,000	1,589,826,000	174	+7	920,277,000	178	126,694,000	116,595,000
168	Michigan National Bank, Detroit	1,881,591,000	1,513,425,000	184	+ 16	1,475,581,000	116	129,932,000	105,600,000
169	Barnett Bank of Southwest Fla. NA, Sarasota	1,878,772,000	325,910,901	645	+476	65,815,000	2570	152,161,000	17,834,000
170	Bank of Boston Connecticut, Waterbury, Conn.	1,865,752,000	1,487,219,000	188	+ 18	996,624,521	168	112,765,000	87,992,000
171	Union National Bank, Pittsburgh	1,829,321,000	1,729,000,000	163		1,170,089,000	147	131,066,000	121,477,000
172	Citizens First National Bank, Ridgewood, N.J.	1,826,334,000	1,362,691,000	198	+ 26	558,382,000	280	112,445,000	88,705,000
173	Midlantic National Bank/South, Cherry Hill, N.J.	1,802,485,000	1,849,280,000	152		758,709,000	221	139,114,000	135,555,000
174	Liberty National Bank & Trust Co., Oklahoma City	1,793,574,000	1,856,871,000	151		1,737,090,994	96	96,981,000	121,039,000
175	First National Bank, Cincinnati	1,779,710,000	1,506,570,000	186	+ 11	940,602,000	176	173,327,000	166,960,000
176	NCNB South Carolina, Columbia	1,757,860,000	1,702,384,000	165		969,730,658	171	206,311,000	141,154,000
177	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,735,399,000	1,547,435,000	177		768,561,000	217	111,872,000	100,765,000
178	Citibank (South Dakota) NA, Sioux Falls	1,691,402,000	2,054,864,000	135		1,638,885,499	107	713,239,000	735,766,000
179	Mitsui Manufacturers Bank, Los Angeles	1,679,677,000	1,738,541,000	161		1,267,952,000	136	106,903,000	117,119,000
180	Sun Bank/Miami NA	1,660,762,000	1,316,310,000	208	+ 28	632,137,027	254	101,881,000	87,885,000
181	M & I Marshall & Ilsley Bank, Milwaukee	1,660,053,000	1,528,032,000	182	+1	773,004,000	214	150,487,000	129,908,000
182	Sun Bank/South Florida NA, Fort Lauderdale	1,624,663,000	952,349,000	277	+ 95	198,858,000	740	116,273,000	70,153,000
183	National State Bank, Elizabeth, N.J.	1,624,149,000	1,328,101,000	204	+ 21	793,572,031	206	89,283,000	81,706,000
184	First Virginia Bank, Falls Church	1,622,736,000	1,317,834,000	207	+ 23	664,006,561	247	110,161,000	95,953,000
185	First National Bank of Commerce, New Orleans, La.	1,616,015,000	1,629,221,000	171		850,979,000	190	144,704,000	142,016,000
186	Society Bank NA, Dayton, Ohio	1,603,295,000	985,201,471	267	+ 81	493,783,000	319	102,035,000	61,681,440
187	Barnett Bank of Palm Beach Cty., West Palm Beach, Fla.	1,600,214,000	1,434,335,000	192	+5	264,758,501	554	88,683,000	71,690,000
188	First National Bank, Akron, Ohio	1,591,697,783	1,526,600,000	183		800,320,617	203	161,304,205	151,475,000
189	Long Island Trust Co. NA, Garden City, N.Y.	1,589,360,000	1,413,511,000	194	+5	870,132,000	188	106,182,000	95,121,000
190	Bank of Oklahoma NA, Tulsa	1,576,119,000	1,419,368,000	193	+3	1,205,405,000	142	174,766,000	98,254,000
191	United Carolina Bank, Whiteville, N.C.	1,575,631,000	1,303,589,000	210	+ 19	648,372,000	250	107,896,000	97,583,000
192	Frost National Bank, San Antonio, Tex.	1,573,166,380	1,557,626,000	176		1,065,297,868	157	95,868,720	94,632,000
193	First Interstate Bank of Denver NA	1,568,223,000	1,684,634,718	166		206,486,375	703	149,497,000	141,295,311
194	Norstar Bank, Rochester, N.Y.	1,564,329,000	1,388,608,000	196	+2	609,518,000	259	128,712,000	109,884,489
195	Liberty National Bank & Trust Co., Louisville, Ky.	1,556,551,000	1,369,373,000	197	+2	763,884,000	218	125,954,000	112,162,000
196	First National Bank, Toms River, N.J.	1,548,080,000	1,112,231,000	235	+ 39	528,275,125	301	95,613,000	71,361,000
197	First Fidelity Bank NA, Burlington Twp., N.J.	1,546,848,000	1,483,543,000	189		220,171,000	656	116,886,000	108,230,000
198	Puget Sound National Bank, Tacoma, Wash.	1,536,860,000	1,277,867,000	214	+ 16	778,854,000	211	109,714,000	89,564,000
199	Union Planters National Bank, Memphis, Tenn.	1,533,295,000	1,323,400,000	206	+7	898,436,161	183	166,641,000	129,608,000
200	Commerce Bank of St. Louis County NA, Clayton, Mo.	1,529,180,000	1,114,445,000	234	+ 34	70,147,314	2366	112,380,000	88,784,000

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Top 300 U.S. Commercial Banks in Deposits

In Order of Deposits December 31, 1986, Compared with December 31, 1985, and December 31, 1981
Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Compiled by American Banker Copyright 1987

Rank		Deposits		Rank	Gain	Deposits	Rank	Equity Capital	
12/31/86		12/31/86	12/31/85	1985		12/31/81	1981	12/31/86	12/31/85
201	Barnett Bank of Central Florida NA, Winter Park	1,519,424,000	1,248,831,000	217	+ 16	428,059,000	369	88,632,000	71,342,000
202	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	1,491,600,000	1,458,537,000	191		655,812,093	249	130,001,000	118,551,000
203	Southern National Bank, Lumberton, N.C.	1,486,717,000	1,325,395,000	205	+2	525,572,880	304	99,366,000	90,297,000
204	Horizon Bank NA, Morristown, N.J.	1,467,768,000	1,290,287,000	213	+9	545,403,000	285	100,541,000	91,963,000
205	First Security Bank of Idaho NA, Boise	1,462,698,000	1,483,061,000	190		1,162,732,605	148	111,879,000	104,278,000
206	National Bank of Washington, D.C.	1,456,468,000	1,189,550,000	221	+ 15	819,666,680	198	97,108,000	86,951,000
207	First Eastern Bank NA, Wilkes-Barre, Pa.	1,455,386,000	1,115,353,000	231	+ 24	732,249,000	227	116,000,000	96,272,000
208	Michigan National Bank, Lansing	1,449,501,000	1,506,774,000	185		1,369,334,000	123	96,209,000	86,555,000
209	RepublicBank Houston NA	1,438,548,000	1,881,143,000	148		1,142,081,728	150	126,436,000	123,313,000
210	Old National Bank, Spokane, Wash.	1,422,221,000	1,308,916,000	209		1,037,994,606	161	96,567,000	90,583,000
211	IBJ Schroder Bank & Trust Co., New York	1,413,195,000	1,622,787,000	172		1,761,170,000	92	372,103,000	128,482,000
212	Exchange National Bank, Chicago	1,412,419,000	1,120,200,000	229	+17	471,184,000	336	99,633,000	88,796,000
213	Sunwest Bank of Albuquerque NA, N.M.	1,411,564,000	1,267,294,711	215	+2	832,652,640	194	116,141,000	102,354,628
214	First Fidelity Bank NA/North Jersey, Totowa, N.J.	1,397,975,000	1,243,741,000	218	+4	22,279,000	7668	100,509,000	85,895,000
215	United Missouri Bank of Kansas City NA	1,379,970,000	1,295,629,000	211		846,018,000	191	132,226,000	122,914,892
216	Norstar Bank of Long Island, Hempstead, N.Y.	1,372,612,000	1,068,288,000	246	+ 30	202,114,573	721	81,981,000	73,662,000
217	Bank One Dayton NA, Ohio	1,369,514,000	1,262,983,000	216		882,862,000	187	111,513,000	95,927,000
218	Valley National Bank, Passaic, N.J.	1,347,445,000	1,040,386,000	252	+ 34	485,554,930	327	108,171,000	76,287,000
219	Hibernia Bank, San Francisco	1,330,473,000	1,006,392,000	262	+43	790,357,000	208	101,055,000	101,352,000
220	Boatmen's First National Bank, Kansas City, Mo.	1,327,742,000	1,336,270,000	202		770,203,000	215	130,441,000	124,275,000
221	Norwest Bank South Dakota NA, Sioux Falls	1,321,967,000	1,331,892,000	203		455,200,251	344	83,386,000	81,024,000
222	Citizens Bank & Trust Co., Riverdale, Md.	1,321,771,377	1,032,436,616	254	+ 32	601,539,466	265	136,065,769	111,631,981
223	Bank of Delaware, Wilmington	1,318,743,000	1,114,860,000	233	+ 10	669,304,984	245	96,277,000	83,466,000
224	InterFirst Bank Austin NA, Tex.	1,306,282,000	1,337,015,000	201		758,397,215	222	96,034,000	102,673,000
225	First American Bank NA, Washington, D.C.	1,299,986,000	1,074,773,000	244	+ 19	541,346,442	291	81,585,000	70,345,000
226	Merchants Bank NA, Allentown, Pa.	1,296,180,130	1,169,383,000	222		547,336,000	283	109,927,000	99,713,000
227	Bank of New England-West NA, Springfield, Mass.	1,289,813,000	1,119,641,000	230	+3	473,801,000	333	77,896,000	65,300,000
228	Manufacturers Hanover Bank (Delaware), Wilmington	1,277,068,647	1,406,772,000	195		....	...	216,928,768	202,929,000
229	Barnett Bank of Jacksonville NA, Fla.	1,268,547,000	1,048,655,000	250	+ 21	516,428,305	308	76,453,000	62,263,000
230	Louisiana National Bank, Baton Rouge	1,257,742,000	1,089,261,000	237	+7	709,112,060	233	85,480,000	91,379,000
231	Morgan Bank (Delaware), Wilmington	1,256,227,000	1,203,724,000	220		....	...	280,633,000	259,102,000
232	Valley Bank of Nevada, Las Vegas	1,253,615,752	974,198,000	270	+38	763,491,183	219	83,732,549	75,618,000
233	Merchants Bank, Kansas City, Mo.	1,249,572,000	160,348,000	1336	+1103	128,574,027	1147	61,674,000	5,970,000
234	National Bank of Georgia, Atlanta	1,247,533,000	1,136,029,000	225		381,794,000	413	102,045,000	85,556,000
235	Daiwa Bank Trust Co., New York	1,245,058,704	902,954,000	290	+55	811,006,000	201	78,744,368	73,730,000
236	Mitsubishi Bank of California, Los Angeles	1,242,906,000	1,125,820,000	228		445,937,526	353	82,714,000	71,697,000
237	Norstar Bank NA, Buffalo, N.Y.	1,214,926,668	914,952,649	288	+ 51	630,540,982	256	92,202,606	72,745,793
238	Commonwealth National Bank, Harrisburg, Pa.	1,196,363,000	1,083,177,000	241	+3	911,760,000	180	77,081,000	93,766,000
239	San Diego Trust & Savings Bank, Calif.	1,194,804,902	990,261,000	266	+ 27	581,039,000	272	73,353,050	56,024,000
240	Marine Bank NA, Milwaukee	1,194,139,000	1,114,981,000	232		605,227,000	262	95,043,000	90,643,000
241	Norwest Bank Nebraska NA, Omaha	1,192,698,000	1,145,307,000	224		410,141,000	388	81,448,000	81,152,000
242	Key Bank of Central New York, Syracuse	1,189,410,000	1,082,293,000	242		522,439,680	307	84,832,000	74,823,000
243	Commerce Bank of Kansas City NA, Mo.	1,182,532,000	1,051,565,000	249	+6	783,363,000	210	99,250,000	95,061,000
244	Sun Bank of Tampa Bay, Tampa, Fla.	1,176,700,000	480,107,000	464	+220	219,789,000	659	76,136,000	38,180,000
245	Trust Company of New Jersey, Jersey City	1,166,419,000	1,043,897,000	251	+6	656,959,000	248	65,616,000	56,658,000
246	BayBank Norfolk County Trust Co., Dedham, Mass.	1,154,821,000	945,223,646	280	+ 34	528,454,233	299	78,582,000	69,227,925
247	Princeton Bank, N.J.	1,149,722,000	961,583,000	273	+ 26	231,333,000	623	97,862,000	92,832,000
248	Bank One Cleveland NA	1,149,691,200	1,030,029,347	256	+8	372,895,271	423	105,182,919	91,713,740
249	Bank IV Wichita NA, Kan.	1,143,485,000	1,089,172,000	238		720,666,000	230	93,884,000	92,471,000
250	Central Carolina Bank & Trust Co. NA, Durham, N.C.	1,141,457,000	998,129,000	265	+ 15	496,727,044	316	85,823,000	76,155,000
251	Casco Northern Bank NA, Portland, Me.	1,139,885,000	924,672,438	287	+ 36	363,549,333	435	66,491,000	57,395,352
252	Norwest Bank Des Moines NA, Iowa	1,132,949,000	1,031,529,000	255	+3	745,295,000	225	73,373,000	68,761,000
253	Bank of the West, San Francisco	1,130,252,000	1,076,761,000	243		775,025,000	212	89,426,000	85,536,000
254	First American Bank & Trust, North Palm Beach, Fla.	1,126,382,000	956,987,000	275	+ 21	356,323,000	441	71,886,000	65,023,000
255	Barclays Bank of California, San Francisco	1,124,398,000	1,051,872,000	248		723,474,000	229	68,762,000	65,816,000
256	Chase Manhattan Bank (USA) NA, Wilmington, Del.	1,121,748,000	1,293,662,000	212		....	...	310,292,000	191,273,000
257	Marquette Bank Minneapolis NA	1,116,423,000	1,027,646,000	258	+1	218,000,000	664	85,929,000	81,667,000
258	Banco de Santander-Puerto Rico, Hato Rey	1,114,340,436	1,028,387,146	257		607,925,992	260	87,908,695	77,090,159
259	Midlantic National Bank/Merchants, Neptune, N.J.	1,108,499,000	637,317,424	374	+115	341,936,500	458	78,552,000	46,523,858
260	Amalgamated Bank, New York	1,105,358,125	1,013,734,746	261	+1	570,890,928	274	81,382,503	73,408,766
261	NBC Bank-San Antonio NA, Tex.	1,105,235,525	1,021,395,275	259		774,459,742	213	74,199,442	70,549,160
262	Bank One of Eastern Ohio NA, Youngstown	1,102,370,000	1,088,068,000	239		285,758,004	517	105,379,000	94,612,000
263	LaSalle National Bank, Chicago	1,096,086,000	1,055,247,000	247		984,149,000	169	97,457,000	89,590,000
264	Jefferson National Bank, Charlottesville, Va.	1,092,905,000	959,725,000	274	+ 10	27,201,760	6548	100,705,000	89,595,000
265	Shawmut Worcester County Bank NA, Worcester, Mass.	1,089,756,900	951,633,054	278	+ 13	635,771,000	252	72,076,961	63,110,000
266	Security Bank & Trust Co., Southgate, Mich.	1,080,017,000	936,405,000	284	+ 18	667,020,081	246	72,119,000	66,311,000
267	Westamerica Bank NA, San Rafael, Calif.	1,078,063,000	924,839,000	286	+ 19	34,893,000	5177	67,194,000	54,123,000
268	Arlington Trust Co., Lawrence, Mass.	1,077,325,000	954,422,381	276	+8	582,201,000	271	68,817,000	60,915,451
269	Central Bank, San Francisco	1,062,518,600	1,157,967,000	223		804,647,000	202	84,466,800	79,423,000
270	Banco Central Corp., Hato Rey, P.R.	1,061,881,452	1,004,493,796	263		788,902,196	209	119,248,954	105,639,480
271	Texas Commerce Bank-Austin NA	1,060,541,000	966,180,884	272	+1	670,467,458	244	70,175,000	80,799,670
272	Provident Bank, Cincinnati	1,058,471,000	894,635,000	293	+ 21	630,112,000	257	79,425,000	64,003,000
273	Mercantile-Safe Deposit & Trust Co., Baltimore	1,055,596,000	874,553,416	298	+ 25	543,668,250	288	113,520,000	101,233,344
274	First Interstate Bank of Oklahoma City NA	1,048,466,000	....	....		....	...	72,570,000	...
275	Greenwood Trust Co., New Castle, Del.	1,048,444,000	27,433,000	7986	+7711	7,431,000	...	235,815,000	31,284,000
276	Society Bank of Eastern Ohio NA, Canton	1,037,387,000	979,809,869	269		66,392,786	N.A.	75,745,000	79,130,419
277	Summit Trust Co., N.J.	1,033,629,000	854,558,000	303	+ 26	382,214,000	412	60,761,000	52,246,000
278	Summit Bank, Fort Wayne, Ind.	1,030,733,000	897,227,653	292	+ 14	303,333,883	498	66,378,000	58,294,015
279	National Bank of Commerce, Memphis, Tenn.	1,026,522,000	934,261,000	285	+6	547,101,000	284	85,048,000	75,853,000
280	First National Bank, Shreveport, La.	1,022,936,000	907,083,000	289	+9	697,172,000	241	93,794,000	92,135,000
281	Mark Twain Bank NA, Ladue, Mo.	1,014,227,000	156,721,000	1361	+1080	83,880,000	1924	66,578,000	11,012,000
282	First Union National Bank, Greenville, S.C.	1,014,130,000	940,663,000	282		458,118,000	341	52,930,000	62,846,000
283	Central Jersey Bank & Trust Co., Freehold, N.J.	1,013,947,000	859,743,000	302	+ 19	555,743,192	281	91,167,000	82,568,000
284	First National Bank & Trust Co., Tulsa, Okla.	1,013,899,000	1,130,998,000	227		1,014,403,000	164	64,812,000	72,055,000
285	Sunburst Bank, Grenada, Miss.	1,008,728,000	819,370,096	311	+ 26	442,161,168	355	92,938,000	71,655,844
286	Barnett Bank of Tampa NA, Fla.	1,007,162,000	806,805,000	315	+ 29	163,419,297	881	56,406,000	44,120,000
287	First Seneca Bank, Butler, Pa.	999,901,000	973,502,000	271		572,259,000	273	71,062,000	65,704,000
288	FirsTier Bank NA, Omaha, Neb.	994,429,000	938,110,000	283		703,192,382	237	71,660,000	68,874,000
289	InterFirst Bank Fort Worth NA, Tex.	994,346,000	1,227,407,850	219		1,176,067,072	146	70,067,000	91,056,083
290	United Penn Bank, Wilkes-Barre, Pa.	986,211,000	885,770,000	297	+7	558,521,292	279	71,131,000	66,735,000
291	Commercial National Bank, Shreveport, La.	981,953,000	1,013,897,018	260		700,956,000	238	86,506,000	88,133,539
292	First Security Nat'l Bank & Trust Co., Lexington, Ky.	977,199,000	807,529,000	314	+ 22	567,454,180	276	76,618,000	67,527,000
293	First American Bank of New York	975,302,000	733,599,000	333	+ 40	64,998,000	2605	100,053,000	97,370,000
294	Bank of Mississippi, Tupelo	972,022,000	578,107,000	404	+110	365,343,384	432	72,579,000	44,273,810
295	UBAF Arab American Bank, New York	965,880,000	872,502,941	299	+4	790,551,000	207	107,111,000	106,978,550
296	Citizens Commercial & Savings Bank, Flint, Mich.	962,779,000	947,174,000	279		885,803,913	185	97,728,000	92,488,000
297	Brown Brothers Harriman & Co., New York	961,734,562	762,319,266	323	+ 26	642,940,968	251	82,596,209	61,900,000
298	Colorado National Bank, Denver	958,604,000	1,106,330,000	236		882,991,647	186	83,345,000	81,050,000
299	Laredo National Bank, Tex.	957,359,000	891,460,000	294		564,051,234	278	66,478,000	63,300,000
300	Delaware Trust Co., Wilmington	951,852,000	836,747,000	307	+7	542,903,000	289	69,262,000	60,754,000

The 1986 deposits may not be comparable to 1985 and 1981 deposits because some banks reported Federal regulatory deposits one year and deposits from public statements — based on general accounting principals — in the other year. In addition, some banks had sizable mergers or acquisitions. With respect to mergers, American Banker follows the bank of charter in determining the surviving bank. Equity capital is the sum of perpetual preferred stock, common stock, surplus, and undivided profits and capital reserves. In addition, for large banks, equity capital includes the cumulative foreign currency translation adjustments.

Top 300 Commercial Banks in the United States

Listed Georgraphically by Order of Size within States

Compiled by American Banker Copyright 1986

Rank 12/86		Total Deposits 12/31/86
	ALABAMA	
65	AmSouth Bank NA, Birmingham	4,446,849,000
89	First Alabama Bank, Montgomery	3,454,611,000
131	Central Bank of the South, Birmingham	2,372,089,000
157	SouthTrust Bank of Alabama NA, Birmingham	1,977,686,000
	ARIZONA	
22	Valley National Bank, Phoenix	9,218,623,000
48	First Interstate Bank of Arizona NA, Phoenix	5,702,441,000
80	Arizona Bank, Phoenix	3,763,043,000
139	United Bank of Arizona, Phoenix	2,224,049,000
	CALIFORNIA	
2	Bank of America NT&SA, San Francisco	76,084,000,000
7	Security Pacific National Bank, Los Angeles	34,574,626,000
9	Wells Fargo Bank NA, San Francisco	33,286,916,000
12	First Interstate Bank of California, Los Angeles	18,115,591,000
27	Union Bank, Los Angeles	8,122,922,000
55	California First Bank, San Francisco	5,286,106,000
76	Sanwa Bank California, San Francisco	3,898,471,000
104	Sumitomo Bank of California, San Francisco	2,969,141,000
115	Bank of California NA, San Francisco	2,746,841,000
119	City National Bank, Beverly Hills	2,669,512,000
142	Imperial Bank, Los Angeles	2,188,467,000
179	Mitsui Manufacturers Bank, Los Angeles	1,679,677,000
219	Hibernia Bank, San Francisco	1,330,473,000
236	Mitsubishi Bank of California, Los Angeles	1,242,906,000
239	San Diego Trust & Savings Bank	1,194,804,902
253	Bank of the West, San Francisco	1,130,252,000
255	Barclays Bank of California, San Francisco	1,124,398,000
267	Westamerica Bank NA, San Rafael	1,078,063,000
269	Central Bank, San Francisco	1,062,518,600
	COLORADO	
158	United Bank of Denver NA	1,972,182,000
193	First Interstate Bank of Denver NA	1,568,223,000
298	Colorado National Bank, Denver	958,604,000
	CONNECTICUT	
33	Connecticut Bank & Trust Co. NA, Hartford	7,215,016,000
36	Connecticut National Bank, Hartford	7,045,299,000
135	Union Trust Co., Stamford	2,296,240,000
159	Citytrust, Bridgeport	1,966,164,000
170	Bank of Boston Connecticut, Waterbury	1,865,752,000
	DELAWARE	
141	Wilmington Trust Co.	2,196,006,000
223	Bank of Delaware, Wilmington	1,318,743,000
228	Manufacturers Hanover Bank (Delaware), Wilmington	1,277,068,647
231	Morgan Bank (Delaware), Wilmington	1,256,227,000
256	Chase Manhattan Bank (USA) NA, Wilmington	1,121,748,000
275	Greenwood Trust Co., New Castle	1,048,444,000
300	Delaware Trust Co., Wilmington	951,852,000
	DISTRICT OF COLUMBIA	
61	Riggs National Bank, Washington	4,832,701,000
81	American Security Bank NA, Washington	3,714,283,000
206	National Bank of Washington, Washington	1,456,468,000
225	First American Bank NA, Washington	1,299,986,000
	FLORIDA	
21	Southeast Bank NA, Miami	9,461,003,000
38	NCNB National Bank of Florida, Tampa	6,746,423,000
46	Florida National Bank, Jacksonville	5,795,374,000
54	First Union National Bank of Florida, Jacksonville	5,346,832,000
71	First Florida Bank NA, Tampa	4,072,068,000
74	Barnett Bank of South Florida NA, Miami	4,004,588,000
117	Sun Bank NA, Orlando	2,735,017,000
169	Barnett Bank of Southwest Fla. NA, Sarasota	1,878,772,000
180	Sun Bank/Miami NA, Miami	1,660,762,000
182	Sun Bank/South Florida NA, Fort Lauderdale	1,624,663,000
187	Barnett Bank of Palm Beach Cty., West Palm Beach	1,600,214,000
201	Barnett Bank of Central Florida NA, Winter Park	1,519,424,000
229	Barnett Bank of Jacksonville NA	1,268,547,000
244	Sun Bank of Tampa Bay, Tampa	1,176,700,000
254	First American Bank & Trust, North Palm Beach	1,126,382,000
286	Barnett Bank of Tampa NA	1,007,162,000
	GEORGIA	
35	Citizens & Southern National Bank, Atlanta	7,198,662,000
60	First National Bank, Atlanta	4,976,636,000
90	Trust Company Bank, Atlanta	3,387,271,000
163	Bank South NA, Atlanta	1,945,493,000
234	National Bank of Georgia, Atlanta	1,247,533,000
	HAWAII	
68	Bank of Hawaii, Honolulu	4,320,112,000
102	First Hawaiian Bank, Honolulu	2,996,423,000
	IDAHO	
140	Idaho First National Bank, Boise	2,220,140,000
205	First Security Bank of Idaho NA, Boise	1,462,698,000
	ILLINOIS	
10	First National Bank, Chicago	24,909,690,000
11	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,695,628,000
42	Harris Trust & Savings Bank, Chicago	6,096,175,000
59	Northern Trust Co., Chicago	5,013,678,000
100	American National Bank & Trust Co., Chicago	3,023,234,000
212	Exchange National Bank, Chicago	1,412,419,000
263	LaSalle National Bank, Chicago	1,096,086,000
	INDIANA	
103	Indiana National Bank, Indianapolis	2,989,642,000
111	Bank One Indianapolis NA	2,790,138,000
160	Merchants National Bank & Trust Co., Indianapolis	1,965,399,000
278	Summit Bank, Fort Wayne	1,030,733,000
	IOWA	
252	Norwest Bank Des Moines NA	1,132,949,000
	KANSAS	
249	Bank IV Wichita NA	1,143,485,000

Rank 12/86		Total Deposits 12/31/86
	KENTUCKY	
110	Citizens Fidelity Bank & Trust Co., Louisville	2,816,220,000
113	First National Bank, Louisville	2,785,161,000
195	Liberty National Bank & Trust Co., Louisville	1,556,551,000
292	First Security Nat'l Bank & Trust Co., Lexington	977,199,000
	LOUISIANA	
143	Hibernia National Bank, New Orleans	2,177,568,000
152	Whitney National Bank, New Orleans	2,072,152,000
185	First National Bank of Commerce, New Orleans	1,616,015,000
230	Louisiana National Bank, Baton Rouge	1,257,742,000
280	First National Bank, Shreveport	1,022,936,000
291	Commercial National Bank, Shreveport	981,953,000
	MAINE	
251	Casco Northern Bank NA, Portland	1,139,885,000
	MARYLAND	
47	Maryland National Bank, Baltimore	5,789,068,000
82	First National Bank of Maryland, Baltimore	3,640,641,000
106	Equitable Bank NA, Baltimore	2,925,112,000
116	Sovran Bank/Maryland, Bethesda	2,736,810,000
149	Signet Bank/Maryland, Baltimore	2,115,776,000
165	Bank of Baltimore	1,929,407,000
222	Citizens Bank & Trust Co., Riverdale	1,321,771,377
273	Mercantile-Safe Deposit & Trust Co., Baltimore	1,055,596,000
	MASSACHUSETTS	
14	First National Bank, Boston	16,689,981,000
31	Bank of New England NA, Boston	7,337,376,000
37	Boston Safe Deposit & Trust Co.	6,830,142,000
56	State Street Bank & Trust Co., Boston	5,254,894,000
78	Shawmut Bank NA, Boston	3,790,637,000
123	BayBank Middlesex, Burlington	2,536,684,000
227	Bank of New England-West NA, Springfield	1,289,813,000
246	BayBank Norfolk County Trust Co., Dedham	1,154,821,000
265	Shawmut Worcester County Bank NA, Worcester	1,089,756,900
268	Arlington Trust Co., Lawrence	1,077,325,000
	MICHIGAN	
20	National Bank of Detroit	9,714,319,000
44	Comerica Bank-Detroit	5,911,414,000
57	Manufacturers National Bank, Detroit	5,237,695,000
130	Old Kent Bank & Trust Co., Grand Rapids	2,375,022,000
168	Michigan National Bank, Detroit	1,881,591,000
208	Michigan National Bank, Lansing	1,449,501,000
266	Security Bank & Trust Co., Southgate	1,080,017,000
296	Citizens Commercial & Savings Bank, Flint	962,779,000
	MINNESOTA	
45	First National Bank, Minneapolis	5,826,850,000
70	Norwest Bank Minneapolis NA	4,104,098,000
95	First National Bank, St. Paul	3,202,279,000
257	Marquette Bank Minneapolis NA	1,116,423,000
	MISSISSIPPI	
144	Deposit Guaranty National Bank, Jackson	2,167,631,000
161	Trustmark National Bank, Jackson	1,961,470,949
285	Sunburst Bank, Grenada	1,008,728,000
294	Bank of Mississippi, Tupelo	972,022,000
	MISSOURI	
97	Mercantile Bank NA, St. Louis	3,126,033,000
99	Boatmen's National Bank, St. Louis	3,072,712,000
126	Centerre Bank NA, St. Louis	2,483,740,000
200	Commerce Bank of St. Louis County NA, Clayton	1,529,180,000
215	United Missouri Bank of Kansas City NA	1,379,970,000
220	Boatmen's First National Bank, Kansas City	1,327,742,000
233	Merchants Bank, Kansas City	1,249,572,000
243	Commerce Bank of Kansas City NA, Kansas City	1,182,532,000
281	Mark Twain Bank NA, Ladue	1,014,227,000
	NEBRASKA	
241	Norwest Bank Nebraska NA, Omaha	1,192,698,000
288	FirsTier Bank NA, Omaha	994,429,000
	NEVADA	
122	First Interstate Bank of Nevada NA, Reno	2,605,685,000
232	Valley Bank of Nevada, Las Vegas	1,253,615,752
	NEW JERSEY	
34	First Fidelity Bank NA, Newark	7,209,772,000
93	Midlantic National Bank, Newark	3,316,147,000
112	United Jersey Bank, Hackensack	2,785,454,000
125	Midlantic National Bank/North, West Paterson	2,497,782,000
128	National Community Bank, Rutherford	2,435,807,221
156	New Jersey National Bank, Pennington	1,994,164,000
164	First Jersey National Bank, Jersey City	1,940,916,000
172	Citizens First National Bank, Ridgewood	1,826,334,000
173	Midlantic National Bank/South, Cherry Hill	1,802,485,000
183	National State Bank, Elizabeth	1,624,149,000
196	First National Bank, Toms River	1,548,080,000
197	First Fidelity Bank NA, Burlington Twp.	1,546,848,000
204	Horizon Bank NA, Morristown	1,467,768,000
214	First Fidelity Bank NA/North Jersey, Totowa	1,397,975,000
218	Valley National Bank, Passaic	1,347,445,000
245	Trust Company of New Jersey, Jersey City	1,166,419,000
247	Princeton Bank	1,149,722,000
259	Midlantic National Bank/Merchants, Neptune	1,108,499,000
277	Summit Trust Co.	1,033,629,000
283	Central Jersey Bank & Trust Co., Freehold	1,013,947,000
	NEW MEXICO	
213	Sunwest Bank of Albuquerque NA	1,411,564,000
	NEW YORK	
1	Citibank NA, New York	102,933,000,000
3	Chase Manhattan Bank NA, New York	60,899,893,000
4	Manufacturers Hanover Trust Co., New York	46,117,000,000
5	Morgan Guaranty Trust Co., New York	44,935,863,000
6	Chemical Bank, New York	39,163,000,000
8	Bankers Trust Co., New York	34,162,759,000

Top 300 Commercial Banks in the United States

Listed Georgraphically by Order of Size within States

Compiled by American Banker Copyright 1986

Rank 12/86		Total Deposits 12/31/86
	NEW YORK (Cont.)	
13	Marine Midland Bank NA, Buffalo	17,034,413,000
16	Bank of New York	14,970,194,000
17	Irving Trust Co., New York	12,662,578,000
18	Republic National Bank, New York	11,139,069,000
23	National Westminster Bank USA, New York	8,784,311,000
58	Bank of Tokyo Trust Co., New York	5,168,657,000
64	European American Bank, New York	4,593,372,000
79	Citibank (New York State) NA, Rochester	3,767,240,000
85	Chase Lincoln First Bank NA, Rochester	3,509,529,000
87	Israel Discount Bank, New York	3,496,932,000
98	Norstar Bank of Upstate NY, Albany	3,084,862,000
101	Industrial Bank of Japan Trust Co., New York	3,017,518,000
105	Fuji Bank & Trust Co., New York	2,933,972,000
121	Bank Leumi Trust Co., New York	2,616,152,000
129	United States Trust Co., New York	2,391,550,000
133	Manufacturers & Traders Trust Co., Buffalo	2,327,661,000
151	Barclays Bank of New York NA	2,084,769,000
167	Key Bank NA, Albany	1,900,898,000
189	Long Island Trust Co. NA, Garden City	1,589,360,000
194	Norstar Bank, Rochester	1,564,329,000
211	IBJ Schroder Bank & Trust Co., New York	1,413,195,000
216	Norstar Bank of Long Island, Hempstead	1,372,612,000
235	Daiwa Bank Trust Co., New York	1,245,058,704
237	Norstar Bank NA, Buffalo	1,214,926,668
242	Key Bank of Central New York, Syracuse	1,189,410,000
260	Amalgamated Bank, New York	1,105,358,125
293	First American Bank of New York	975,302,000
295	UBAF Arab American Bank, New York	965,860,000
297	Brown Brothers Harriman & Co., New York	961,734,562
	NORTH CAROLINA	
19	NCNB National Bank of North Carolina, Charlotte	9,847,559,000
25	Wachovia Bank & Trust Co. NA, Winston-Salem	8,608,158,058
29	First Union National Bank, Charlotte	7,597,348,000
109	Branch Banking & Trust Co., Wilson	2,836,926,000
120	First-Citizens Bank & Trust Co., Raleigh	2,632,843,000
191	United Carolina Bank, Whiteville	1,575,631,000
203	Southern National Bank, Lumberton	1,486,717,000
250	Central Carolina Bank & Trust Co. NA, Durham	1,141,457,000
	OHIO	
43	AmeriTrust Co. NA, Cleveland	6,081,623,000
52	Huntington National Bank, Columbus	5,414,927,000
72	National City Bank, Cleveland	4,020,597,000
75	Society National Bank, Cleveland	3,968,552,000
83	BancOhio National Bank, Columbus	3,592,106,000
138	Bank One Columbus NA	2,227,420,921
147	Central Trust Co. NA, Cincinnati	2,149,022,000
148	Toledo Trust Co.	2,133,315,000
162	Fifth Third Bank, Cincinnati	1,952,343,000
175	First National Bank, Cincinnati	1,779,710,000
186	Society Bank NA, Dayton	1,603,295,000
188	First National Bank, Akron	1,591,697,783
217	Bank One Dayton NA	1,369,514,000
248	Bank One Cleveland NA	1,149,691,200
262	Bank One of Eastern Ohio NA, Youngstown	1,102,370,000
272	Provident Bank, Cincinnati	1,058,471,000
276	Society Bank of Eastern Ohio NA, Canton	1,037,387,000
	OKLAHOMA	
174	Liberty National Bank & Trust Co., Oklahoma City	1,793,574,000
190	Bank of Oklahoma NA, Tulsa	1,576,119,000
274	First Interstate Bank of Oklahoma City NA, Oklahoma City	1,048,466,000
284	First National Bank & Trust Co., Tulsa	1,013,899,000
	OREGON	
49	United States National Bank, Portland	5,638,056,000
62	First Interstate Bank of Oregon NA, Portland	4,711,130,000
	PENNSYLVANIA	
15	Mellon Bank NA, Pittsburgh	15,049,613,000
30	Pittsburgh National Bank	7,421,031,000
32	Fidelity Bank NA, Malvern	7,242,812,000
39	Philadelphia National Bank	6,442,770,000
53	Meridian Bank, Reading	5,359,657,000
67	Provident National Bank, Philadelphia	4,384,556,000
73	First Pennsylvania Bank NA, Philadelphia	4,007,509,000
88	Mellon Bank (East) NA, Philadelphia	3,486,800,000
	PENNSYLVANIA (Cont.)	
118	Continental Bank, Norristown	2,703,407,000
132	Hamilton Bank, Lancaster	2,358,593,000
155	Equibank, Pittsburgh	2,020,817,000
171	Union National Bank, Pittsburgh	1,829,321,000
177	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,735,399,000
202	Dauphin Deposit Bank & Trust Co., Harrisburg	1,491,600,000
207	First Eastern Bank NA, Wilkes-Barre	1,455,386,000
226	Merchants Bank NA, Allentown	1,296,180,130
238	Commonwealth National Bank, Harrisburg	1,196,363,000
287	First Seneca Bank, Butler	999,901,000
290	United Penn Bank, Wilkes-Barre	986,211,000
	PUERTO RICO	
77	Banco Popular de Puerto Rico, San Juan	3,820,226,000
146	Banco de Ponce	2,151,508,496
258	Banco de Santander-Puerto Rico, Hato Rey	1,114,340,436
270	Banco Central Corp., Hato Rey	1,061,881,452
	RHODE ISLAND	
63	Fleet National Bank, Providence	4,620,169,000
136	Rhode Island Hospital Trust National Bank, Providence	2,265,439,000
	SOUTH CAROLINA	
91	South Carolina National Bank, Columbia	3,326,106,000
114	Citizens & Southern National Bank, Charleston	2,775,854,470
176	NCNB South Carolina, Columbia	1,757,860,000
282	First Union National Bank, Greenville	1,014,130,000
	SOUTH DAKOTA	
178	Citibank (South Dakota) NA, Sioux Falls	1,691,402,000
221	Norwest Bank South Dakota NA, Sioux Falls	1,321,967,000
	TENNESSEE	
69	First Tennessee Bank NA, Memphis	4,255,373,000
145	First American National Bank, Nashville	2,157,362,000
153	Third National Bank, Nashville	2,070,662,000
166	Commerce Union Bank, Nashville	1,913,838,000
199	Union Planters National Bank, Memphis	1,533,295,000
279	National Bank of Commerce, Memphis	1,026,522,000
	TEXAS	
24	RepublicBank Dallas NA	8,623,009,000
50	Texas Commerce Bank NA, Houston	5,607,112,000
51	MBank Dallas NA	5,465,342,000
84	InterFirst Bank Dallas NA	3,525,388,000
86	MBank Houston NA	3,498,278,000
92	First City National Bank, Houston	3,324,729,000
107	Allied Bank of Texas, Houston	2,886,918,000
154	Texas American Bank/Fort Worth NA	2,039,237,000
192	Frost National Bank, San Antonio	1,573,168,380
209	RepublicBank Houston NA	1,438,548,000
224	InterFirst Bank Austin NA	1,306,282,000
261	NBC Bank-San Antonio NA	1,105,235,525
271	Texas Commerce Bank-Austin NA	1,060,541,000
289	InterFirst Bank Fort Worth NA	994,346,000
299	Laredo National Bank	957,359,000
	UTAH	
134	First Security Bank of Utah NA, Ogden	2,298,064,000
137	Zions First National Bank, Salt Lake City	2,263,403,000
	VIRGINIA	
26	Sovran Bank NA, Richmond	8,352,879,000
41	United Virginia Bank, Richmond	6,111,774,000
66	Signet Bank/Virginia, Richmond	4,394,393,000
94	Central Fidelity Bank, Richmond	3,236,543,000
124	Dominion Bank NA, Roanoke	2,513,517,000
127	First American Bank of Virginia, McLean	2,465,376,000
184	First Virginia Bank, Falls Church	1,622,736,000
264	Jefferson National Bank, Charlottesville	1,092,905,000
	WASHINGTON	
28	Seattle-First National Bank	7,753,514,000
40	Rainier National Bank, Seattle	6,316,803,000
108	First Interstate Bank of Washington NA, Seattle	2,876,589,000
150	Peoples National Bank, Seattle	2,103,196,000
198	Puget Sound National Bank, Tacoma	1,536,860,000
210	Old National Bank, Spokane	1,422,221,000
	WISCONSIN	
96	First Wisconsin National Bank, Milwaukee	3,129,967,000
181	M & I Marshall & Ilsley Bank, Milwaukee	1,660,053,000
240	Marine Bank NA, Milwaukee	1,194,139,000

Top 300 U.S. Commercial Banks in Assets

In Order of Assets December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Assets 12/31/86	Assets 12/31/85	Rank 1985	Gain
1	Citibank NA, New York	153,293,000,000	138,625,000,000	1	
2	Bank of America NT&SA, San Francisco	91,499,000,000	106,156,000,000	2	
3	Chase Manhattan Bank NA, New York	81,953,504,000	78,747,997,000	3	
4	Morgan Guaranty Trust Co., New York	69,055,033,000	67,395,352,000	4	
5	Manufacturers Hanover Trust Co., New York	62,161,000,000	62,271,005,000	5	
6	Chemical Bank, New York	58,422,000,000	55,489,518,000	6	
7	Bankers Trust Co., New York	55,497,088,000	51,180,000,000	7	
8	Security Pacific National Bank, Los Angeles	47,533,669,000	44,850,904,000	8	
9	Wells Fargo Bank NA, San Francisco	39,240,804,000	18,998,645,000	16	+7
10	First National Bank, Chicago	33,685,387,000	33,369,471,000	9	
11	Continental Illinois Nat'l Bank & Trust Co., Chicago	31,998,533,000	30,152,159,000	10	
12	First National Bank, Boston	25,148,537,000	20,190,910,000	15	+3
13	Mellon Bank NA, Pittsburgh	23,737,166,000	25,434,329,000	11	
14	First Interstate Bank of California, Los Angeles	22,465,829,000	20,608,479,000	14	
15	Marine Midland Bank NA, Buffalo, N.Y.	22,215,959,000	22,450,370,000	13	
16	Irving Trust Co., New York	21,087,791,000	18,653,207,000	17	+1
17	Bank of New York	19,410,947,000	17,659,787,000	18	+1
18	Republic National Bank, New York	16,812,822,000	14,744,493,000	20	+2
19	First Union National Bank, Charlotte, N.C.	15,780,252,000	12,655,470,000	22	+3
20	National Bank of Detroit	14,833,054,000	12,974,704,000	21	+1
21	NCNB National Bank of North Carolina, Charlotte	14,490,444,000	12,026,822,000	23	+2
22	RepublicBank Dallas NA	14,292,835,000	15,795,848,000	19	
23	Pittsburgh National Bank	13,525,393,000	11,025,883,000	25	+2
24	Southeast Bank NA, Miami	11,937,829,000	10,680,713,000	27	+3
25	Texas Commerce Bank NA, Houston	11,508,704,000	11,625,165,000	24	
26	National Westminster Bank USA, New York	11,104,518,000	9,821,022,000	29	+3
27	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	10,670,977,613	9,658,398,000	30	+3
28	First National Bank, Minneapolis	10,585,285,000	9,259,431,000	34	+6
29	Citizens & Southern National Bank, Atlanta	10,550,562,000	9,325,244,000	33	+4
30	Sovran Bank NA, Richmond	10,417,960,000	9,442,213,000	32	+2
31	Valley National Bank, Phoenix	10,360,999,000	9,643,338,000	31	
32	Seattle-First National Bank	10,119,883,000	9,925,229,000	28	
33	Citibank (South Dakota) NA, Sioux Falls	10,025,662,000	8,355,589,000	37	+4
34	Union Bank, Los Angeles	9,519,447,000	9,038,361,000	35	+1
35	Bank of New England NA, Boston	9,492,502,000	6,185,225,000	56	+21
36	First Fidelity Bank NA, Newark, N.J.	9,451,491,000	8,225,954,000	38	+2
37	Connecticut National Bank, Hartford	9,327,283,000	7,052,142,000	48	+11
38	Connecticut Bank & Trust Co. NA, Hartford	9,323,019,000	7,665,055,000	41	+3
39	NCNB National Bank of Florida, Tampa	9,301,835,000	5,464,732,000	67	+28
40	Fidelity Bank NA, Malvern, Pa.	9,040,586,000	6,701,886,000	52	+12
41	Philadelphia National Bank	8,709,420,000	8,169,393,000	39	
42	AmeriTrust Co. NA, Cleveland	8,548,105,000	7,571,547,000	43	+1
43	Harris Trust & Savings Bank, Chicago	8,458,533,000	7,628,656,000	42	
44	United States National Bank, Portland, Ore.	8,446,612,000	7,386,176,000	45	+1
45	Rainier National Bank, Seattle	8,273,203,000	7,761,215,000	40	
46	United Virginia Bank, Richmond	8,247,690,000	6,904,611,000	49	+3
47	InterFirst Bank Dallas NA	8,154,456,000	10,881,528,000	26	
48	Maryland National Bank, Baltimore	8,050,187,000	6,759,594,000	50	+2
49	Boston Safe Deposit & Trust Co.	7,825,930,000	3,468,799,000	104	+55
50	Northern Trust Co., Chicago	7,786,493,000	6,726,444,000	51	+1
51	Comerica Bank-Detroit	7,482,235,000	7,323,882,000	46	
52	MBank Dallas NA	7,461,916,000	7,311,258,000	47	
53	First National Bank, Atlanta	7,386,918,000	7,423,569,000	44	
54	Norwest Bank Minneapolis NA	7,243,729,000	6,347,777,000	55	+1
55	State Street Bank & Trust Co., Boston	7,217,670,000	6,575,396,000	54	
56	Manufacturers National Bank, Detroit	7,062,836,000	6,127,396,000	58	+2
57	First Union National Bank of Florida, Jacksonville, Fla.	6,887,631,000	4,458,882,000	80	+23
58	Huntington National Bank, Columbus, Ohio	6,862,177,000	6,163,560,000	57	
59	Florida National Bank, Jacksonville	6,783,366,000	5,932,886,000	61	+2
60	Fleet National Bank, Providence, R.I.	6,780,764,000	5,710,807,000	63	+3
61	European American Bank, New York	6,686,164,000	6,619,949,000	53	
62	First Interstate Bank of Arizona NA, Phoenix	6,513,458,000	6,116,937,000	59	
63	National City Bank, Cleveland	6,482,575,000	5,524,549,000	65	+2
64	Meridian Bank, Reading, Pa.	6,439,223,000	3,759,415,000	97	+33
65	First National Bank, St. Paul, Minn.	6,156,059,000	5,469,501,000	66	+1
66	California First Bank, San Francisco	5,995,907,000	5,389,384,000	69	+3
67	Signet Bank/Virginia, Richmond	5,971,527,000	5,100,027,000	73	+6
68	Riggs National Bank, Washington, D.C.	5,923,886,000	5,428,375,000	68	
69	AmSouth Bank NA, Birmingham, Ala.	5,914,080,000	5,231,178,000	72	+3
70	First Pennsylvania Bank NA, Philadelphia	5,905,406,000	5,692,475,000	64	
71	Shawmut Bank NA, Boston	5,892,052,000	4,285,905,000	83	+12
72	Provident National Bank, Philadelphia	5,888,722,000	4,989,885,000	75	+3
73	First City National Bank, Houston	5,885,771,000	8,367,906,000	36	
74	Bank of Tokyo Trust Co., New York	5,874,302,000	5,379,498,000	70	
75	First Interstate Bank of Oregon NA, Portland	5,827,242,000	5,792,887,000	62	
76	Trust Company Bank, Atlanta	5,752,649,000	5,981,699,000	60	
77	First Tennessee Bank NA, Memphis	5,540,575,000	5,235,140,000	71	
78	Citibank (New York State) NA, Rochester	5,361,684,000	4,463,570,000	79	+1
79	Mellon Bank (East) NA, Philadelphia	5,198,385,000	4,593,496,000	77	
80	IBJ Schroder Bank & Trust Co., New York	5,181,528,000	2,034,642,000	179	+99
81	MBank Houston NA	5,159,754,000	5,059,683,000	74	
82	Sanwa Bank California, San Francisco	5,068,268,000	1,539,119,000	212	+130
83	Chase Manhattan Bank (USA) NA, Wilmington, Del.	5,044,733,000	4,519,557,000	78	
84	Society National Bank, Cleveland	5,007,788,000	2,593,716,000	136	+52
85	Allied Bank of Texas, Houston	4,937,962,000	4,888,383,000	76	
86	First Florida Bank NA, Tampa	4,904,249,000	4,060,376,000	89	+3
87	First National Bank of Maryland, Baltimore	4,886,990,000	4,195,836,000	84	
88	Bank of Hawaii, Honolulu	4,880,786,000	4,294,878,000	82	
89	Midlantic National Bank, Newark, N.J.	4,868,129,000	3,461,305,000	105	+16
90	Chase Lincoln First Bank NA, Rochester, N.Y.	4,787,843,000	4,060,776,000	88	
91	BancOhio National Bank, Columbus	4,692,474,000	4,303,901,000	81	
92	American Security Bank NA, Washington, D.C.	4,642,506,000	4,107,136,000	87	
93	Barnett Bank of South Florida NA, Miami	4,635,937,000	3,932,569,000	92	
94	South Carolina National Bank, Columbia	4,618,157,000	4,147,282,000	85	
95	Banco Popular de Puerto Rico, San Juan	4,525,241,428	4,136,418,387	86	
96	Arizona Bank, Phoenix	4,485,060,000	3,938,354,000	91	
97	Mercantile Bank NA, St. Louis, Mo.	4,364,928,000	272,500,000	880	+783
98	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	4,251,376,000	3,578,070,000	101	+3
99	First National Bank, Louisville, Ky.	4,227,373,000	3,564,923,000	102	+3
100	Central Fidelity Bank, Richmond	4,191,754,000	3,581,984,000	100	

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAAP" data). The 1985 figures are as reported in 1986 and have not be restated.

(r)—Rank bank would have had, if it had been included in the survey.

Top 300 U.S. Commercial Banks in Assets

In Order of Assets December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Assets		Rank	
		12/31/86	12/31/85	1985	Gain
101	Bank One Indianapolis NA	4,138,635,000	3,929,142,000	93	
102	First Wisconsin National Bank, Milwaukee	4,126,665,000	3,895,975,000	94	
103	Indiana National Bank, Indianapolis	4,077,541,000	3,807,925,000	95	
104	Boatmen's National Bank, St. Louis, Mo.	4,067,299,000	3,088,368,000	113	+9
105	First Alabama Bank, Montgomery	4,059,617,000	2,405,063,000	144	+39
106	Bank of California NA, San Francisco	4,030,225,000	3,655,907,000	99	
107	Centerre Bank NA, St. Louis, Mo.	3,946,743,000	N.A.	....	
108	American National Bank & Trust Co., Chicago	3,857,017,000	3,792,019,000	96	
109	Industrial Bank of Japan Trust Co., New York	3,842,175,000	2,954,608,000	118	+9
110	Israel Discount Bank, New York	3,781,670,000	3,733,190,000	98	
111	Central Bank of the South, Birmingham, Ala.	3,716,339,000	3,235,258,000	108	
112	Equitable Bank NA, Baltimore	3,640,494,000	3,502,928,000	103	
113	United Jersey Bank, Hackensack, N.J.	3,513,313,000	2,956,323,000	117	+4
114	Dominion Bank NA, Roanoke, Va.	3,503,225,000	2,699,386,000	134	+20
115	Fuji Bank & Trust Co., New York	3,492,714,000	2,757,666,000	130	+15
116	Sun Bank NA, Orlando, Fla.	3,448,527,000	3,141,768,000	111	
117	Norstar Bank of Upstate NY, Albany	3,398,694,000	2,724,044,000	132	+15
118	First Hawaiian Bank, Honolulu	3,383,618,000	3,042,660,000	114	
119	Citizens & Southern National Bank, Charleston, S.C.	3,372,294,000	2,842,615,623	125	+6
120	First Interstate Bank of Washington NA, Seattle	3,299,542,000	3,214,604,000	109	
121	Branch Banking & Trust Co., Wilson, N.C.	3,275,351,000	2,763,244,000	128	+7
122	Sumitomo Bank of California, San Francisco	3,271,248,000	2,906,712,000	120	
123	Sovran Bank/Maryland, Bethesda, Md.	3,255,019,000	3,270,277,000	107	
124	Continental Bank, Norristown, Pa.	3,182,287,000	2,831,837,000	126	+2
125	City National Bank, Beverly Hills	3,145,914,000	2,475,755,000	142	+17
126	BayBank Middlesex, Burlington, Mass.	3,077,788,000	2,548,401,000	138	+12
127	First Interstate Bank of Nevada NA, Reno	3,075,692,000	2,875,000,000	122	
128	Bank One Columbus NA, Ohio	3,070,995,476	3,392,305,509	106	
129	Rhode Island Hospital Trust National Bank, Providence	3,060,070,000	2,505,111,000	140	+11
130	First-Citizens Bank & Trust Co., Raleigh, N.C.	3,019,941,000	2,754,422,000	131	+1
131	NCNB South Carolina, Columbia	3,007,543,000	2,353,739,000	153	+22
132	Deposit Guaranty National Bank, Jackson, Miss.	2,962,997,000	2,855,657,000	124	
133	First Security Bank of Utah NA, Ogden	2,953,501,000	2,760,536,000	129	
134	Signet Bank/Maryland, Baltimore	2,940,450,000	2,425,880,000	143	+9
135	Bank Leumi Trust Co., New York	2,886,457,000	2,822,490,000	127	
136	Hamilton Bank, Lancaster, Pa.	2,882,923,000	2,630,747,000	135	
137	First American National Bank, Nashville, Tenn.	2,873,571,000	2,324,209,000	155	+18
138	United Bank of Denver NA	2,857,811,000	2,918,706,000	119	
139	First American Bank of Virginia, McLean	2,849,847,000	2,377,497,000	149	+10
140	United States Trust Co., New York	2,837,562,000	3,157,177,000	110	
141	Morgan Bank (Delaware), Wilmington	2,833,478,000	3,020,188,000	115	
142	Zions First National Bank, Salt Lake City, Utah	2,819,132,000	2,711,638,000	133	
143	Midlantic National Bank/North, West Paterson, N.J.	2,818,881,000	2,363,530,000	152	+9
144	Hibernia National Bank, New Orleans, La.	2,813,793,000	2,287,315,000	161	+17
145	M & I Marshall & Ilsley Bank, Milwaukee	2,752,298,000	2,226,763,000	165	+20
146	Old Kent Bank & Trust Co., Grand Rapids, Mich.	2,752,272,000	2,495,678,000	141	
147	National Community Bank, Rutherford, N.J.	2,749,602,129	2,034,970,436	178	+31
148	Wilmington Trust Co., Del.	2,743,284,000	2,303,396,000	158	+10
149	Bank South NA, Atlanta	2,728,633,000	2,396,414,000	145	
150	Fifth Third Bank, Cincinnati	2,728,317,000	2,210,347,000	167	+17
151	Idaho First National Bank, Boise	2,727,789,000	2,869,341,000	123	
152	SouthTrust Bank of Alabama NA, Birmingham	2,715,735,000	2,377,513,000	148	
153	Union Trust Co., Stamford, Conn.	2,714,530,000	2,275,083,000	162	+9
154	Toledo Trust Co., Ohio	2,711,645,000	2,183,716,000	169	+15
155	Central Trust Co. NA, Cincinnati	2,706,163,000	2,318,742,000	156	+1
156	Manufacturers & Traders Trust Co., Buffalo, N.Y.	2,700,907,000	2,365,682,000	151	
157	Texas American Bank/Fort Worth NA	2,677,570,000	2,896,939,000	121	
158	Merchants National Bank & Trust Co., Indianapolis	2,665,959,000	2,384,788,000	146	
159	United Bank of Arizona, Phoenix	2,593,008,000	2,102,137,000	175	+16
160	Third National Bank, Nashville, Tenn.	2,585,969,000	2,538,543,000	139	
161	First National Bank, Cincinnati	2,582,363,000	2,197,555,000	168	+7
162	Whitney National Bank, New Orleans, La.	2,565,603,000	2,180,574,000	171	+9
163	Barclays Bank of New York NA	2,506,354,000	2,011,894,000	181	+18
164	Trustmark National Bank, Jackson, Miss.	2,503,599,000	2,292,854,000	160	
165	Equibank, Pittsburgh	2,484,602,000	2,254,019,000	163	
166	Peoples National Bank, Seattle	2,428,462,000	2,369,713,000	150	
167	Citytrust, Bridgeport, Conn.	2,396,096,000	1,910,420,000	189	+22
168	Commerce Union Bank, Nashville, Tenn.	2,376,111,000	1,956,500,000	184	+16
169	Banco de Ponce, P.R.	2,370,770,016	2,107,928,000	174	+5
170	Imperial Bank, Los Angeles	2,368,249,000	1,668,826,876	203	+33
171	First National Bank of Commerce, New Orleans, La.	2,350,724,000	2,306,580,000	157	
172	RepublicBank Houston NA	2,343,975,000	2,556,898,000	137	
173	Bank of Baltimore	2,332,289,000	2,036,730,000	177	+4
174	Michigan National Bank, Detroit	2,308,939,000	2,051,443,000	176	+2
175	First Jersey National Bank, Jersey City, N.J.	2,307,276,000	1,806,452,000	193	+18
176	Liberty National Bank & Trust Co., Oklahoma City	2,291,938,000	2,383,342,000	147	
177	Manufacturers Hanover Bank (Delaware), Wilmington	2,282,498,000	2,149,575,000	172	
178	Boatmen's First National Bank, Kansas City, Mo.	2,281,932,000	2,011,440,000	182	+4
179	New Jersey National Bank, Pennington	2,249,612,000	2,027,867,000	180	+1
180	First Interstate Bank of Denver NA	2,238,568,000	2,352,631,789	154	
181	Key Bank NA, Albany, N.Y.	2,190,322,000	1,865,408,000	190	+9
182	Union Planters National Bank, Memphis, Tenn.	2,184,766,000	2,299,166,000	159	
183	Bank of Boston Connecticut, Waterbury, Conn.	2,129,463,000	1,728,437,000	199	+16
184	Bank of Oklahoma NA, Tulsa	2,117,717,000	1,783,523,000	194	+10
185	Midlantic National Bank/South, Cherry Hill, N.J.	2,111,720,000	2,180,733,000	170	
186	Barnett Bank of Southwest Fla. NA, Sarasota	2,110,046,000	347,460,261	703	+517
187	Union National Bank, Pittsburgh	2,065,574,000	1,911,474,000	188	+1
188	Liberty National Bank & Trust Co., Louisville, Ky.	2,025,250,000	1,821,707,000	192	+4
189	Northeastern Bank of Pennsylvania, Wilkes-Barre	2,000,693,000	1,711,768,000	201	+12
190	Citizens First National Bank, Ridgewood, N.J.	1,991,121,000	1,575,238,000	210	+20
191	Savings Banks Trust Co., New York	1,939,907,000	1,771,125,000	197	+6
192	Norstar Bank, Rochester, N.Y.	1,928,811,000	1,681,801,000	202	+10
193	Exchange National Bank, Chicago	1,907,187,000	1,431,751,000	232	+39
194	First National Bank, Toms River, N.J.	1,896,253,000	1,317,829,000	248	+54
195	Frost National Bank, San Antonio, Tex.	1,883,670,000	1,912,209,000	187	
196	Sun Bank/Miami NA	1,876,646,000	1,575,957,000	209	+13
197	Sun Bank/South Florida NA, Fort Lauderdale	1,857,388,000	1,087,587,000	293	+96
198	Mitsui Manufacturers Bank, Los Angeles	1,847,959,000	1,929,205,000	185	
199	Society Bank NA, Dayton, Ohio	1,845,882,000	1,174,235,000	273	+74
200	Long Island Trust Co. NA, Garden City, N.Y.	1,840,894,000	1,606,707,000	206	+6

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAAP" data). The 1985 figures are as reported in 1986 and have not be restated.

(r)—Rank bank would have had, if it had been included in the survey.

Top 300 U.S. Commercial Banks in Assets

In Order of Assets December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Assets		Rank 1985	Gain
		12/31/86	12/31/85		
201	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	1,839,248,000	1,839,884,000	191	
202	National State Bank, Elizabeth, N.J.	1,831,411,000	1,537,251,000	213	+11
203	First National Bank, Akron, Ohio	1,812,171,000	1,772,494,000	196	
204	First Fidelity Bank NA, Burlington Twp., N.J.	1,784,631,000	1,725,360,000	200	
205	Michigan National Bank, Lansing	1,773,322,000	1,776,065,000	195	
206	First Virginia Bank, Falls Church	1,770,531,000	1,447,705,000	228	+22
207	Puget Sound National Bank, Tacoma, Wash.	1,758,631,000	1,439,910,000	229	+22
208	First Security Bank of Idaho NA, Boise	1,755,066,000	1,770,174,000	198	
209	Barnett Bank of Central Florida NA, Winter Park	1,754,002,000	1,466,956,000	222	+13
210	United Carolina Bank, Whiteville, N.C.	1,744,077,000	1,460,546,000	226	+16
211	National Bank of Washington, D.C.	1,741,341,000	1,436,952,000	230	+19
212	Bank One Dayton NA, Ohio	1,734,851,000	1,620,315,000	205	
213	Barnett Bank of Palm Beach Cty., West Palm Beach, Fla.	1,721,636,000	1,580,408,000	207	
214	InterFirst Bank Austin NA, Tex.	1,717,706,000	1,913,202,000	186	
215	Commerce Bank of St. Louis County NA, Clayton, Mo.	1,714,146,000	1,271,485,000	256	+41
216	First Eastern Bank NA, Wilkes-Barre, Pa.	1,704,060,000	1,322,131,000	247	+31
217	Sunwest Bank of Albuquerque NA, N.M.	1,698,785,000	1,516,951,540	217	
218	Marine Bank NA, Milwaukee	1,695,554,000	1,536,565,000	214	
219	National Bank of Georgia, Atlanta	1,683,047,000	1,504,425,000	218	
220	Old National Bank, Spokane, Wash.	1,671,423,000	1,534,520,000	215	
221	Horizon Bank NA, Morristown, N.J.	1,659,179,000	1,477,635,000	220	
222	Southern National Bank, Lumberton, N.C.	1,653,860,000	1,464,086,000	225	+3
223	First American Bank NA, Washington, D.C.	1,652,269,000	1,337,301,000	244	+21
224	United Missouri Bank of Kansas City NA	1,636,127,000	1,578,756,000	208	
225	Commerce Bank of Kansas City NA, Mo.	1,629,106,000	1,454,458,000	227	+2
226	Bank of Delaware, Wilmington	1,625,895,000	1,373,228,000	240	+14
227	Norwest Bank South Dakota NA, Sioux Falls	1,624,326,000	1,495,105,000	219	
228	LaSalle National Bank, Chicago	1,568,831,000	1,541,957,000	211	
229	First Fidelity Bank NA/North Jersey, Totowa, N.J.	1,563,241,000	1,386,679,000	239	+10
230	Marquette Bank Minneapolis NA	1,554,853,000	1,466,368,000	223	
231	Citizens Bank & Trust Co., Riverdale, Md.	1,551,792,360	1,243,661,000	258	+27
232	Maryland Bank NA, Newark, Del.	1,530,312,000	1,123,896,000	283	+51
233	First American Bank & Trust, North Palm Beach, Fla.	1,516,358,000	1,119,107,000	284	+51
234	Bank of New York (Delaware), Wilmington	1,509,238,000	1,227,971,609	262	+28
235	Commonwealth National Bank, Harrisburg, Pa.	1,506,664,000	1,411,173,000	234	
236	NBC Bank-San Antonio NA, Tex.	1,501,742,421	1,241,068,888	259	+23
237	Valley National Bank, Passaic, N.J.	1,499,963,000	1,151,190,000	278	+41
238	Louisiana National Bank, Baton Rouge, La.	1,498,554,000	1,344,937,000	243	+5
239	Valley Bank of Nevada, Las Vegas	1,496,795,000	1,236,702,000	260	+21
240	Hibernia Bank, San Francisco	1,487,838,000	1,330,850,000	246	+6
241	Daiwa Bank Trust Co., New York	1,485,937,000	1,096,333,000	288	+47
242	Bank IV Wichita NA, Kan.	1,485,527,000	1,476,668,000	221	
243	Norstar Bank of Long Island, Hempstead, N.Y.	1,482,972,000	1,175,922,000	272	+29
244	Norwest Bank Nebraska NA, Omaha	1,481,549,000	1,464,644,000	224	
245	Merchants Bank NA, Allentown, Pa.	1,481,393,455	1,333,523,000	245	
246	Norwest Bank Des Moines NA, Iowa	1,472,790,000	1,400,398,000	238	
247	Barnett Bank of Jacksonville NA, Fla.	1,472,785,000	1,311,455,000	250	+3
248	Bank of New England-West NA, Springfield, Mass.	1,461,106,000	1,293,552,000	254	+6
249	Bankers Trust (Delaware), Wilmington	1,450,888,942	N.A.	....	
250	Amalgamated Bank, New York	1,446,250,000	1,371,786,636	241	
251	Colorado National Bank, Denver	1,432,677,000	1,518,352,000	216	
252	Chemical Bank (Delaware), Wilmington	1,431,675,000	2,230,874,000	164	
253	Davenport Bank & Trust Co., Iowa	1,417,122,187	1,117,163,290	286	+33
254	Provident Bank, Cincinnati	1,416,309,000	1,084,293,000	294	+40
255	InterFirst Bank Fort Worth NA, Tex.	1,412,506,000	1,627,629,816	204	
256	Norstar Bank NA, Buffalo, N.Y.	1,405,453,000	1,078,584,037	295	+39
257	Bank One Cleveland NA	1,385,519,654	1,306,065,349	251	
258	BayBank Norfolk County Trust Co., Dedham, Mass.	1,385,223,000	1,152,078,000	277	+19
259	Banco Central Corp., Hato Rey, P.R.	1,383,851,000	1,410,565,598	235	
260	First Interstate Bank of Oklahoma City NA	1,379,723,000	....	...	
261	Mercantile-Safe Deposit & Trust Co., Baltimore	1,371,730,000	1,095,017,000	290	+29
262	Texas Commerce Bank-Austin NA	1,369,511,000	1,404,973,990	236	
263	Merchants Bank, Kansas City, Mo.	1,366,749,000	178,861,000	1368	+1105
264	Bank One of Eastern Ohio NA, Youngstown	1,365,731,000	1,284,060,000	255	
265	Mitsubishi Bank of California, Los Angeles	1,362,115,000	1,236,649,000	261	
266	National Bank of Commerce, Memphis, Tenn.	1,357,251,000	1,220,082,000	265	
267	Bank of the West, San Francisco	1,352,047,000	1,259,402,000	257	
268	Shawmut Worcester County Bank NA, Worcester, Mass.	1,351,983,000	1,138,220,000	281	+13
269	Greenwood Trust Co., New Castle, Del.	1,346,957,000	N.A.	....	
270	First Bank of South Dakota NA, Sioux Falls	1,342,765,000	1,362,383,000	242	
271	Key Bank of Central New York, Syracuse	1,339,447,000	1,227,943,000	263	
272	San Diego Trust & Savings Bank, Calif.	1,332,103,000	1,093,684,000	291	+19
273	Princeton Bank, N.J.	1,330,942,000	1,150,956,000	279	+6
274	Banco de Santander-Puerto Rico, Hato Rey	1,325,834,000	1,118,294,858	285	+11
275	First Security Nat'l Bank & Trust Co., Lexington, Ky.	1,324,660,000	1,154,298,000	276	+1
276	Central Carolina Bank & Trust Co. NA, Durham, N.C.	1,306,646,000	1,156,570,000	274	
277	Sun Bank of Tampa Bay, Tampa, Fla.	1,297,352,000	544,884,000	480	+203
278	Central Bank of Denver	1,295,644,000	1,312,820,000	249	
279	Marine Midland Bank (Delaware) NA, Wilmington	1,280,706,645	492,349,000	525	+246
280	Amoskeag Bank, Manchester, N.H.	1,278,386,910	820,345,921	360r	+80
281	Barclays Bank of California, San Francisco	1,274,865,000	1,156,550,000	275	
282	Society Bank of Eastern Ohio NA, Canton	1,267,086,000	1,213,589,000	266	
283	Casco Northern Bank NA, Portland, Me.	1,265,717,000	1,052,041,000	302	+19
284	UBAF Arab American Bank, New York	1,265,193,000	1,223,587,000	264	
285	First American Bank of New York	1,263,529,000	937,304,000	331	+46
286	Trust Company of New Jersey, Jersey City	1,261,111,000	1,184,653,000	270	
287	First National Bank & Trust Co., Tulsa, Okla.	1,260,665,000	1,430,691,000	233	
288	First National Bank, Albuquerque, N.M.	1,255,775,000	1,068,044,000	299	+11
289	Jefferson National Bank, Charlottesville, Va.	1,249,911,000	1,095,826,000	289	
290	Midlantic National Bank/Merchants, Neptune, N.J.	1,247,872,000	737,549,000	390	+100
291	First National Bank, Shreveport, La.	1,244,051,000	1,139,998,000	280	
292	Summit Bank, Fort Wayne, Ind.	1,239,615,000	1,057,362,000	301	+9
293	Arlington Trust Co., Lawrence, Mass.	1,237,745,000	1,091,925,000	292	
294	Security Bank & Trust Co., Southgate, Mich.	1,235,918,000	1,075,167,000	296	+2
295	Central Bank, San Francisco	1,218,227,000	1,301,723,000	252	
296	United Penn Bank, Wilkes-Barre, Pa.	1,200,857,000	1,004,431,000	312	+16
297	Citizens Commercial & Savings Bank, Flint, Mich.	1,195,097,000	1,182,185,000	271	
298	BayBank Harvard Trust Co., Cambridge, Mass.	1,192,945,000	987,978,000	313	+15
299	Commercial National Bank, Shreveport, La.	1,192,418,000	1,197,553,000	269	
300	Barnett Bank of Tampa NA, Fla.	1,192,245,000	904,390,000	339	+39

Data may not be comparable because of mergers, acquisitions, and different accounting procedures (especially Fed "Call Report" data vs "GAAP" data). The 1985 figures are as reported in 1986 and have not be restated.

(r)—Rank bank would have had, if it had been included in the survey.

Summary of Survey Findings

The Top 10 Deposit Gainers Among Top 300 Commercial Banks

	(Dollar Amounts in Millions)	Deposits 12/31/86	Deposits 12/31/85	Percent Increase	Bank Rank
1	Centerre Bank NA, St. Louis, Mo.	2,483.7	35.2	6,960.89	126
2	Greenwood Trust Co., New Castle, Del.	1,048.4	27.4	3,721.84	275
3	Mercantile Bank NA, St. Louis, Mo.	3,126.0	241.4	1,194.70	97
4	Merchants Bank, Kansas City, Mo.	1,249.6	160.3	679.29	233
5	Mark Twain Bank NA, Ladue, Mo.	1,014.2	156.7	547.15	281
6	Barnett Bank of Southwest Fla. NA, Sarasota	1,878.8	325.9	476.47	169
7	Sanwa Bank California, San Francisco	3,898.5	1,337.8	191.40	76
8	Sun Bank of Tampa Bay, Tampa, Fla.	1,176.7	480.1	145.09	244
9	Boston Safe Deposit & Trust Co.	6,830.1	3,008.2	127.05	37
10	Wells Fargo Bank NA, San Francisco	33,286.9	15,130.2	120.00	9

The 10 Largest Deposit Losers Among Top 300 Commercial Banks

	(Dollar Amounts in Millions)	Deposits 12/31/86	Deposits 12/31/85	Percent Decrease	Bank Rank
1	InterFirst Bank Dallas NA	3,525.4	7,034.4	49.88	84
2	First City National Bank, Houston	3,324.7	5,535.8	39.94	92
3	RepublicBank Houston NA	1,438.5	1,881.1	23.53	209
4	Texas Commerce Bank NA, Houston	5,607.1	7,052.2	20.49	50
5	InterFirst Bank Fort Worth NA, Tex.	994.3	1,227.4	18.99	289
6	Citibank (South Dakota) NA, Sioux Falls	1,691.4	2,054.9	17.69	178
7	Allied Bank of Texas, Houston	2,886.9	3,441.1	16.11	107
8	Bank of America NT&SA, San Francisco	76,084.0	88,170.0	13.71	2
9	Colorado National Bank, Denver	958.6	1,106.3	13.35	298
10	Chase Manhattan Bank (USA) NA, Wilmington, Del.	1,121.7	1,293.7	13.29	256

State Totals of the Top 300 Commercial Banks

No. of Banks		Total Deposits
4	Alabama	$12,251,235,000
4	Arizona	20,908,156,000
19	California	199,785,685,502
3	Colorado	4,499,009,000
5	Connecticut	20,388,471,000
7	Delaware	9,170,088,647
4	District of Columbia	11,303,438,000
16	Florida	51,023,931,000
5	Georgia	18,755,595,000
2	Hawaii	7,316,535,000
2	Idaho	3,682,838,000
7	Illinois	60,246,910,000
4	Indiana	8,775,912,000
1	Iowa	1,132,949,000

No. of Banks		Total Deposits
1	Kansas	1,143,485,000
4	Kentucky	8,135,131,000
6	Louisiana	9,128,366,000
1	Maine	1,139,885,000
8	Maryland	21,514,181,377
10	Massachusetts	47,051,429,900
8	Michigan	28,612,338,000
4	Minnesota	14,249,650,000
4	Mississippi	6,109,851,949
9	Missouri	16,365,708,000
2	Nebraska	2,187,127,000
2	Nevada	3,859,300,752
20	New Jersey	40,213,342,221
1	New Mexico	1,411,564,000
35	New York	447,292,338,059

No. of Banks		Total Deposits
8	North Carolina	35,726,639,058
17	Ohio	42,232,041,904
4	Oklahoma	5,432,058,000
2	Oregon	10,349,186,000
19	Pennsylvania	71,467,926,130
4	Puerto Rico	8,147,956,384
2	Rhode Island	6,885,608,000
4	South Carolina	8,873,950,470
2	South Dakota	3,013,369,000
6	Tennessee	12,957,052,000
15	Texas	43,405,492,905
2	Utah	4,561,467,000
8	Virginia	29,790,123,000
6	Washington	22,009,183,000
3	Wisconsin	5,984,159,000
	Totals for Top 300 Banks	$1,388,490,663,258

Comparison of Top Banks' Deposit Totals

By Groups, as of December 31, 1986, Compared with Previous Years

U.S. Banks' Deposits	12/31/86	12/31/85	12/31/80	12/31/75	12/31/70	12/31/65
Top 10	**497,066,747,000**	473,603,973,000	420,907,391,000	256,052,629,037	126,195,417,703	75,405,204,346
Top 25	**685,680,796,058**	653,889,100,000	565,575,179,816	340,247,013,573	176,216,290,596	107,255,073,084
Top 50	**853,073,452,058**	804,291,688,000	659,490,311,939	399,981,699,789	213,986,458,681	132,296,637,137
Top 100	**1,056,522,011,058**	984,658,340,412	759,730,492,039	461,006,495,233	255,693,371,152	160,782,537,295
Top200	**1,270,976,479,278**	1,175,306,238,835	864,298,820,563	528,354,528,436	300,370,439,821	191,534,427,136
Top 300	**1,388,490,663,258**	1,282,211,865,264	923,193,028,707	566,136,238,170	324,308,997,030	208,192,426,631
All Other Commercial Banks	**905,809,336,742**[1]	831,242,745,292[3]	560,244,871,432	352,998,401,769	204,973,915,688	131,970,379,501
All Commercials	**2,294,300,000,000**[1]	2,113,454,610,556[3]	1,483,437,890,139	919,134,639,939	529,282,912,718	340,162,808,132
Number of Commercial Banks[2]	14,994	15,235[3]	14,763	14,629	13,686	13,804

Deposit data for commercial banks compiled by American Banker in conjunction with R.L. Polk & Co. from bank statements and replies to questionnaire. Deposit data for savings banks are from National Council of Savings Institutions. (1)—Estimated by American Banker. (2)— The number of commercial banks was provided by the Federal Deposit Insurance Corporation and include all commercial banks, both insured and uninsured. (3)— Revised since publication on 3/18/86.

Equity Capital at Top 300 Commercial Banks in Deposits

Dec. 31, 1986 Compared With Dec. 31, 1985

	Equity Capital		%
	12/31/86	12/31/85	Change
Top 100 Banks	77,352,750,914	70,507,654,088	+ 9.7
Second 100 Banks	16,275,128,754	14,945,899,734	+ 8.9
Third 100 Banks	9,752,306,593	8,526,635,760	+14.4
Total for Top 300 Banks	103,380,186,261	93,980,189,582	+10.0

Equity capital is the sum of perpetual preferred stock, common stock, surplus, and undivided profits and capital reserves. In addition, for large banks, equity capital includes the cumulative foreign currency translation adjustments. The 1986 figures are for the top 300 banks in deposits on 12/31/86. The 1985 figures are for the top 300 banks in deposits on 12/31/85. **Source of Data:** Data were compiled by American Banker, working in conjunction with R.L. Polk & Co., Nashville, Tenn.

Breakdown of the Top 300 Commercial Banks in Assets

Dec. 31, 1986 Compared With Dec. 31, 1985

	Total Assets		%
	12/31/86	12/31/85	Change
Top 100 Banks	1,487,120,964,041	1,385,525,233,387	+ 7.3
Second 100 Banks	277,043,508,621	246,232,627,357	+12.5
Third 100 Banks	146,403,232,574	131,846,114,487	+11.0
Total for Top 300 Banks	1,910,567,705,236	1,763,603,975,231	+ 8.3

Deposits at Deposit-Taking Institutions

1986 Compared With 1985 (Billions of Dollars)

Type of Institution	Date	Number of Institutions	Total Deposits
Commercial Banks (a)	12/31/86	14,994	$2,294.3E
	12/31/85	15,235r	$2,113.5r
Change: 1985-1986		—241	+ 8.6%E
Savings and Loan Associations (b)	12/31/86	3,132p	$740.9p
	12/31/85	3,197r	$750.1r
Change: 1985-1986		—65	— 1.2%
Savings Banks- "New" FSLIC insured (c)	12/31/86	409p	157.9p
	12/31/85	302	$103.5
Change: 1985-1986		+107	+52.6%
Savings Banks- "Traditional" (d)	12/31/86	366	192.1p
	12/31/85	370	$186.0r
Change: 1985-1986		- 4	+ 3.3%
Credit Unions (e)	12/31/86	16,800p	152.2p
	12/31/85	17,581r	$125.5r
Change: 1985-1986		-781	+21.3%
All Deposit-Taking Institutions	12/31/86	35,701p	3,537.4p
	12/31/85	36,685r	$3,278.6r
Change: 1985-1986		-984	+ 7.9%

(a)—The number of commercial banks are provided by the Federal Deposit Insurance Corp., Washington, D.C., and includes: nationally chartered banks; FDIC-insured state member banks (of the Federal Reserve System); FDIC-insured state nonmember banks; and non-FDIC insured banks. The 12/31/85 deposit data are from R.L. Polk & Co.'s World Bank Directory, North American Edition. **(b)**—All operating savings and loan associations. Data are from the Federal Home Loan Bank Board, Washington, D.C. **(c)**— Data are from the FHLBB. Most of these "new" savings banks were savings and loan associations who changed their charters to become federal savings banks (FSBs). **(d)**— Data on the "traditional" savings bank industry provided by the National Council of Savings Institutions, Washington, D.C. Most of these savings banks are FDIC-insured. However, several of these institutions are also included in the FHLBB count of FSLIC-insured savings banks. **(e)**—All credit union data provided by Credit Union National Association, Madison, Wisconsin. **(E)**—Estimated by American Banker. **(p)**— Preliminary. **(r)**— Revised.

Survey Finds Special-Purpose Bank Posts Largest Deposit Gain

Continued from Page 1

bank charter, but makes few or no commercial loans. In most cases, the bank is used by its parent company to handle particular functions, such as credit card operations, and to take advantage of higher usury ceilings and tax benefits.

Over the first half of 1986, deposits grew more than 13-fold to $363.6 million on June 30. Over the second half of the year, deposits tripled to exceed the $1 billion mark on Dec. 31. Assets grew 18-fold over the year, from $73.9 million at yearend 1985 to $1.35 billion at the end of 1986.

Helene Duffy, of Duffy & Duffy Inc., New York, a bank consulting firm, attributes the growth to the bank's strong direct-mail campaign to solicit out-of-state deposits. Discover card holders received attractive premium rates for opening new savings accounts with Greenwood Trust. "Marketing people will tell you that the average response rate on a direct mailing is 0.2%, or two sales per 1,000 mailings," Ms. Duffy said. "A mailing to a prequalified group could up that to 0.3% or 0.4%. Sears is doing much better than that."

According to Margaret Bellock, president of Greenwood Trust, "The response to the direct-mail campaign exceeded projections." She attributed this to the "underlying strategy of adding value to the product. Specifically, consumers want to be rewarded for maintaining multiple relationships with a bank. Consumers are rewarded by receiving a higher rate on savings that is determined by the combined balances in a family, or group, of accounts."

Before joining Greenwood Trust, Ms. Bellock was a senior vice president for four years with W.N. Lane Interfinancial Group, Chicago, a four-bank group, and she worked for Continental Illinois National Bank & Trust Co., Chicago, for five years.

Sears, through Greenwood Trust, began issuing the Discover card in five test markets in the fall of 1985. Sears was soon overwhelmed by the amount of money deposited at Greenwood Trust in response to its first direct-mail campaign. Over the first five months of that first pilot program, Sears said many checks were for $10,000 or more.

In January 1986, the card was introduced nationally. About 22 million active Sears charge card holders began receiving preapproved applications for the Discover card. Mailings went out at a rate of 1.5 million per week to major markets, with the biggest market — New York — being left until the fall of 1986. Net loans — the bulk of which are credit card related — totaled $987.9 million at yearend.

Net income for 1986 was not yet available for the bank. However, over the first nine months of 1986, the bank reported a net loss of $69.9 million. In early 1986, Edward A. Brennan, chairman and chief executive officer of Sears, estimated that the cost of launching and promoting the Discover card would cost an after-tax $115 million in 1986.

According to the Office of the State Bank Commissioner of Delaware, Greenwood Trust Co. received its state charter in 1911. Also, the bank, which is insured by the FDIC, does not make commercial loans by choice. It is a "nonbank bank" to which interstate banking restrictions do not apply, and Sears, therefore, is not considered a bank holding company under the Bank Holding Company Act.

A nonbank bank is an institution that either accepts demand deposits or makes commercial loans but does not do both.

Deposits Up 127% at Boston Safe

Another special-purpose bank, Boston Safe Deposit and Trust Co., was the fastest growing among the top 300 banks over the past five years. Last year, it moved up 51 places in rank to No. 37 as deposits increased 127% to $6.8 billion on Dec. 31.

The bank's deposits increased more than 18-fold between yearend 1981 and yearend 1986, a sharp rise that coincided with the acquisition of the bank's parent, the Boston Company Inc., by Shearson/American Express in 1981. Deposits increased 166% to $377.6 million in 1981, moving Boston Safe up 547 places in rank to 416th. At yearend 1985, the bank ranked 88th, with $3 billion in deposits.

The bank began offering money market deposit accounts for Shearson/American Express clients in 1983. James N. von Germeten, the bank's chief executive officer, said in an interview in 1983 that along with the increase in deposit-taking would be an expansion of high-net-worth personal loans, including mortgage loans, in the New England area.

Over the 18-month period that ended on Dec. 31, 1985, total loans soared 449%, from $269 million on June 30, 1984, to $1.48 billion. At yearend 1985, loans secured by real estate totaled $1.18 billion and consumer loans totaled $288.7 million.

Last year, total loans more than doubled to $3.2 billion on Dec. 31, 1986. Loans secured by real estate totaled $2.4 billion, up 103% from the year before, and consumer loans totaled $669.3 million, up 132% from a year earlier.

At yearend 1986, money market deposits totaled $2.2 billion, up 83% from $1.2 billion a year earlier. Money market deposit accounts accounted for 32% of the bank's total deposits at yearend 1986.

Boston Safe was highly profitable again last year, earning $117.8 million, up 123% from $52.8 million in net income in 1985, when the bank ranked as the 59th most profitable banking company in 1985. Its return on average assets, as calculated by the *American Banker*, was 2.06% in 1986, up 22 basis points from 1.84% in 1985.

Other Survey Findings

The *American Banker*, working in conjunction with R.L. Polk & Co., a Nashville-based publisher of banking directories, surveyed the nation's top 7,000 banks in deposits to rank the top 300 banks today. Listed below are some of the more important findings of this survey.

- Texas-based banks, which have experienced sizable problems with their energy-related and real estate loan portfolios, posted the five largest deposit losses among the top 300 banks.

The largest loss — 50% — was suffered by InterFirst Bank Dallas NA. The bank, which ranked 84th in deposits last year, had deposits of $3.5 billion on Dec. 31, 1986, down from $7.0 billion on Dec. 31, 1985.

The deposits of 92d-ranked First City National Bank, Houston, fell 40%, to $3.3 billion; 209th-ranked RepublicBank Houston NA had a 24% drop; 50th-ranked Texas Commerce Bank NA, Houston, had a 20% decline; and 289th-ranked InterFirst Bank Fort Worth NA had a 19% drop in deposits.

- Total deposits of the top 300 banks were up 8.3%, to $1.39 trillion. In 1985, the top 300 banks posted an 8.6% gain in deposits.

- The top 300 banks held 60.5% of all commercial bank deposits last year, down from 60.7% a year earlier.

- The share of the top 300 deposits held by 25 largest banks fell to 49.4% last year, from 51% in 1985, 52.6% in 1984, and down from the record share of 61.3% in 1980. The 49.4% share is the smallest since 1960, when the top 25 held 50.3% of the total deposits of the top 300 banks. The growth of regional banks, coupled with the problems experienced with several of the large banks over the past four years, are the main reasons for the decline in this percentage.

- Total equity capital of the top 300 banks in deposits was up 10% last year to $103.4 billion. In 1985, equity capital rose 12.3%. The yearend equity-to-assets ratio for the top 300 banks in deposits was 5.42%, up nine basis points from 5.33% at yearend 1985, and up 21 basis points from 5.21% at yearend 1984.

- The total assets of the top 300 banks were up 8.3%, to $1.91 trillion. A year earlier, assets rose 9.78%.

Mitsui to Buy 50% of Security Pacific Unit

By JED HOROWITZ

NEW YORK — Security Pacific Corp. said it will sell 50% of its Japanese-based consumer lending company to Mitsui & Co., the Japanese trading company and owner of Mitsui Bank Ltd.

The purchase price is still being negotiated, said Security Pacific vice chairman William F. Ford, who noted that negotiations began about 45 days ago. The company, Japan Security Pacific Finance Co., has $200 million to $300 million of receivables, he said.

A substantial part of its business, Mr. Ford noted, is financing golf club memberships for Japanese borrowers. Memberships run into the thousands of dollars, he said.

The bank opened the consumer lending company in Japan in 1978, but believes that Mitsui will help expand the bank's customer base in "multiples substantially greater" than what it has today. "We bring the expertise in this particular environment in consumer and commercial-type lending, and they bring the customer base," said Mr. Ford. Security Pacific also will supply data processing support for the joint venture, the bank said.

The finance company in Japan has five branches and will expand with the Mitsui alliance, Mr. Ford said.

Security Pacific runs a sister finance company in Hong Kong, which Mr. Ford called the territory's premier consumer lending organization. The bank also has leasing company offices in Japan, Singapore, and Hong Kong.

Mr. Ford said that in the future the Mitsui joint venture company can be used to house other activities. The Japanese Ministry of Finance recently said that several U.S. banks can open securities subsidiaries in Japan if they limit their ownership to 50%. Some analysts speculate that the regulator may use the 50% formula to permit expansion of foreigners into other industries.

Security Pacific has a presence in securities trading in Tokyo through its purchase of a British broker, Hoare Govett Ltd.

Mr. Ford noted that the two parties have signed a letter of intent to form the joint venture. Applications still must be made to regulators in the United States and Japan. ■

Fleet, Norstar Agree to Merge

Continued from Page 1

But it exceeds those transactions in price — as well as the estimated $1.150 billion that Security Pacific Corp. agreed last month to pay for Rainier Bancorp, Seattle — to rank first among the four banking mergers with billion-dollar stickers attached to them.

The companies said the merger will result in a new company, to be called Fleet-Norstar Financial Group Inc. The resulting firm would be among the largest nonmoney center banking organizations in the Northeast, with assets of about $23 billion. Fleet Financial had assets at yearend of $11.7 billion while Norstar had assets of $11.1 billion.

Under the terms of the all-stock agreement, owners of Norstar will be paid 1.2 shares of Fleet Financial common stock for each share of Norstar, based on the number of Fleet shares outstanding after a 2-for-1 stock split. That split is payable on April 1 to shareholders of record on March 15.

The deal may be at least partly rooted in the long-term friendship of Peter D. Kiernan, chairman and president of Norstar, and J. Terrance Murray, chairman and chief executive officer of Fleet Financial.

Mr. Kiernan, during an interview last autumn, noted that he planned to join Mr. Murray at Boston's Fenway Park to watch the World Series. ■

Chances Slim to Overturn Fed's Westminster Bank Unit Ruling, Says Lawyer

By GLEN CRANEY

Washington Bureau

WASHINGTON — A lawyer for a securities trade group expressed doubts about the chance of setting aside a Federal Reserve Board decision that a bank holding company's unit may offer both investment advice and securities brokerage services to institutional clients.

"Realistically, we have an obstacle to overcome," William Fitzpatrick, general counsel for the Securities Industry Association, said this week.

The Wall Street trade organization is appealing the approval of an application by the National Westminster Bank, London, and its U.S. subsidiary, NatWest Holdings Inc. Oral arguments were given before a federal appeals court here on Friday.

Mr. Fitzpatrick noted that the panel of the U.S. Court of Appeals for the District of Columbia includes Judge Robert H. Bork, whom the attorney described as a "free marketer from way back."

Judge Bork joined in a Dec. 24, 1986, ruling, now on appeal to the U.S. Supreme Court, rejecting a similar Glass-Steagall attack by the Securities Industry Association against the Fed's decision to permit Bankers Trust Co. to sell commercial paper.

Lawyers in the case said they could not predict when a decision might be handed down. ■

Fleet, Citizens Plan 'Switch' For System of Shared ATMs

BOSTON — Citizens Bank and Fleet National Bank, both based in Providence, R.I., have announced that they are setting up an automated teller machine "switch" to share ATMs.

A switch is a specialized computer that lets customers of one bank use the teller machines of another.

Fleet and Citizens, two of the state's largest financial institutions, expect the switch to be operating in late summer.

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The Daily Financial Services News

MERGERS AT THE TOP 300:
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VOL. CLII NO. 58 Wednesday, March 25, 1987

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Big Mergers Take Toll on Bank Shareholders

Earnings per Share Lag Net Income, Data Show

By BART FRAUST

NEW YORK — Stockholders paid the price for their banks' aggressive acquisition strategies last year.

For 15 large bank hoiding companies that completed a major bank acquisition in 1986, growth in earnings per share sharply trailed growth in total net income. In contrast, at 15 large banking companies that did not complete a major acquisition, growth in earnings per share only slightly trailed growth in total net income.

"This reflects the impact of dilution on earnings per share," said David Cates, a New York banking analyst, who has long warned that the aggressive and expensive acquisition strategies of banks erode the value of bank stocks.

In addition, growth in profitability, as measured by growth in return on assets and return on equity, was four times greater in the nonbuyer group than in the buyer group.

Reducing overhead is a major driving force behind mergers and acquisitions, but the 1986 results show that this is not a quick process. Banks in the nonbuyer group reduced overhead by an average of six times the rate achieved by banks in the buyer group.

Capital, as measured by the equity-to-assets ratio, grew three times the rate among banks in the nonbuyer group as banks in the buyer group.

Shareholders of aggressive buyers benefited in terms of dividends. While dividends per share expanded more sharply at the aggressive buyers than at the nonbuyers, buyers are using a greater percentage of their net incomes to support dividend payments to common stockholders than the nonbuyers. Hence, nonbuyers have a greater ability to generate capital internally.

One indicator that favored shareholders of big buyers was market price growth — and to some this is the most important factor. In 1986, the stock prices of the 15 buyer banks grew an average of 10.2%, while the nonbuyer group's prices grew an average of 8.3%.

Data for the comparisons in this arti-

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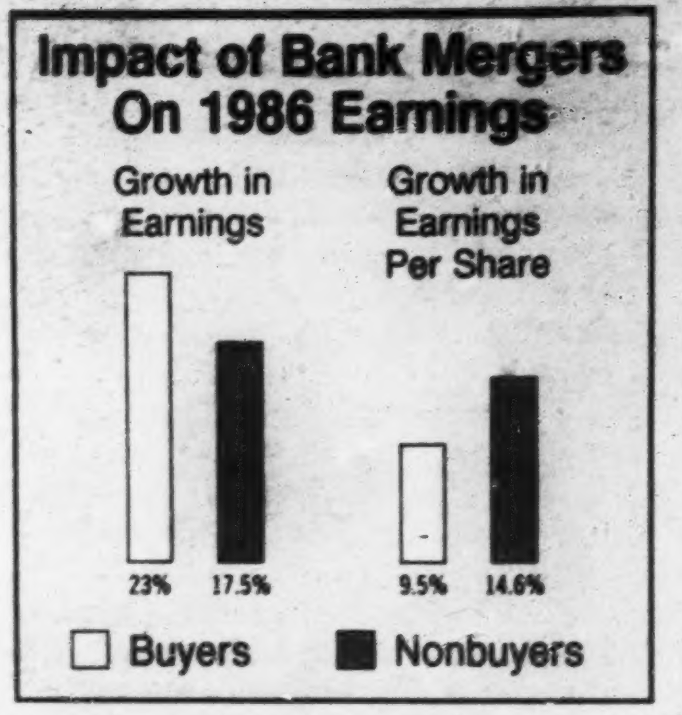
Impact of Bank Mergers On 1986 Earnings

Deposit Gains Through Mergers Up 156%

Account for 40% of Deposit Growth at Top 300 in '86

By L. MICHAEL CACACE

NEW YORK — Deposits acquired through acquisitions and mergers accounted for 40% of the deposit growth of the top 300 banks in the nation last year, compared to only 17% in 1985.

Last year, the total deposits of the top 300 banks rose $106.3 billion to reach $1.39 trillion on Dec. 31. And deposits acquired through mergers and acquisitions at these banks totaled $42.9 billion, or 40.4% of the total deposit gain. In 1985, deposits acquired through mergers at the top 300 banks totaled $16.5 billion, or 17% of the $97.4 billion deposit gain posted by those banks.

AN American Banker
SPECIAL REPORT

These are some of the findings of the *American Banker's* fourth annual survey of mergers and acquisitions among the top 300 banks in the nation, published today. Partial acquisitions, such as branch purchases, are included in the listing. In addition, the survey covers holding company acquisitions completed last year where the lead banks were not affected by the mergers.

The acquisition of deposits through mergers rose by 156% at the top 300 commercial banks last year, the largest such gain since the *American Banker* began tracking these mergers in 1980. The previous high was 64% in 1984. In 1985, the acquisition of deposits acquired through mergers fell 25%.

Among the top 300 commercial banks in 1986, 65 acquired a total of 123 banks, with combined deposits of $42.9 billion. In 1985, 44 banks in the top 300 acquired 137 banks, with

Deposit Gains: Page 25 ➻

Active Merger States

Deposits Acquired Through Merger During 1986 (In Billions of Dollars)

1. California	$17.8
2. Florida	6.0
3. Pennsylvania	4.1
4. Ohio	3.1
5. Missouri	3.0

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Deposit Gains Through Mergers Up 156% at Top 300 Banks

Continued from Page 1

$16.8 billion in deposits.

There were five major reasons for this sharp gain in deposits:

- First, two British banks sold off their California-based commercial bank subsidiaries accounting for over 41% of all deposits acquired through merger by the top 300 banks last year.
- In Pennsylvania and Ohio, three banks had major intrastate mergers and consolidations, accounting for 13% of the total.
- The acquisition of thrift institutions by banks in the top 300 accounted for 8.5%.
- Changes in Missouri law with respect to statewide expansion added 7% to the deposits acquired through mergers.
- And the consolidation of interstate holdings by two of the nation's super-regional firms contributed 6% to the total.

The largest merger completed last year involved two San Francisco giants. In February 1986, Wells Fargo & Co. acquired Crocker National Corp. from Midland Bank PLC, London. In May, subsidiaries of these two bank holding companies — the $19.7 billion-deposit Wells Fargo Bank NA, the nation's 10th largest bank, and the $15.1 billion-deposit Crocker National Bank, the nation's 14th largest bank — were merged under the Crocker charter and the Wells name. This merger alone accounted for over 35% of all deposits acquired through merger by the top 300 banks last year. Wells Fargo Bank, with $33.3 billion in deposits on Dec. 31, 1986, ranked ninth among the top 300 banks.

Mergers at the Top 300 Banks
Tables on Pages 26, 28, 30

In addition, last September another British bank, Lloyds Bank PLC, London, sold its Los Angeles-based commercial bank subsidiary, the $2.5 billion-deposit Lloyds Bank California, to Sanwa Bank Ltd., Osaka, Japan. Sanwa then merged the acquired bank into its San Francisco-based bank, the $1.3 billion-deposit Golden State Sanwa Bank, San Francisco. After the merger, Golden State Sanwa changed its name to Sanwa Bank California. This merger helped push Sanwa Bank California up 200 places to rank 76th in deposits, with $3.9 billion in deposits at yearend 1986.

Combined, the mergers of the two British banks' subsidiaries accounted for $17.7 billion, or 41.2%, of the $42.9 billion acquired through mergers by the top 300 banks last year.

In Ohio and Pennsylvania, large intrastate mergers helped three banks in these states — Society National Bank, Cleveland, Meridian Bank, Reading, Pa., and Fidelity Bank, Malvern, Pa. — acquire more than $5.6 billion in deposits, or 13.1% of the deposits acquired through merger by the top 300 last year. In the cases of Society National Bank and Meridian Bank, these mergers involved the consolidation of banks acquired in previous years by their parent holding companies into these two banks.

In October 1985, Society Corp., Cleveland, acquired the $3.1 billion-asset Centran Corp., also of Cleveland. In February 1986, two of the Centran banks — the $1.5 billion-deposit Central National Bank, Cleveland, and the $305 million-deposit Centran Bank of Akron were merged into Society Corp.'s lead bank, Society National Bank.

Society National Bank advanced 53 places to rank 75th in deposits last year, with $3.97 billion in deposits on Dec. 31, up from $2.1 billion a year earlier.

In Pennsylvania, Meridian Bancorp, Reading, merged two of its bank affiliates — the $1 billion-deposit First National Bank of Allentown and the $942 million-deposit Central Penn National Bank, Bala-Cynwyd — into its lead bank, American Bank & Trust Company of Pennsylvania, Reading, in April. American Bank then changed its name to Meridian Bank. The two banks were acquired in earlier intrastate deals. In 1984, Meridian Bancorp. acquired First National Bancorporation of Allentown Inc., and in 1983 it acquired Central Penn National Corp. Meridian Bank was the nation's 53d largest bank at yearend 1986, with $5.4 billion in deposits, up from $2.9 billion on Dec. 31, 1985, when it ranked 90th.

Also, in April Fidelcor Inc., Philadelphia, the holding company for the $7.2 billion-deposit Fidelity Bank, Malvern, acquired IVB Financial Corp. and its lead bank, the $1.9 billion-deposit Industrial Valley Bank & Trust Co. In September, Industrial Valley Bank was merged into Fidelity Bank.

Eight Banks Buy Thrifts

Last year, eight of the top 300 banks acquired thrift institutions, with combined total deposits of $3.6 billion, or 8.5%, of the total deposits acquired through merger by the top 300.

The three largest mergers of this type were in Florida, New York, and Ohio, respectively. In Florida, Barnett Bank of Southwest Florida, Sarasota, acquired the $1.4 billion-deposit United First Federal Savings & Loan Association, Sarasota, on Dec. 22. In New York, Marine Midland Banks Inc., Buffalo, in August acquired the $816 million-deposit Westchester Federal Savings & Loan Association, New Rochelle. Prior to the merger, the thrift was converted to a commercial bank called Westchester Bank NA. In Ohio, AmeriTrust Co. NA, Cleveland, acquired the $809 million-deposit Eagle Savings Association, Cincinnati.

In Missouri, the law permits a bank to acquire banks in contiguous counties. This presented a problem to the St. Louis-based banks, because they are surrounded by only one county, St. Louis County. According to William J. Carner, president of Carner & Associates, Springfield, Mo., publisher of *The Bancpen Reports,* to overcome this problem, "the large St. Louis banks merged with their much smaller affiliate banks in St. Louis County under the charters of the smaller banks. This will allow these banks to acquire banks in the counties contiguous to St. Louis County in the future."

Last year, six Missouri banks in the top 300 acquired 22 other banks, with combined deposits of $2.96 billion. Three of these banks — Mark Twain Bank NA, Ladue, Mercantile Bank NA, St. Louis, and Centerre Bank NA, St. Louis — merged under the charter of smaller, affiliate banks in St. Louis County and accounted for $1.67 billion, or 56%, of the total deposits acquired through merger by the six Missouri banks.

The two superregional banking firms based in Charlotte, N.C. — the $27.5 billion-asset NCNB Corp. and the $26.8 billion-asset First Union Corp. — consolidated their Florida holdings into their major bank subsidiaries in Florida. And these two mergers accounted for $2.6 billion in acquired deposits, or 6.1%, of all deposits acquired through mergers.

On Dec. 30, 1985, NCNB Corp. acquired Pan American Banks Inc., Miami. Over the first seven months of 1986, four Pan American banks, with combined deposits of $1.34 billion, were merged into the $6.7 billion-deposit NCNB National Bank of Florida, Tampa.

In May 1986, First Union completed its acquisition of the First Bankers Corporation of Florida. In June, First Union merged nine of the banks of this holding company, with combined deposits of $1.28 billion, into its $5.3 billion-deposit First Union National Bank of Florida, Jacksonville. First Union National Bank was formerly known as Atlantic National Bank of Florida. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our annual survey on mergers and acquisitions at the Top 300 meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

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(2.) What did you like **best** about the survey?

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(3.) What did you like **least** about the survey?

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(4.) How do you use the survey in your work?

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Great Western Insurance Unit To Be Sold for $280 Million

West Coast Bureau

LOS ANGELES — Great Western Financial Corp. announced a definitive agreement to sell the John Alden Life Insurance Co. and affiliated operations to managers of the insurance unit for $280 million.

The transaction will be financed by General Electric Credit Corp., which delivered a commitment letter to the management group, headed by John Alden president Glendon E. Johnson.

Great Western, based in Beverly Hills, Calif., said it expects to realize a pretax gain of $65 million from the sale and an after-tax gain of about $15 million.

Great Western last month disclosed it was discussing the sale of John Alden to Celtic Group Inc., a Chicago-based company with insurance operations. Great Western gave no reasons for the termination of those discussions.

"While this fine group of companies is operating well and profitably, its sale will enable Great Western to redeploy the proceeds into the expansion of its core businesses," said James F. Montgomery, Great Western's chairman and chief executive officer, referring to retail banking, mortgage lending, mortgage banking, and consumer finance.

Great Western, parent of Great Western Bank, a federal savings bank, recently disclosed an aggressive expansion strategy. In a recent interview with the *American Banker,* Mr. Montgomery said the company is preparing to expand into as many as a dozen new states this year, either with full retail banking operations, real estate loan offices, or both. It also plans to expand its consumer finance operations through acquisitions, with a goal of doubling consumer loan profits, which last year contributed more than $17.6 million to Great Western's net profits of $301 million.

Great Western acquired John Alden in 1983 when it purchased the Miami-based Aristar Inc. for $165 million.

"When we acquired Aristar in 1983, our primary purpose was to acquire the consumer finance company, and the insurance company was just part of the program," Mr. Montgomery said. "The companies have done very, very well, but the consumer finance company has done better than the insurance company."

In 1986, for example, net profits from life insurance operations totaled 0.79% of average assets, compared with 2.28% for consumer finance operations. John Alden reported after-tax profits of $12.7 million in 1986.

Great Western, with more than $27 billion in assets, said the John Alden transaction is subject to regulatory approvals and certain other conditions. ■

Clearing House Group Sets Payments Institute

NEW YORK — The National Automated Clearing House Association has scheduled its Payments Institute for June 21-26 at the University of Colorado, Boulder.

The academic program in payment systems structure, marketing, economics, and cash management services is taught by a faculty that includes Donald G. Long, industry consultant, IBM Corp.; Carl Gambs, vice president, Federal Reserve Bank of Kansas City; Dean Bitner, director of EFT development, Sears, Roebuck and Co.; Allen DeCotiis, president, Payment Systems Inc.; and John F. Lee, executive vice president, New York Clearing House Association.

For certification, students must complete elective and nonelective courses, a study project, and the week-long residency at Boulder. For information contact the National Automated Clearing House Association, 1901 L Street N.W., Washington, D.C. 20036, 202-659-4343. ■

Strategic Dates

June 18, 1987

PHASE TWO: Today, the second phase of the Federal Reserve Board's plan to reduce banks' intraday overdraft limits goes into effect. Under the March 1986 plan, banks must reduce their overdraft limits by 25%. The Fed is concerned about the operational and credit risks associated with the computerized networks used by banks to transfer hundreds of billions of dollars every day. An overdraft of $1 billion or more by a single bank is not unusual.

American Banker
MERGERS AND ACQUISITIONS

1986 Changes Among the Top 300 Banks

Acquisitions and Name Changes (Listed Alphabetically by Location)

Compiled by American Banker Copyright 1987

Deposit Rank 12/31/86	Current Name of Bank	Type of Change(a)	Former Name of Bank	Banks Merged or Acquired	Total Deposits Of Merged Banks 12/31/85	Date of Change
89	**First Alabama Bank, Montgomery**	M		First Alabama Bank of Mobile NA	576,209,000	Feb. 14
		M		First Alabama Bank, Dothan	130,701,000	Apr. 18
		M		First Alabama Bank of Tuscaloosa NA	196,287,000	May 17
		M		First State Bank of Alabama, Decatur	94,292,440	Aug. 25
		M		Shelby State Bank, Pelham	29,676,000	Sep. 22
		M		First Citizens Bank, Oneonta	66,358,819	Dec. 12
80	**Arizona Bank, Phoenix**	M		Arizona Commerce Bank, Sedona	6,340,000	Jul. 21
255	**Barclays Bank of California, San Francisco**	A		Valencia Bank, Santa Ana	99,181,000	Feb. 8
219	**Hibernia Bank, San Francisco**	B (#)		Wells Fargo Bank NA, San Francisco		Oct. 24
76	**Sanwa Bank California, San Francisco**	N,M	Golden State Sanwa Bank	Lloyds Bank California, Los Angeles	2,535,243,000	Sep. 1
9	**Wells Fargo Bank NA, San Francisco**	N,M	Crocker National Bank	Wells Fargo Bank NA, San Francisco	15,130,243,000*	May 30
33	**Connecticut Bank & Trust Co. NA, Hartford**	B (1)		Bristol Savings Bank		Apr. 7
		M		Farmington Valley S&L Co., Farmington	64,000,000	Dec. 24
36	**Connecticut National Bank, Hartford**	M[1]		Jefferson Federal Savings & Loan Assn., Meriden	110,000,000	Aug. 14
170	**Bank of Boston Connecticut, Waterbury**	N	Colonial Bank			Sep. 5
182	**Sun Bank/South Florida NA, Ft. Lauderdale**	M		Sun Bank/Palm Beach Cty. NA, Delray Beach	498,477,000	Mar. 1
54	**First Union National Bank of Fla., Jacksonville**	N,M	Atlantic National Bank of Florida	First Bankers of Palm Beach Cty., Boca Raton	144,300,847	Jun. 9
		M		First Bankers of Florida NA, Cape Canaveral	89,106,555	Jun. 9
		M		Bank of Pasco County, Dade City	174,497,000	Jun. 9
		M		First Bankers of Polk County, Haines City	149,327,828	Jun. 9
		M		First Bkrs of Volusia Cty NA, New Smyrna Bch	38,058,171	Jun. 9
		M		First Bankers NA, Pompano Beach	387,112,000	Jun. 9
		M		First Bankers of Tampa Bank NA, St. Petersburg	91,668,613	Jun. 9
		M		First Bankers of Indian River Cty., Vero Beach	131,649,336	Jun. 9
		M		First Bankers of Orange Cty. NA, Winter Garden	75,192,469	Jun. 9
46	**Florida National Bank, Jacksonville**	M		Citrus Park Bank, Tampa	31,009,402	Jun. 14
		M		Southern NB of Broward Cty., Pompano Beach	24,933,000	Dec. 24
21	**Southeast Bank NA, Miami**	M		Southeast Bk of St. Johns Cty., Ponte Vedra Bch	12,621,000	Jan. 1
		M		First Bank of Lakeland	24,454,231	Dec. 30
		M		First National Bank, Palm Beach	453,809,000	Dec. 30
169	**Barnett Bank of Southwest Fla., Sarasota**	N,M	Barnett Bank of Southwest Florida NA	United First Federal S & L Assn., Sarasota	1,420,528,690	Dec. 22
71	**First Florida Bank NA, Tampa**	M		Rutland Bank, St. Petersburg	410,345,000	Jun. 28
244	**Sun Bank of Tampa Bay, Tampa, Fla.**	M		Sun Bank/Suncoast NA, St. Petersburg	540,002,000	Feb. 1
38	**NCNB National Bank of Florida, Tampa**	M		Pan American Bank, Jacksonville	10,776,000	Mar. 7
		M		Pan American Bank of Orlando NA	145,943,111	May 16
		M		Pan American Bank of Tampa NA	95,604,000	Jun. 20
		M		Pan American Bank NA, Miami	1,084,071,000	Jul. 18
35	**Citizens & Southern National Bank, Atlanta**	M		Fannin County Bank, Blue Ridge	44,097,554	Aug. 31
60	**First National Bank, Atlanta**	M		Forsyth County Bank, Cumming	80,425,034	Dec. 15
68	**Bank of Hawaii, Honolulu**	B (1)		Bank of America NT & SA, San Francisco		Nov. 7
140	**Idaho First National Bank, Boise**	A		First Bank & Trust of Idaho, Malad City	56,772,567	May 12
111	**Bank One Indianapolis NA**	N	American Fletcher National Bank & Trust Co.			1/26/87
103	**Indiana National Bank, Indianapolis**	M		Fidelity Bank of Indiana, Carmel	77,682,040	Aug. 29
278	**Summit Bank, Fort Wayne, Ind.**	M		American Bank & Trust Co., Marion	123,390,243	Feb. 28
249	**Bank IV Wichita NA, Kan.**	N	Fourth National Bank & Trust Co.			Mar. 31
152	**Whitney National Bank, New Orleans, La.**	A		American Bank & Trust Co., Lafayette	202,414,000	Sep. 27
		A		Metropolitan Bank & Trust Co., Baton Rouge	76,137,757	Oct. 7
		N	Whitney National Bank of New Orleans			Dec. 17
280	**First National Bank, Shreveport, La.**	A		Bossier Bank & Trust Co., Bossier City	212,512,000	Jun. 16
149	**Signet Bank/Maryland, Baltimore**	N	Union Trust Co. of Maryland			3/30/87
116	**Sovran Bank/Maryland, Bethesda**	N	Suburban Bank			Mar. 31
222	**Citizens Bank & Trust Co., Riverdale, Md.**	M		Central National Bank, Silver Spring	117,548,592	Mar. 21
31	**Bank of New England NA, Boston**	M		Bank of New England-Bristol Cty. NA, Fall River	148,918,284	Jun. 27
		M		Bank of New England-North Shore, Gloucester	126,342,000	Jun. 27
		M		Bank of New England-Barnstable NA, Hyannis	166,972,828	Jun. 27
		M		Bank of New England-Bay State NA, Lawrence	288,727,000	Jun. 27
		M		Bank of New England-Hancock, Quincy	385,352,001	Jun. 27
		M		Bank of New England-Worcester Cty. NA	61,104,593	Jun. 27
		M		Security National Bank, Lynn	266,050,588	Sep. 24
		M		Northeast National Bank, Amesbury	60,107,000	Oct. 20
14	**First National Bank, Boston**	M		Bank of Boston-Bristol NA, New Bedford	258,523,101	Apr. 18
		M		Bank of Boston-Western Mass. NA, Springfield	403,784,274	Apr. 18
78	**Shawmut Bank NA, Boston**	N	Shawmut Bank of Boston NA			Nov. 1
266	**Security Bank & Trust Co., Southgate, Mich.**	M		Security Bank Oakland County, Novi	42,914,000	Aug. 1
257	**Marquette Bank Minneapolis NA**	M		Fidelity Bank Northeast, Minneapolis	155,472,000	May 1
285	**Sunburst Bank, Grenada, Miss.**	N	Grenada Bank			Oct. 28
		M		American Bank of Jackson Cty., Moss Point	4,725,000	Dec. 1
		M		Bank of Leland	34,472,587	Dec. 22
		M		Mount Olive Bank	31,228,000	Dec. 31
		M		South Mississippi Bank, Prentiss	68,243,020	Dec. 31
144	**Deposit Guaranty National Bank, Jackson, Miss.**	M		First National Bank of Desoto, Hernando	32,522,128	Dec. 1
294	**Bank of Mississippi, Tupelo**	M		First Mississippi National Bank, Hattiesburg	329,007,000	Dec. 31
200	**Commerce Bank of St. Louis NA, Clayton, Mo.**	N,M	Commerce Bank of St. Louis County NA	Commerce Bank of St. Louis NA	448,160,000	Jan. 1
233	**Merchants Bank, Kansas City, Mo.**	N,M	Bank of Kansas City	Merchants Bank, Kansas City	160,348,000*	Dec. 29
		M		Westport Bank, Kansas City	103,412,214	Dec. 29
281	**Mark Twain Bank NA, Ladue, Mo.**	N,M	Mark Twain National Bank	Mark Twain State Bank, Bridgeton	124,517,000	Feb. 28
		M		Mark Twain Parkway Bank, Chesterfield	95,046,591	Feb. 28
		M		Mark Twain Progress Bank, Fenton	57,653,000	Feb. 28
		M		Mark Twain St. Louis Bank NA	49,481,000	Feb. 28
		M		Mark Twain Northland Bank, St. Louis County	106,778,605	Feb. 28
		M		Mark Twain South Cty. Bk, St. Louis County	154,291,000	Feb. 28
		M		Mark Twain St. Charles Cty. Bank NA, St. Peters	77,399,000	Feb. 28
99	**Boatmen's National Bank, St. Louis, Mo.**	M		General Bank of St. Louis County, Clayton	127,316,945	Jun. 1
		M		General Bank, St. Louis	448,622,000	Jun. 1

Footnotes Appear on Next Page.

American Banker
MERGERS AND ACQUISITIONS

1986 Changes Among the Top 300 Banks

Acquisitions and Name Changes (Listed Alphabetically by Location)

Compiled by American Banker Copyright 1987

Deposit Rank 12/31/86	Current Name of Bank	Type of Change(a)	Former Name of Bank	Banks Merged or Acquired	Total Deposits Of Merged Banks 12/31/85	Date of Change
126	**Centerre Bank NA, St. Louis, Mo.**	N,L,M	Centerre Bank of South County NA[2]	Centerre Bank NA, St. Louis	35,176,000*	Feb. 10
		M		Centerre Bank of Chesterfield	122,302,550	Feb. 10
		M		Centerre Bank of Florissant	143,456,000	Feb. 10
		M		Centerre Bank of St. Peters NA	53,361,143	Dec. 31
97	**Mercantile Bank NA, St. Louis**	L,M,N	Gravois Mercantile National Bank, St. Louis Cty.	Mercantile Trust Co. NA, St. Louis	241,448,000*	Mar. 14
		M		Clayton Mercantile National Bank	67,528,387	Mar. 14
		M		Mercantile-Commerce Trust Co., St. Louis	115,337,000	Mar. 14
		M		Lewis & Clark Mercantile Bank, St. Louis County	69,880,843	Mar. 14
		M		Mercantile Bk of South Cty. NA, St. Louis County	24,745,000	Mar. 14
		M		Mercantile National Bank of St. Louis County	131,571,831	Mar. 14
288	**FirsTier Bank NA, Omaha, Neb.**	N	Omaha National Bank			Apr. 22
173	**Midlantic National Bank/South, Cherry Hill, N.J.**	N,L	Heritage Bank NA, Jamesburg			Jul. 1
		M		Midlantic National Bank/South, Haddonfield	711,085,077	Jul. 1
183	**National State Bank, Elizabeth, N.J.**	A		Village Bank, South Orange	53,164,531	Jul. 18
259	**Midlantic Nat'l Bank/Merchants, Neptune, N.J.**	M		Midlantic National Bank/Cranbury	163,635,000	Jul. 1
		B(#)		Heritage Bank NA, Jamesburg		Jul. 1
93	**Midlantic National Bank, Newark, N.J.**	B (#)		Heritage Bank NA, Jamesburg		Jul. 1
218	**Valley National Bank, Passaic, N.J.**	M		First National Bank & Trust Co., Kearney	197,955,660	Jun. 6
172	**Citizens First National Bank, Ridgewood, N.J.**	B (#)		Jersey Shore S & LA, Toms River		Feb. 10
125	**Midlantic Nat'l Bank/North, West Paterson, N.J.**	B (#)		Heritage Bank NA, Jamesburg		Jul. 1
98	**Norstar Bank of Upstate NY, Albany**	B (#)		Bank of New York		Apr. 28
		B (1)		Chemical Bank, New York		Jul. 21
		B (#)		Citibank NA, New York		Nov.
		M		Seaway National Bank, Watertown	19,133,000	Dec. 19
13	**Marine Midland Bank NA, Buffalo**	M		Westchester Bank NA, New Rochelle★	816,091,000†	Aug. 27
237	**Norstar Bank NA, Buffalo, N.Y.**	N	Liberty Norstar Bank NA			Jan. 2
		M		Niagara Cty. Savings Bank, Niagara Falls	N.A.	Mar. 1
16	**Bank of New York**	B (#)		Home Savings Bank, Brooklyn		Aug. 18
1	**Citibank NA, New York**	B (#)		Republic National Bank of New York		Apr. 21
4	**Manufacturers Hanover Trust Co., New York**	B (#)		Dollar Dry Dock Savings Bank, Bronx, New York		June
211	**IBJ Schroder Bank & Trust Co., New York**	N	J. Henry Schroder Bank & Trust Co.			1/1/87
79	**Citibank (New York State) NA, Rochester, N.Y.**	L	Citibank (New York State) NA, Buffalo			Jan. 1
194	**Norstar Bank, Rochester, N.Y.**	N	Security Trust Co.			Jan. 16
19	**NCNB National Bank of N.C., Charlotte**	B (1)		First Union National Bank, Charlotte		Feb. 3
203	**Southern National Bank of N.C., Lumberton**	B(1)		First Union National Bank, Charlotte		Mar. 10
120	**First Citizens Bank & Trust Co., Raleigh, N.C.**	B(1)		First Union National Bank, Charlotte		Mar. 1
109	**Branch Banking & Trust Co., Wilson, N.C.**	B (#)		First Union National Bank, Charlotte		Mar. 3
		B (#)		First Union National Bank, Charlotte		Mar. 10
147	**Central Trust Co. NA, Cincinnati**	M		Madison Savings Bank, Cincinnati	55,000,000	Jul. 31
43	**AmeriTrust Co. NA, Cleveland**	M		Eagle Savings Assn., Cincinnati	809,043,691	Nov. 26
75	**Society National Bank, Cleveland**	M		Centran Bank of Akron	304,829,000	Feb. 17
		M		Central National Bank, Cleveland	1,498,337,936	Feb. 18
83	**BancOhio National Bank, Columbus**	M		National City Bank, Marion	194,247,636	Oct. 11
186	**Society Bank NA, Dayton, Ohio**	N,M	Third National Bank & Trust Co.	Society Bank NA, Springfield	326,218,607	Apr. 21
148	**Toledo Trust Co., Ohio**	B (#)		First Buckeye Bank NA, Mansfield		May 16
174	**Liberty National Bank & Trust Co., Oklahoma City**	A		First National Bank & Trust Co., Norman	81,130,000	Jun. 2
		A		Citizens National B & T Co., Oklahoma City	193,103,000	Aug. 14
190	**Bank of Oklahoma NA, Tulsa**	N,M	Bank of Oklahoma, Tulsa NA	Bank of Oklahoma, Oklahoma City NA	568,682,000	Nov. 24
284	**First National B & T Co., Tulsa, Okla.**	A		Bank of Commerce & Trust Co., Tulsa	221,594,140	May 9
62	**First Interstate Bank of Oregon NA, Portland**	M		Canby Union Bank	27,156,000	Feb. 3
		M		Timber Community Bank, Roseburg	41,481,000	Dec. 19
32	**Fidelity Bank NA, Malvern, Pa.**	M		Industrial Valley B & T Co., Philadelphia	1,877,047,000	Sep. 15
30	**Pittsburgh National Bank**	M		Bridgeville Trust Co.	112,729,313	Dec. 31
53	**Meridian Bank, Reading, Pa.**	N,M	American Bank & Trust Co.	First National Bank of Allentown	1,038,874,000	Apr. 21
		M		Central Penn National Bank, Philadelphia	942,059,000	Apr. 21
207	**First Eastern Bank NA, Wilkes-Barre, Pa.**	M		Hawley Bank	32,383,000	May 3
		M		Miners Savings Bank, Pittston	69,861,873	Dec. 4
146	**Banco de Ponce, P.R.**	B (#)		East New York Savings Bank, Brooklyn		Nov. 7
77	**Banco Popular de Puerto Rico, San Juan**	A		Banco de Ahorro FSB, Mayaguez	N.A.	May 31
114	**Citizens & Southern Nat'l Bank, Charleston, S.C.**	M		Andrews Bank & Trust Co.	70,712,785	Dec. 1
		M		Farmers & Merchants Bank, Walterboro	63,649,204	Nov. 1
176	**NCNB South Carolina, Columbia**	N	Bankers Trust of South Carolina			Apr. 28
		M		Bank of Hartsville	54,001,000	Dec. 1
282	**First Union National Bank, Greenville, S.C.**	N	Southern Bank & Trust Co.			Apr. 7
69	**First Tennessee Bank NA, Memphis**	A		Farmers Bank, Trimble	20,976,000	Jul. 18
166	**Commerce Union Bank, Nashville, Tenn.**	M		Commerce Union Bank Sumner Cty., Gallatin	72,820,000	Apr. 8
		M		Comm. Union Bk of Rutherford Cty, Murfreesboro	103,740,000	Apr. 8
		M		Commerce Union Bank Humphreys Cty., Waverly	43,890,096	Apr. 8
261	**NBC Bank-San Antonio NA, Tex.**	N	National Bank of Commerce			Mar. 17
137	**Zions First National Bank, Salt Lake City, Utah**	A		Pioneer State Bank, Salt Lake City	6,210,153	Jan. 27
264	**Jefferson National Bank, Charlottesville, Va.**	M		Bank of Greene, Ruckersville	9,063,000	Jan. 1
		M		Peoples Bank of Stafford	39,056,618	Oct. 31
66	**Signet Bank/Virginia, Richmond**	N	Bank of Virginia			3/30/87
40	**Rainier National Bank, Seattle**	M		South Sound National Bank, Lacey	75,071,524	May 30
198	**Puget Sound National Bank, Tacoma, Wash.**	M		Bank of Redmond	35,902,000	Nov. 1
		M		Bank of Seattle	45,173,015	Nov. 1
		M		First State Bank, Port Orchard	22,348,000	Dec. 29

Acquiring banks are listed in geographical order, with their respective deposit ranks shown in the left-hand column. The "acquiring bank" is the bank under whose charter the merger occurs. However, when the affiliated banks of a holding company merge under the charter of the smaller bank, American Banker counts the deposits of the smaller of the two banks merged. This avoids overstating the impact of internal mergers. The overstatement would have been significant in Missouri, where holding companies merged their lead banks under the charter of a smaller affiliate for legal reasons only. An asterisk (*) is placed beside "the deposits of merged banks" to indicate that the deposits of the smaller bank are shown. (a)—Type of Changes: (A)—The purchase of certain assets and the assumption of certain liabilities of the bank listed. (B)—The acquisition of a branch or branches from the bank listed. The number of branches acquired are shown in parenthesis. (#)—Acquired several branches. (L)— Change of location of head office. (M)— Merged the institution listed. (M[1])— Acquired a portion of the institution listed. (N)— Name change. N.A.— Not available. ([2])— Changed location from St. Louis County to St. Louis on 6/30/86. (★)— Formerly Westchester Federal S&L Assn. (†)— Deposits are as of 6/30/86.

Data are compiled by American Banker from data received from R.L. Polk & Co., Nashville, Tenn.

Summary of Survey Findings

A Geographical Breakdown of Merger Activity Among the Top 300 Banks

(Dollar Amounts in Millions)

State	Number of Acquiring Banks		Number of Banks Acquired		Total Deposits in Acquired Banks (a)	
	1986	.1985	1986	1985	1986	1985
Alabama	1	2	6	25	$1,094	$2,248
Arizona	1	0	1	0	6	0
California	3	0	3	0	17,764	0
Connecticut	2	2	2	3	174	151
Florida	8	5	22	27	6,033	2,565
Georgia	2	2	2	8	125	682
Idaho	1	0	1	0	57	0
Indiana	2	1	2	1	201	17
Kentucky	0	1	0	1	0	21
Louisiana	2	0	3	0	491	0
Maryland	1	0	1	0	118	0
Massachusetts	2	2	10	9	2,166	936
Michigan	1	1	1	1	43	29
Minnesota	1	0	1	0	155	0
Mississippi	3	1	6	1	500	123
Missouri	6	3	22	23	2,958	2,456
Nebraska	0	1	0	5	0	668
New Jersey	4	1	4	1	1,126	368
New York	3	2	3	3	835	1,394
North Carolina	0	2	0	4	0	2,373
Ohio	5	3	6	4	3,188	559
Oklahoma	3	0	4	0	1,065	0
Oregon	1	1	2	2	69	24
Pennsylvania	4	4	6	4	4,073	349
Puerto Rico	1	0	1	0	N.A.	0
South Carolina	2	0	3	0	188	0
Tennessee	2	1	4	1	241	15
Utah	1	0	1	0	6	0
Virginia	1	4	2	8	48	946
Washington	2	3	4	4	178	399
Wisconsin	0	2	0	2	0	435
Totals	**65**	**44**	**123**	**137**	**$42,902**	**$16,758**

American Banker follows the bank of charter when banks merge. The surviving bank is the bank whose charter has survived the merger. (a)— These totals represent the "deposits acquired through merger" in the respective states. In calculating the "deposits acquired through merger", when the affiliated banks of a holding company merge under the charter of the smaller bank, American Banker counts the deposits of the smaller of the two institutions merged. This avoids overstating the impact of internal mergers. The overstatement would have been significant in Missouri, where holding companies merged their lead banks under the charter of a smaller affiliate for legal reasons only. Please note: the 1986 data column has total deposits as of 12/31/85. and the 1985 data column has total deposits as of 12/31/84.

Top 10 Banks in Acquired Deposits

Combined Deposits Acquired Through Merger in 1986

(Dollar Amounts in Millions)

Acquiring Bank	Deposits Acquired	Banks Acquired	Deposit Rank
1. **Wells Fargo Bank NA, San Francisco**	$15,130	1	9
2. **Sanwa Bank California, San Francisco**	2,535	1	76
3. **Meridian Bank, Reading, Pa.**	1,981	2	53
4. **Fidelity Bank NA, Malvern, Pa.**	1,877	1	32
5. **Society National Bank, Cleveland**	1,803	2	75
6. **Bank of New England NA, Boston**	1,503	8	31
7. **Barnett Bank of Southwest Fla., Sarasota NA**	1,421	1	169
8. **NCNB National Bank of Fla., Tampa**	1,337	4	38
9. **First Union National Bank of Fla., Jacksonville**	1,281	9	54
10. **First Alabama Bank, Montgomery**	1,094	6	89

Banks and Deposits Acquired Through Merger by the Top 300 Banks

1980-1986 (In Billions of Dollars)

	Number of Acquiring Banks	Number of Banks Acquired	Deposits Acquired
1986	65	137	$42.9
1985	44	137	16.8
1984	68	130	22.2
1983	55	130	13.5
1982	59	93	11.4
1981	47	110	9.5
1980	36	38	3.4

Major Bank Holding Company Acquisitions in 1986

Not Affecting Lead Bank (Listed Alphabetically by Location)

Asset Rank 12/31/86	Name of Bank Holding Company	Type of Change(a)	Banks Merged or Acquired	Total Assets Of Merged Banks 12/31/85	Date Merger Completed
6	**Security Pacific Corp., Los Angeles**	M	Arizona BancWest Corp., Phoenix	3,938,623,000	10/86
38	**Hartford National Corp., Conn.**	M M M M	Provident Institution for Savings, Boston First Bank, Chelmsford, Mass. Charter Financial Corp., Framington, Mass. First New England Bankshares Corp., Taunton, Mass.	1,263,495,000 246,048,397 206,627,000† 353,906,000	4/1/86 8/27/86 8/27/86 11/14/86
30	**Citizens & Southern Corp., Atlanta**	M	Citizens & Southern Corp., Columbia, S.C.	2,397,833,000†	4/2/86
25	**NBD Bancorp., Inc., Detroit**	M	Union Bancorp., Grand Rapids, Mich.	1,042,332,000	6/30/86
17	**First Union Corp., Charlotte, N.C.**	M M	First Railroad & Banking Corp., Augusta, Ga. Southern Bancorp., Greenville, S.C.	3,559,115,000 974,092,000†	11/1/86 3/31/86
16	**NCNB Corp. Charlotte, N.C.**	M	Bankers Trust of South Carolina, Columbia	2,353,739,000	1/2/86
12	**Mellon Bank Corp., Pittsburgh**	M	Commonwealth Nat'l Finc'l Corp., Harrisburg, Pa.	1,413,483,000	4/2/86
43	**Fleet Financial Group, Inc., Providence, R.I.**	M M	First Connecticut Bancorp., Hartford Merrill Bankshares Co., Bangor, Me.	1,431,722,554 687,796,000†	3/17/86 3/17/86
35	**Sovran Financial Corp., Norfolk, Va.**	M	Suburban Bancorp., Bethesda, Md.	2,905,926,000†	4/2/86
56	**Signet Banking Corp., Richmond**	M	Security National Corp., Washington, D.C.	452,106,000	8/31/86

(a)—Banking firms are listed in geographic order, with their respective asset ranks for 12/31/86 shown in the left-hand column. Only the major acquisitions that were completed during 1986 are shown. (b)—Type of Changes: (M)—Merged the bank listed. (†)— Assets as of 12/31/84.

Big Mergers Take Toll on Shareholders of Acquiring Banks

➳ Continued from Page 1.

cle were derived from financial ratios contained in the "Keefe Bankbook," a statistical survey of the largest banks that is published by Keefe, Bruyette & Woods Inc., a New York investment banking and research firm, and other sources.

One year's results are insufficient to evaluate the success or failure of banks' current strategic emphasis on growth through acquisition. It is argued that shareholder value lost through dilution can be recovered and augmented in future years through efficiencies, cross-selling of products, expanded markets, and other opportunities presented by mergers and acquisitions.

It is also argued that an aggressive acquisition program is a key element to survival. However, First Interstate Bancorp's recent unsuccessful attempt to buy BankAmerica Corp. shows that size alone affords insufficient protection against takeover.

'Wishful Thinking'

"If you can dilute earnings per share and still show an attractive earnings-per-share growth rate, you'll maintain a high standard in the bank stock market," Mr. Cates said. "But many CEOs at big banks think that if they just get bigger and more diversified, they will get higher price-earnings ratios.

"This is really debatable — wishful thinking from the executive suite," he said.

Total earnings usually increase sharply when one large bank acquires another large bank. Dilution occurs when new shares issued to pay for an acquisition slow growth in earnings per share. A buyer's earnings per share may grow but not as fast as they would have without the issuance of the new shares.

Earnings-per-share dilution can also take place in a cash deal, that is, when a company buys another company with cash rather than stock. The cost of borrowing to finance the acquisition can also place a drag on earnings per share. Also, often a bank will pay for an acquisition in cash but still issue new shares in order to raise the cash or increase capital.

In both cases, the value of the shares is reduced in that each share held represents a lesser chunk of a company's earnings.

Total net income at 15 big buyers last year increased an average of 23%, while per-share earnings rose an average of 9.5%. At the nonbuyers, total earnings advanced an average of 17.5%, while per-share earnings rose an average of 14.7%.

Thus, there is a 13.5 percentage-point difference between total earnings and earnings per share at the buyer group on average. For the nonbuyer group, there is just a 2.8 percentage-point spread.

Another area in which the buyer group lagged behind the nonbuyer group was in growth in profitability, as measured by return on assets and return on equity. Return on assets is one measure of how efficiently a company is deploying its assets. Return on equity is a crucial indicator for shareholders because it shows how well a company is making use of their money.

Return on assets grew an average of 2.2% in the nonbuyer group, while advancing an average of 8.5% in the nonbuyer group. Return on equity grew 1.1% in the buyer group, compared with 4.7% in the nonbuyer group.

Nonbuyers also did a better job than buyers in reducing overhead last year. Among banks in the nonbuyer group, the overhead ratio — defined by Keefe Bruyette as noninterest expense minus noninterest income divided by fully taxable net interest income — declined an average of 18.3%. The buyer group showed a decline of 3.6%.

However, at least part of the difference can be attributed to one-time expenses associated with mergers, for example, severance pay for some employees of the acquired company or fees to investment bankers. "Mergers are an expense nightmare," Mr. Cates said.

Capital grew faster at the nonbuyer group than the buyer group. Shareholders equity as a percentage of assets grew an average of 1.2% for the buyers and 3.6% for the nonbuyers. The nonbuyers also had better ability to produce capital internally. The capital generation rate of the buyers — net income minus dividends divided by average total equity — rose 13.3% on average at the nonbuyers, while declining an average 1.8% at the buyers.

The effect of mergers on capital is partially explained by looking at the companies' dividends. The buyer group is paying out more of its net income to cover dividends than the nonbuyer group, so there is less money available for capital retention. Dividends per share grew an average of 12.5% for the buyers, while expanding an average of 7.8% for the nonbuyers. However, dividends as a percentage of net income grew 1.4% at the buyers, while dropping 10.6% at the nonbuyers.

Better Asset Quality Among Buyers

An interesting finding is that the buyer group had better asset quality than the nonbuyer group. Net chargeoffs as a percentage of average loans increased an average of 20.4% among the buyers and 35.9% among the nonbuyers. Nonperforming assets as a percentage of average loans declined 5.7% at the buyers and 1.9% at the nonbuyers.

This result is partially explained by the fact that the buyer group is heavily composed of regional banks and the nonbuyer group is tilted toward the money centers, which were precluded from making major interstate acquisitions last year. Regional banks historically have had better asset quality than their money center rivals.

Mr. Cates said that he would have expected asset quality to be a neutral factor and that the result also may be attributable to window-dressing attempts by some banks in the buyer group. "There is a lot of discretion in recognizing loan losses," he said. "There may be some foot-dragging."

Banks included in the buyer group were: Security Pacific Corp., Los Angeles; Wells Fargo & Co., San Francisco; Fleet Financial Group Inc., Providence, R.I.; First Union Corp., Charlotte, N.C.; NBD Bancorp, Detroit; Banc One Corp., Columbus, Ohio; Sovran Financial Corp., Norfolk, Va.; First of America Bank Corp., Kalamazoo, Mich.; United Jersey Banks, Princeton, N.J.; CoreStates Financial Corp., Philadelphia; Fidelcor, Philadelphia; Midlantic Banks Inc., Edison, N.J.; Citizens and Southern Georgia Corp., Atlanta; SunTrust Banks Inc., Atlanta; and Dominion Bankshares Corp., Roanoke, Va.

Those included in the nonbuyer group were: First Wachovia Corp., Winston-Salem, N.C.; First Chicago Corp.; Bank of Boston Corp.; First Bank System Inc., Minneapolis; Bankers Trust New York Corp.; Chase Manhattan Corp., New York; Chemical New York Corp. (Chemical has not yet completed its acquisition of Texas Commerce Bancshares); Citicorp, New York; Manufacturers Hanover Corp., New York; J.P. Morgan & Co., New York; NCNB Corp., Charlotte, N.C.; Valley National Corp., Phoenix; Harris Bankcorp, Chicago; Norwest Corp., Minneapolis; and First Fidelity Bancorp, Newark, N.J. ■

Not All Acquisitions Mean Dilution of Earnings

NEW YORK — Not all acquisitions result in dilution in earnings per share. For example, the recently announced merger of the Fleet Financial Group Inc., Providence, R.I., and Norstar Bancorp Inc., Albany, N.Y., if completed last year would have diluted Fleet's earnings per share by less than 1%. Here's how to figure out dilution:

(1) Under terms of the deal, each of Norstar's 35.1 million common shares will be exchanged for 0.6 (pre-stock split) Fleet share. Fleet will issue 21.1 million shares in the transaction. When these shares are added to Fleet's currently outstanding shares, a total of 47.1 million shares will be outstanding.

(2) Fleet and Norstar last year earned a combined total of $241.5 million. When $7.8 million in annual preferred dividends are subtracted, a total of $233.7 million is available to common stockholders.

(3) When the combined net income is divided by the post-merger shares outstanding, per-share net income equals $4.96.

(4) Fleet earned $5 a share in 1986, so the pro-forma dilution is 4 cents a share, or less than 1%.

Citicorp Finds Profits in Consumer Banking

➳ Continued from Page 3

yearend.

The mortgage business is "at the heart of Citicorp's consumer strategy," according to Robert D. Horner, who heads that business for Citicorp.

Citicorp Savings subsidiaries in Florida, Illinois, and California probably will add $100 million to the Citicorp bottom line within the next five to seven years, Mr. Braddock said.

The Chicago-based Citicorp Savings of Illinois became profitable in 1986, and the thrift institutions in California and Florida are expected to become profitable in 1987, Mr. Braddock said.

Currently, he said, the corporation is carrying $4 billion in assets as a "drag on profit-center earnings and return on equity" because of $100 million in writeoffs in the mobile-home business last year. In the future, he said, the major drags on earnings will come from new acquisitions, which take time to turn around.

In terms of the bank card business, where executives said new credit scoring techniques give greater control, "we project that the overall loss rate as a percentage of net receivables will decline marginally," Mr. Braddock said.

The bank card business and mortgage business are expected to be the core of Citicorp expansion through multiple consumer relationships in the future, according to the executives.

However, Mr. Braddock explained privately, the company that 10 years ago thought it was possible to get people to conduct their banking business totally by telephone, mail, and automated teller machines now realizes that some physical presence in the form of branches is necessary for consumer comfort.

This can be interpreted to mean that Citicorp will increase its physical presence wherever it is, and in new areas as opportunities open.

James W. Johnston, who heads Citicorp's consumer business in the Northeast, said that the New York banking division, Citicorp's strongest branch network, increased its share of New York deposits from 4.6% in 1977 to 13% in 1968, moving from No. 3 in the market to No. 1. Further, he said, the company's share of the credit and mortgage markets in New York boomed in that same time period from slightly more than 1% to slightly less than 21%.

The bank's combination checking, money market, and credit account — called CitiOne — is largely responsible, with 12,000 new households a month buying it.

Citicorp said at the analysts' meeting that it will install a new generation of automatic teller machines, increasing the number of its ATMs in the New York metropolitan area by 53%, from 622 to 950.

The new machines will use touch-screen technology and color graphics, Mr. Johnston said. They also will provide increased language capability in English, Spanish, and Chinese at all 275 Citicard banking center locations.

Mr. Braddock called the American Express Co.'s new Optima card a " 'nose under the tent' strategy." He said, "We are not so naive that we see American Express' introduction of Optima as a cross-sell device to their own customer base being their strategy for the long term. We expect them to compete overtime for our bank card customers."

Citicorp, the executive said, will introduce a national advertising campaign later in the year. The company is looking for opportunities to acquire healthy financial institutions in other states, he added, but it also believes that there are alternatives to paying what Mr. Braddock called "pricey" premiums that occur when markets open up to out-of-state acquisitions for the first time. ■

Banking Bill . . .

➳ Continued from Page 43

tant to House Speaker Jim Wright, D-Texas, and to a number of other representatives, especially those from the nation's energy region. One committee Democrat said after the caucus that the committee's bill will inevitably include some forbearance language.

A major issue looming as the House Banking Committee prepares for a vote next week, is whether it will accept the two-year, $5 billion proposal supported by the Mr. Wright and committee chairman Fernand J. St Germain, or the Reagan administration's proposal for a five-year, $15 billion recapitalization.

Rep. Thomas R. Carper, D-Del., is pushing the administration proposal, though with provisions "to keep the Federal Home Loan Bank Board on a short leash," as a source close to Mr. Carper said. One method of doing that would be to authorize a five-year plan that Congress could suspend periodically through a joint resolution.

If the House passes an FSLIC measure, it will have to be reconciled in conference with the six titles in the Senate bill. A number of House committee members have already indicated they are not willing to consider the Senate language.

The Senate committee report also included a letter from the Congressional Budget Office projecting that the bill, if passed, would save from $200 million to $400 million annually over the next three years in reduced insurance costs for banks, thrifts, and credit unions. ■

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American Banker

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TODAY

NEWS MONDAY

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Senate Passes Comprehensive Bank Bill

Includes FSLIC Rescue and Moratorium on New Powers

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — The Senate on Friday passed legislation authorizing a $7.5 billion recapitalization of the Federal Savings and Loan Insurance Corp., a ban on new nonbank banks, and a moratorium on new bank powers. The vote was 79 to 11.

The bill would place a one-year moratorium on new securities, insurance, and real estate powers for federally regulated banks. But it would permit states to give new insurance powers to state-chartered banks.

The bill also authorizes regulators to arrange interstate mergers for failed or failing banks. And it limits holds on deposited checks, while requiring banks to cash all government checks without charge for customers and noncustomers alike.

Nonbank banks will be permitted to acquire failing thrift institutions if state laws permit.

Related banking legislation is moving through the House, and votes are scheduled this week by the House Banking Committee. Any banking bill passed by the House must be reconciled with the Senate bill in conference committee.

Once passed by Congress, the bill faces review by President Reagan, whose advisers earlier last week threatened a veto of a bill with too many controversial provisions. The administration had sought a "clean" FSLIC bill, which would have addressed neither the nonbank-bank issue nor any freeze on new bank powers.

The American Bankers Association, which had pushed hard for the elimination of the moratorium title, was largely unsuccessful in that bid. Although the moratorium was softened, it was retained essentially intact.

A section of the bill that would have exempted federal bank, thrift, and credit union regulators from the Gramm-Rudman budget-reduction act was removed from the bill after Sen.

Bank Bill: Page 39 ➸

California Banks, Thrifts Rank High in IRA; Keogh Deposits

By KENNETH J. HICKS

NEW YORK — California institutions continued their strong performance in gathering individual retirement and Keogh account deposits last year, according to the *American Banker's* fourth annual survey of the top deposit-taking institutions in the United States.

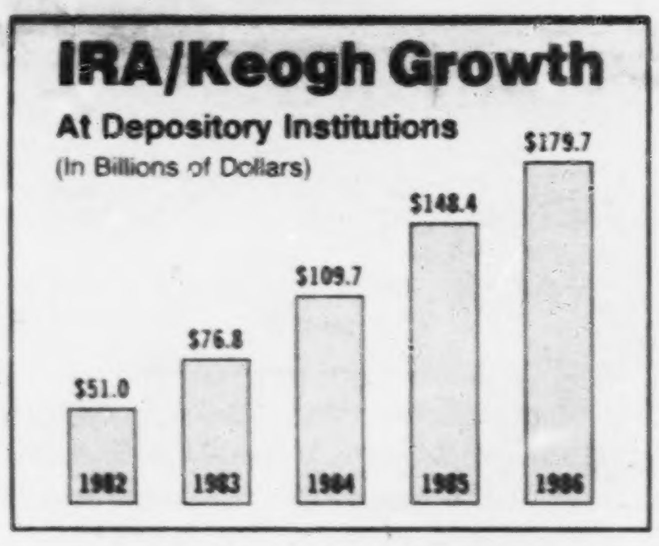
AN American Banker SPECIAL REPORT

Six of the 10 commercial banks and thrifts that did the most IRA and Keogh business in 1986 are headquartered in California, with Bank of America, San Francisco, holding on to its No. 1 ranking, the survey found.

These six institutions accounted for 38% of IRA and Keogh deposits held by the top 25 institutions in IRA accounts. They also accounted for almost 5% of all IRA deposits at commercial banks, thrifts, and money market mutual funds.

Home Savings of America FA, Irwin-

California: Page 27 ➸



NY Agents Seek Insurance Limit At Savings Banks

By LYNN BRENNER

NEW YORK — New York's life insurance agents are hoping to change a law that a year ago inadvertently allowed thrifts to sell an unlimited amount of Savings Bank Life Insurance (SBLI). As a result of the law, they now offer up to $250,000 of insurance per consumer. The agents want to reestablish a policy limit of $50,000.

The war between thrifts and life insurance agents over how much coverage savings banks should be allowed to sell is decades old. But the upcoming battle features an interesting role reversal: Historically, the thrifts have lobbied for legislation and the agents have had the politically easier task of arguing in favor of the status quo. This year, it is the other way around.

New York: Page 38 ➸

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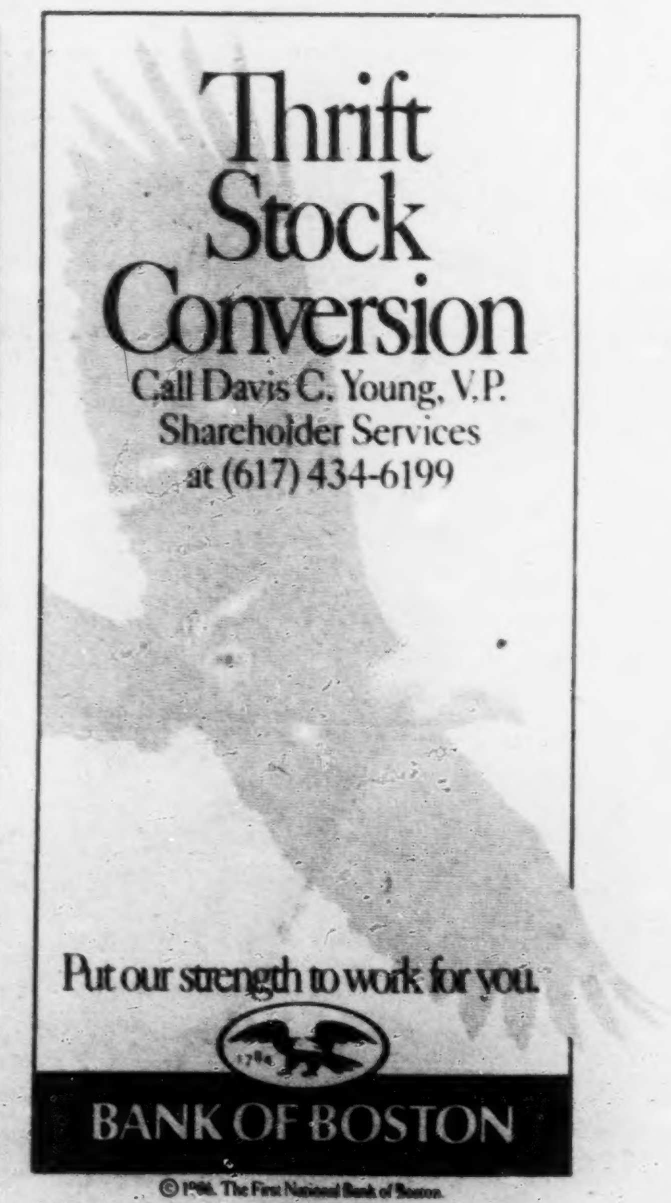
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Summary of Survey Findings

Top 25 Deposit-Taking Institutions in the U.S.

In Order of Deposits Dec. 31, 1986, Compared with Dec. 31, 1985, and Dec. 31, 1981

Rank 12/86		Deposits Dec. 31, 1986	Deposits Dec. 31, 1985	% Chg. 85-86	Rank 12/85	Deposits Dec. 31, 1981	% Chg. 81-86	Rank 12/81
1	**Citibank NA, New York**	102,933,000,000	94,386,000,000	+ 9.1	1	72,471,147,000	+42.0	2
2	**Bank of America NT&SA, San Francisco**	76,084,000,000	88,170,000,000	−13.7	2	95,985,514,000	−20.7	1
3	**Chase Manhattan Bank NA, New York**	60,899,893,000	58,774,855,000	+ 3.6	3	58,585,662,000	+ 4.0	3
4	**Manufacturers Hanover Trust Co., New York**	46,117,000,000	47,293,025,000	− 2.5	4	42,166,528,000	+ 9.4	4
5	**Morgan Guaranty Trust Co., New York**	44,953,863,000	41,334,264,000	+ 8.8	5	37,688,690,000	+19.3	5
6	**Chemical Bank, New York**	39,163,000,000	35,961,297,000	+ 8.9	6	30,673,591,000	+27.7	6
7	**Security Pacific National Bank, Los Angeles**	34,574,626,000	32,884,306,000	+ 5.1	7	23,441,590,827	+47.5	9
8	**Bankers Trust Co., New York**	34,162,759,000	30,777,741,000	+11.0	8	23,276,946,000	+46.8	10
9	**Wells Fargo Bank NA, San Francisco (a)**	33,286,916,000	15,130,243,000	+120.0	17	16,516,627,000	+101.5	12
10	**First National Bank, Chicago**	24,909,690,000	24,334,226,000	+ 2.4	9	25,867,640,000	−3.7	8
11	**Home Savings of America FA, Irwindale, Calif. (b)**	21,774,759,000	19,486,000,000	+11.7	11	11,084,166,771	+96.5	17
12	**Continental Illinois NB&T Co., Chicago**	18,695,628,000	18,481,291,000	+ 1.2	12	29,881,262,000	−37.4	7
13	**Great Western Bank FSB, Beverly Hills, Calif. (c)**	18,130,530,000	17,454,823,872	+ 3.9	13	7,849,947,679	+131.0	21
14	**First Interstate Bank of California, Los Angeles**	18,115,591,000	16,501,344,000	+ 9.8	16	14,556,481,000	+24.5	13
15	**Marine Midland Bank NA, Buffalo, N.Y.**	17,034,413,000	16,838,287,000	+ 1.2	15	14,188,360,000	+20.1	14
16	**American Savings & Loan Assn., Stockton, Calif. (d)**	16,977,839,000	17,434,499,000	− 2.6	14	2,747,715,863	+517.9	73
17	**First National Bank, Boston**	16,689,981,000	14,461,329,000	+15.5	18	10,490,450,000	+59.1	18
18	**California Federal Savings & Loan Assn., Los Angeles**	15,455,800,000	13,045,000,000	+18.5	20	5,159,044,248	+199.6	33
19	**Mellon Bank NA, Pittsburgh**	15,049,613,000	13,778,109,000	+ 9.2	19	12,498,583,000	+20.4	15
20	**Bank of New York**	14,970,194,000	12,330,888,000	+21.4	22	8,080,264,605	+85.3	20
21	**Glendale Federal Savings & Loan Assn., Calif.**	12,700,344,000	10,981,575,000	+15.7	24	5,882,068,179	+115.9	28
22	**Meritor Savings Bank, Philadelphia (e)**	12,676,100,000	12,969,633,000	− 2.3	21	6,539,143,000	+93.9	26
23	**Irving Trust Co., New York**	12,662,578,000	11,592,260,000	+ 9.2	23	12,381,224,000	+ 2.3	16
24	**Republic National Bank, New York**	11,139,069,000	10,021,334,000	+11.2	25	5,313,908,922	+108.6	30
25	**First Nationwide Bank FSB, San Francisco (f)**	11,079,351,000	8,802,430,000	+25.9	29	4,666,045,323	+137.4	40
	TOTALS FOR THE TOP 25★	**$730.2 billion**	**$694.1 billion**	**5.2%**		**$601.6 billion**	**21.4%**	
	TOTALS FOR ALL INSTITUTIONS†	**$3,537.4 billion**	**$3,278.6 billion**	**7.9%**		**$2,347.9 billion**	**50.7%**	
	TOP 25's PERCENT SHARE	**20.64%**	**21.17%**			**25.62%**		

Rank among all U.S. deposit-taking institutions. The bulk of the data are from an American Banker questionnaires. Banks are asked to report deposits as they do on their federal regulatory report of condition. Thrifts— savings banks and savings and loans— are asked to report all deposits, excluding escrowed accounts, on a regulatory basis whenever possible. All data for 12/31/85 and 12/31/81 are as reported by the institutions in 1986 and 1982, respectively. These data have not been restated for mergers. With respect to mergers, data for prior periods are for the institution under whose charter the merger took place. (a)— In May of 1986, Wells Fargo Bank NA and Crocker National Bank merged under the latter's charter and the former's title. Therefore, data for Dec. 31, 1985, and Dec, 31, 1981, are for the former Crocker National Bank. (b)— Known as Home Savings of America, FS&LA, Los Angeles in 1981. (c)— Known as Great Western S&L Assn. in 1981 (d)— Known as State Savings & Loan Assn. in 1981. In Aug. 1983, State Savings merged with American Savings & Loan Assn., Beverly Hills. (e)— Known as Philadelphia Saving Fund Society in 1981. (f)— Known as First Nationwide Savings, FS&LA in 1981. (★)— Totals are for the top 25 deposit takers in 1986, 1985, and 1981, respectively. (†)— Includes commercial banks and all thrifts— savings banks, savings and loans, and credit unions.

Top 25 Institutions in IRA Deposits

Based on IRA and Keogh Account Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

IRA Rank			Amount in IRA Accounts			IRAs as % of Deposits	
1986	1985		12/31/86	12/31/85	% Chg.	12/31/86	12/31/85
1	1	**Bank of America NT&SA, San Francisco**	1,968,000,000	1,991,000,000	− 1.2	2.59	2.26
2	4[1]	**Wells Fargo Bank NA, San Francisco**	1,788,548,000	1,571,323,000[2]	+13.8	5.37	2.96
3	2	**Home Savings of America FA, Irwindale, Calif.**	1,504,648,000	1,787,869,000	+ 8.4	6.91	9.18
4	4	**Citibank NA, New York**	1,370,000,000	1,233,000,000	+11.1	1.33	1.31
5	13	**First Nationwide Bank, FSB, San Francisco**	1,295,439,000	623,670,569	+107.7	11.69	7.09
6	5	**Great Western Bank, FSB, Beverly Hills**	1,193,000,000	1,018,519,000	+17.1	6.58	5.84
7	6	**Goldome FSB, Buffalo, N.Y.**	1,038,894,000	895,566,000	+16.3	9.43	9.27
8	10	**American Savings & Loan Assn., Stockton, Calif.**	989,281,000	729,058,000	+35.7	5.83	4.18
9	7	**Meritor Savings Bank, Philadelphia**	978,825,000	856,080,000	+14.3	7.72	6.60
10	8	**First National Bank, Chicago**	927,770,000	824,525,000	+12.5	3.72	3.39
11	..	**California Federal Savings & Loan Assn., Los Angeles**	843,900,000	N.A.	...	5.46	N.A.
12	9	**Bowery Savings Bank, New York**	799,381,000	735,794,000	+ 8.6	15.56	14.59
13	12	**Security Pacific National Bank, Los Angeles**	776,909,000	650,180,000	+19.5	2.24	1.98
14	10	**Dime Savings Bank of New York FSB**	766,208,000	667,947,000	+14.7	11.85	9.92
15	16	**City Federal Savings Bank, Elizabeth, N.J.**	727,739,000	568,431,000	+28.0	10.40	8.79
16	14	**Chase Manhattan Bank NA, New York**	710,967,000	595,813,000	+19.3	1.17	1.01
17	..	**CrossLand Savings FSB, Brooklyn, N.Y.**	689,368,477	N.A.	...	10.02	N.A.
18	17	**Manufacturers Hanover Trust Co., New York**	689,000,000	559,151,000	+23.2	1.49	1.18
19	15	**Glendale Federal Savings & Loan Assn., Calif.**	640,355,000	578,691,518	+10.7	5.04	5.27
20	20	**Anchor Savings Bank FSB, Northport, N.Y.**	636,785,000	456,241,241	+39.6	9.85	7.77
21	18	**World Savings, FS&LA, Oakland, Calif.**	600,046,000	555,014,000	+ 8.1	7.79	7.30
22	19	**Empire of America FSB, Buffalo, N.Y.**	592,550,000	504,088,000	+17.5	11.93	10.27
23	21	**Home Federal Savings & Loan Assn. of San Diego, Calif.**	539,447,235	450,044,000	+19.9	6.30	6.06
24	23	**Chemical Bank, New York**	516,000,000	439,674,000	+17.4	1.32	1.22
25	28	**NCNB National Bank of North Carolina, Charlotte**	504,164,000	396,860,000	+27.0	5.12	4.84
		TOTALS FOR TOP 25★	**$23.09 billion**	**$19.15 billion**	**+20.6%**		
		TOTAL FOR ALL INSTITUTIONS†	**$179.70 billion**	**$148.40 billion**	+21.1		
		TOP 25's PERCENT SHARE:	12.85%	12.90%			

(1)— Rank for 1985 based on Wells Fargo Bank's IRA deposits of $1.123 billion on 12/31/85. (2)— IRA deposits shown for 1985 are combined to include Crocker National Bank's $448 million in IRA deposits on 12/31/85. ★— 1985 data are for the top 25 that year. †-IRA and Keogh plan deposits held at commercial banks, thrift institutions, and money market funds. The source of the data for all thrifts and for all institutions is the Federal Reserve Board's H.6 Release.

Summary of Survey Findings

Top 25 Banks in IRA Deposits

Based on IRA and Keogh Account Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

IRA Rank 1986	IRA Rank 1985		Amount in IRA Accounts 12/31/86	Amount in IRA Accounts 12/31/85	% Chg.	IRAs as % of Deposits 12/31/86	IRAs as % of Deposits 12/31/85	Deposit Rank 1986	Deposit Rank 1985
1	1	Bank of America NT&SA, San Francisco	1,968,000,000	1,991,000,000	− 1.2	2.59	2.26	2	2
2	3[1]	Wells Fargo Bank NA, San Francisco	1,788,548,000	1,571,323,000[2]	+13.8	5.37	2.96	9	14
3	2	Citibank NA, New York	1,370,000,000	1,233,000,000	+11.1	1.33	1.31	1	1
4	4	First National Bank, Chicago	927,770,000	824,525,000	+12.5	3.72	3.39	10	9
5	5	Security Pacific National Bank, Los Angeles	776,909,000	650,180,000	+19.5	2.24	1.98	7	7
6	6	Chase Manhattan Bank NA, New York	710,967,000	595,813,000	+19.3	1.17	1.01	3	3
7	7	Manufacturers Hanover Trust Co., New York	689,000,000	559,151,000	+23.2	1.49	1.18	4	4
8	9	Chemical Bank, New York	516,000,000	439,674,000	+17.4	1.32	1.22	6	6
9	11	NCNB National Bank of N.C., Charlotte	504,164,000	396,860,000	+27.0	5.12	4.84	19	23
10	10	Marine Midland Bank NA, Buffalo, N.Y.	487,883,000	422,785,000	+15.4	2.86	2.51	13	12
11	12	Sovran Bank NA, Richmond	435,319,000	350,018,000	+24.4	5.21	4.84	26	28
12	14	National Bank of Detroit	429,621,000	338,025,000	+27.1	4.42	3.78	20	21
13	15	First Union National Bank, Charlotte, N.C.	416,209,000	332,632,000	+25.1	5.48	5.05	29	32
14	13	Wachovia Bank & Trust, Winston-Salem, N.C.	413,273,000	342,226,000	+20.8	4.80	4.58	25	26
15	16	Comerica Bank-Detroit	407,263,000	326,433,000	+24.8	6.89	5.64	44	38
16	17	Connecticut National Bank, Hartford	392,339,000	297,126,000	+32.0	5.57	5.37	36	41
17	26	AmeriTrust Co. NA, Cleveland	348,406,000	217,235,000	+60.4	5.73	4.26	43	48
18	18	United Virginia Bank, Richmond	346,218,000	276,457,000	+25.2	5.66	5.20	41	46
19	29	Connecticut Bank & Trust Co. NA, Hartford	298,141,000	206,076,000	+44.7	5.57	3.38	33	35
20	19	Huntington National Bank, Columbus, Ohio	292,496,000	260,568,000	+12.3	5.40	5.39	52	53
21	21	First National Bank, Boston	292,127,000	228,621,000	+28.0	1.75	1.58	14	15
22	30	Fidelity Bank NA, Malvern, Pa.	288,162,000	205,153,000	+40.5	3.98	3.84	32	45
23	22	Valley National Bank, Phoenix	285,756,000	226,476,000	+26.2	3.10	2.78	22	24
24	37	National City Bank, Cleveland	276,227,000	171,664,000	+60.9	6.87	5.31	72	82
25	20	United States National Bank, Portland	270,589,000	236,020,000	+14.6	4.80	4.67	49	49
		TOTAL FOR TOP 25★	$14.93 billion	$12.56 billion	+18.9				
		TOTAL FOR ALL BANKS	$72.80 billion	$59.20 billion	+23.0	3.17	2.80		
		TOP 25's PERCENT SHARE	20.51%	21.22%					
		TOTAL FOR ALL INSTITUTIONS†	$179.20 billion	$148.40 billion	+21.1				
		TOP 25's PERCENT SHARE:	8.33%	8.46%					

(1)— Rank for 1985 based on Wells Fargo Bank's IRA deposits of $1.123 billion on 12/31/85. (2)— IRA deposits shown for 1985 are combined to include Crocker National Bank's $448 million in IRA deposits on 12/31/85. (★)— 1985 data are for the top 25 that year. (†)— IRA and Keogh plan deposits held at commercial banks, thrift institutions, and money market funds. The source of the data for all thrifts and for all institutions is the Federal Reserve Board's H.6 Release.

Top 25 Thrifts in IRA Deposits

Based on IRA and Keogh Account Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

IRA Rank 1986	IRA Rank 1985		Amount in IRA Accounts 12/31/86	Amount in IRA Accounts 12/31/85	% Chg.	IRAs as % of Deposits 12/31/86	IRAs as % of Deposits 12/31/85	Deposit Rank 1986	Deposit Rank 1985
1	1	Home Savings of America FA, Irwindale, Calif.	1,504,648,000	1,787,869,000	+ 8.4	6.91	9.18	1	1
2	8	First Nationwide Bank, FSB, San Francisco	1,295,439,000	623,670,569	+107.7	11.69	7.09	7	8
3	2	Great Western Bank, FSB, Beverly Hills	1,193,000,000	1,018,519,000	+17.1	6.58	5.84	2	2
4	3	Goldome FSB, Buffalo, N.Y.	1,038,894,000	895,566,000	+16.0	9.43	9.27	8	7
5	6	American S & L Assn., Stockton, Calif.	989,281,000	729,058,000	+35.7	5.83	4.18	3	3
6	5	Meritor Savings Bank, Philadelphia	978,825,000	856,080,000	+14.3	7.72	6.60	6	5
7	..	California Federal S & L Assn., Los Angeles	843,900,000	N.A.	...	5.46	N.A.	4	4
8	5	Bowery Savings Bank, New York	799,381,000	735,794,000	+ 8.6	15.56	14.59	20	18
9	7	Dime Savings Bank of New York FSB	766,208,000	667,947,000	+14.7	11.85	9.92	15	12
10	10	City Federal Savings Bank, Elizabeth, N.J.	727,739,000	568,431,000	+28.0	10.40	8.79	12	13
11	..	CrossLand Savings FSB, Brooklyn, N.Y.	689,368,477	N.A.	.....	10.02	....	13	11
12	9	Glendale Fed. S & L Assn., Calif.	640,355,000	578,691,518	+10.7	5.04	5.27	5	6
13	13	Anchor Savings Bank FSB, Northport, N.Y.	636,785,000	456,241,241	+39.6	9.85	7.77	14	16
14	11	World Savings, FS&LA, Oakland, Calif.	600,046,000	555,014,000	+ 8.1	7.79	7.30	11	9
15	12	Empire of America FSB, Buffalo, N.Y.	592,550,000	504,088,000	+ 17.5	11.93	10.27	23	21
16	14	Home Federal S&L Assn. of San Diego, Calif.	539,447,235	450,044,000	+19.9	6.30	6.06	10	10
17	18	Talman Home Federal S&L Assn., Chicago	479,912,000	366,106,000	+31.1	10.11	7.30	24	19
18	16	Citicorp Savings of Illinois, FS & LA, Chicago	466,962,000	412,159,246	+13.3	12.83	11.31	34	29
19	19	Peoples' Bank-Bridgeport, Conn.	439,919,000	363,635,000	+21.0	10.11	9.62	26	28
20	24	Navy Federal Credit Union, Washington, D.C.	428,700,000#	306,754,914#	+39.8	22.10	17.87	..	..
21	15	Dollar-Dry Dock SB, Bronx, N.Y.	423,500,000	436,780,000	− 3.0	10.70	9.93	30	25
22	17	Sears Savings Bank, Glendale, Calif.	419,246,106	409,333,000	+ 2.4	8.29	8.28	21	20
23	36	Great American First Savings Bank, San Diego, Calif.	382,458,000	228,358,000	+67.5	4.31	3.88	9	15
24	23	Benjamin Franklin FS&LA, Portland, Ore.	382,373,325	335,103,274	+14.1	13.32	12.42	50	49
25	30	Long Island Savings Bank FSB, Syosset, N.Y.	375,306,000	289,831,000	+29.5	8.95	5.16	27	30
		TOTAL FOR TOP 25★	$17.60 billion	$14.33 billion	+22.8				
		TOTAL FOR ALL THRIFTS	$96.20 billion	$80.90 billion	+18.9	7.74	7.60		
		TOP 25's PERCENT SHARE	18.29%	17.71%					
		TOTAL FOR ALL INSTITUTIONS†	$179.70 billion	$148.40 billion	+21.1				
		TOP 25's PERCENT SHARE:	9.79%	9.66%					

(#)— Data are for June 30. ★— 1985 data are for the top 25 that year. †-IRA and Keogh plan deposits held at commercial banks, thrift institutions, and money market funds. The source of the data for all thrifts and for all institutions is the Federal Reserve Board's H.6 Release.

Top Deposit-Takers Among Commercial Banks

In Selected Deposit Categories as of Dec. 31, 1986 (Net Income for 1986 Included)

Compiled by American Banker Copyright 1986

	Rank 12/86		Total Deposits 12/31/86	Net Income 1986	Deposits in Foreign Offices	IRAs	NOW Accounts	MMDAs
ALABAMA	65	AmSouth Bank NA, Birmingham	4,446,849,000	64,673,000	20,922,000	167,835,000	622,971,000	412,074,000
	89	First Alabama Bank, Montgomery	3,454,611,000	50,390,000	0	114,589,000	357,588,000	381,713,000
	131	Central Bank of the South, Birmingham	2,372,089,000	35,334,000	0	115,047,000	170,852,000	517,532,000
	157	SouthTrust Bank of Alabama NA, Birmingham	1,977,686,000	27,252,000	220,141,000	52,328,000	55,700,000	285,098,000
ARIZONA	22	Valley National Bank, Phoenix	9,218,623,000	86,228,000	0	285,756,000	673,691,000	2,346,211,000
	48	First Interstate Bank of Arizona NA, Phoenix	5,702,441,000	79,047,000	25,805,000	147,416,000	440,150,000	1,326,001,000
	80	Arizona Bank, Phoenix	3,763,043,000	36,382,000	0	56,929,000	235,264,000	1,061,907,000
	139	United Bank of Arizona, Phoenix	2,224,049,000	21,354,000	10,000,000	36,876,000	32,868,000	712,631,000
CALIFORNIA	2	Bank of America NT&SA, San Francisco	76,084,000,000	(442,000,000)	21,359,000,000	1,968,000,000	3,904,000,000	12,148,000,000
	7	Security Pacific National Bank, Los Angeles	34,574,626,000	300,707,000	6,658,891,000	776,909,000	1,133,647,000	4,359,378,000
	9	Wells Fargo Bank NA, San Francisco	33,286,916,000	183,230,000	922,350,000	1,788,548,000	3,433,683,000	7,423,231,000
	12	First Interstate Bank of California, Los Angeles	18,115,591,000	173,994,000	1,522,181,000	261,280,000	1,502,195,000	2,896,318,000
	27	Union Bank, Los Angeles	8,122,922,000	58,446,000	297,796,000	37,050,000	262,928,000	1,334,740,000
	55	California First Bank, San Francisco	5,268,106,000[1]	30,733,000	536,663,000	188,751,000	380,908,000	828,363,000
	76	Sanwa Bank California, San Francisco	3,898,471,000	11,355,000	291,348,000	88,235,000	229,465,000	683,830,000
	104	Sumitomo Bank of California, San Francisco	2,969,141,000	14,814,000	304,354,000	76,529,000	165,764,000	470,173,000
	115	Bank of California NA, San Francisco	2,746,841,000	17,931,000	675,693,000	14,065,000	119,371,000	715,311,000
	119	City National Bank, Beverly Hills	2,669,512,000	29,784,000	0	36,386,000	262,267,000	903,331,000
	142	Imperial Bank, Los Angeles	2,188,467,000	33,823,000	0	2,864,000	50,688,000	217,693,000
	179	Mitsui Manufacturers Bank, Los Angeles	1,679,677,000	(25,216,000)	0	12,369,000	73,666,000	452,470,000
	219	Hibernia Bank, San Francisco	1,330,473,000	11,703,000	2,897,000	18,350,000	132,619,000	415,286,000
	236	Mitsubishi Bank of California, Los Angeles	1,242,906,000	11,015,000	5,000,000	11,651,000	53,636,000	125,027,000
	239	San Diego Trust & Savings Bank	1,194,804,902	8,354,000	0	56,814,000	210,328,000	271,230,000
	253	Bank of the West, San Francisco	1,130,252,000	6,700,000	0	43,318,000	127,269,000	239,511,000
	255	Barclays Bank of California, San Francisco	1,124,398,000	5,502,000	0	41,877,000	25,122,000	277,329,000
	267	Westamerica Bank NA, San Rafael	1,078,063,000	N.A.	0	54,902,000	181,408,000	242,373,000
	269	Central Bank, San Francisco	1,062,518,600	N.A.	N.A.	N.A.	N.A.	N.A.
COLORADO	158	United Bank of Denver NA	1,972,182,000	22,356,000	92,741,000	30,569,000	113,224,000	339,362,000
	193	First Interstate Bank of Denver NA	1,568,223,000	8,202,000	63,373,000	19,501,000	104,660,000	319,412,000
	298	Colorado National Bank, Denver	958,604,000	2,295,000	0	35,135,000	71,560,000	99,464,000
CONNECTICUT	33	Connecticut Bank & Trust Co. NA, Hartford	7,215,016,000	73,507,000	292,771,000	298,141,000	647,762,000	1,216,544,000
	36	Connecticut National Bank, Hartford	7,045,299,000	73,900,000	99,425,000	392,339,000	487,616,000	913,793,000
	135	Union Trust Co., Stamford	2,296,240,000	33,694,000	10,305,000	144,716,000	180,237,000	717,215,000
	159	Citytrust, Bridgeport	1,966,164,000	20,181,000	0	81,612,000	84,234,000	430,410,000
	170	Bank of Boston Connecticut, Waterbury	1,865,752,000	16,773,000	10,498,000	74,494,000	236,539,000	302,116,000
DELAWARE	141	Wilmington Trust Co.	2,196,006,000	34,044,000	0	100,801,000	170,682,000	428,523,000
	223	Bank of Delaware, Wilmington	1,318,743,000	16,270,000	0	69,619,000	80,932,000	355,584,000
	228	Manufacturers Hanover Bank (Delaware), Wilmington	1,277,068,647	22,299,000	487,444,000	0	0	308,707,000
	231	Morgan Bank (Delaware), Wilmington	1,256,227,000	42,281,000	362,709,000	0	0	0
	256	Chase Manhattan Bank (USA) NA, Wilmington	1,121,748,000	119,018,000	0	2,370,000	0	939,242,000
	275	Greenwood Trust Co., New Castle	1,048,444,000	N.A.	N.A.	N.A.	N.A.	N.A.
	300	Delaware Trust Co., Wilmington	951,852,000	8,296,000	N.A.	N.A.	N.A.	N.A.
DISTRICT OF COLUMBIA	61	Riggs National Bank, Washington	4,832,701,000	33,224,000	1,471,647,000	88,506,000	308,617,000	1,335,197,000
	81	American Security Bank NA, Washington	3,714,283,000	34,049,000	738,112,000	19,222,000	234,753,000	767,314,000
	206	National Bank of Washington, Washington	1,456,468,000	11,859,000	100,695,000	30,808,000	127,052,000	299,410,000
	225	First American Bank NA, Washington	1,299,986,000	N.A.	N.A.	N.A.	N.A.	N.A.
FLORIDA	21	Southeast Bank NA, Miami	9,461,003,000	84,816,000	345,197,000	123,691,000	1,005,362,000	2,254,357,000
	38	NCNB National Bank of Florida, Tampa	6,746,423,000	73,846,000	233,562,000	105,938,000	798,040,000	1,530,083,000
	46	Florida National Bank, Jacksonville	5,795,374,000	32,973,000	18,684,000	121,513,000	530,764,000	1,845,682,000
	54	First Union National Bank of Florida, Jacksonville	5,346,832,000	47,672,000	0	165,797,000	672,781,000	1,591,683,000
	71	First Florida Bank NA, Tampa	4,072,068,000	47,838,000	0	79,630,000	151,909,000	861,436,000
	74	Barnett Bank of South Florida NA, Miami	4,004,588,000	N.A.	N.A.	N.A.	N.A.	N.A.
	117	Sun Bank NA, Orlando	2,735,017,000	N.A.	N.A.	N.A.	N.A.	N.A.
	169	Barnett Bank of Southwest Fla., Sarasota	1,878,772,000	N.A.	N.A.	N.A.	N.A.	N.A.
	180	Sun Bank/Miami NA, Miami	1,660,762,000	15,429,000	0	18,659,000	169,589,000	450,124,000
	182	Sun Bank/South Florida NA, Fort Lauderdale	1,624,663,000	14,895,000	0	30,718,000	313,241,000	453,569,000
	187	Barnett Bank of Palm Beach Cty., West Palm Beach	1,600,214,000	N.A.	N.A.	N.A.	N.A.	N.A.
	201	Barnett Bank of Central Florida NA, Winter Park	1,519,424,000	N.A.	N.A.	N.A.	N.A.	N.A.
	229	Barnett Bank of Jacksonville NA	1,268,547,000	18,870,000	0	36,674,000	121,100,000	291,509,000
	244	Sun Bank of Tampa Bay, Tampa	1,176,700,000	N.A.	N.A.	N.A.	N.A.	N.A.
	254	First American Bank & Trust, North Palm Beach	1,126,382,000	N.A.	N.A.	N.A.	N.A.	N.A.
	286	Barnett Bank of Tampa NA	1,007,162,000	6,886,000	0	35,732,000	29,538,000	252,104,000
GEORGIA	35	Citizens & Southern National Bank, Atlanta	7,198,662,000	114,499,000	453,206,000	266,590,000	524,824,000	1,484,408,000
	60	First National Bank, Atlanta	4,976,636,000	50,323,000	197,640,000	171,845,000	284,753,000	1,126,149,000
	90	Trust Company Bank, Atlanta	3,387,271,000	73,303,000	162,075,000	111,474,000	199,255,000	779,417,000
	163	Bank South NA, Atlanta	1,945,493,000	23,113,000	1,915,000	58,986,000	151,422,000	472,478,000
	234	National Bank of Georgia, Atlanta	1,247,533,000	N.A.	N.A.	N.A.	N.A.	N.A.
HAWAII	68	Bank of Hawaii, Honolulu	4,320,112,000	N.A.	N.A.	N.A.	N.A.	N.A.
	102	First Hawaiian Bank, Honolulu	2,996,423,000	29,210,000	117,176,000	116,201,000	330,682,000	482,969,000
IDAHO	140	Idaho First National Bank, Boise	2,220,140,000	13,836,000	0	102,583,000	208,625,000	602,579,000
	205	First Security Bank of Idaho NA, Boise	1,462,698,000	7,610,000	0	89,973,000	170,201,000	279,534,000
ILLINOIS	10	First National Bank, Chicago	24,909,690,000	124,396,000	13,235,252,000	927,770,000	237,383,000	1,326,673,000
	11	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,695,628,000	119,036,000	9,689,646,000	185,687,000	61,554,000	1,507,506,000
	42	Harris Trust & Savings Bank, Chicago	6,096,175,000	50,913,000	1,480,215,000	214,895,000	196,812,000	708,871,000
	59	Northern Trust Co., Chicago	5,013,678,000	42,072,000	1,035,634,000	84,322,000	221,083,000	904,571,000
	100	American National Bank & Trust Co., Chicago	3,023,234,000	39,794,000	254,406,000	42,123,000	101,975,000	562,041,000
	212	Exchange National Bank, Chicago	1,412,419,000	10,889,000	76,884,000	48,015,000	50,640,000	257,714,000
	263	LaSalle National Bank, Chicago	1,096,086,000	11,270,000	8,400,000	33,968,000	51,726,000	218,786,000
INDIANA	103	Indiana National Bank, Indianapolis	2,989,642,000	37,092,000	16,600,000	120,402,000	280,268,000	618,680,000
	111	Bank One Indianapolis NA	2,790,138,000	29,508,000	91,614,000	93,472,000	285,786,000	541,896,000
	160	Merchants National Bank & Trust Co., Indianapolis	1,965,399,000	20,055,000	126,334,000	127,717,000	239,075,000	235,680,000
	278	Summit Bank, Fort Wayne	1,030,733,000	12,823,000	0	46,616,000	36,677,000	123,052,000
IOWA	252	Norwest Bank Des Moines NA	1,132,949,000	10,710,000	0	43,308,000	92,003,000	118,506,000
KANSAS	249	Bank IV Wichita NA	1,143,485,000	20,486,000	0	62,685,000	66,239,000	252,698,000
KENTUCKY	110	Citizens Fidelity Bank & Trust Co., Louisville	2,816,220,000	45,614,000	229,321,000	156,342,000	135,061,000	320,027,000
	113	First National Bank, Louisville	2,785,161,000	36,510,000	86,968,000	133,673,000	178,136,000	398,929,000
	195	Liberty National Bank & Trust Co., Louisville	1,556,551,000	18,512,000	4,783,000	79,141,000	195,661,000	218,338,000
	292	First Security Nat'l Bank & Trust Co., Lexington	977,199,000	11,647,000	0	31,982,000	198,346,000	147,630,000
LOUISIANA	143	Hibernia National Bank, New Orleans	2,177,568,000	N.A.	N.A.	N.A.	N.A.	N.A.
	152	Whitney National Bank, New Orleans	2,072,152,000	28,995,000	0	17,886,000	158,945,000	128,173,000
	185	First National Bank of Commerce, New Orleans	1,616,015,000	18,768,000	45,399,000	39,301,000	100,481,000	419,805,000
	230	Louisiana National Bank, Baton Rouge	1,257,742,000	(2,034,000)	0	71,814,000	41,258,000	377,461,000
	280	First National Bank, Shreveport	1,022,936,000	5,061,000	0	55,254,000	86,013,000	198,762,000
	291	Commercial National Bank, Shreveport	981,953,000	N.A.	N.A.	N.A.	N.A.	N.A.
MAINE	251	Casco Northern Bank NA, Portland	1,139,885,000	12,876,000	0	43,267,000	119,576,000	230,403,000

A selected breakdown of deposit accounts for the top 300 commercial banks in total deposits on 12/31/86 from American Banker's "Roll Call" questionnaire, which asks for deposits as reported on the Federal regulatory report of condition. The breakdown includes **deposits in foreign offices**, which are deposits booked by the bank's foreign offices (RC-item 13b). Also included are the following three deposit accounts booked by the domestic offices of the bank: **IRAs**— Individual retirement accounts plus Keogh Plan accounts (RC-Schedule E, memo item 1a); **NOW Accounts**— Negotiable orders of withdrawal, including "Super NOWs" introduced in January 1983 (RC-Schedule E, memo item 3); and **MMDA's**— Money market deposit accounts— introduced in December 1982 (RC-Schedule E, memo item 4). **Net income** is for the full year 1986. ( )— Indicates a loss. **N.A.**— Not available. (1)— Deposit total corrected since publication on 3/19/87. The bank's rank was not affected by the change. **Please note:** Schedule E, item 3 "All NOW Accounts" was changed by Federal regulators within the last year to include both NOW and Super NOW accounts. Previously, item 3 included Super NOWs only. Unaware of this change, American Banker asked banks to report: "Super NOW accounts (RC-Schedule E, memo item 3)". Most banks reported the new combined figure for NOW accounts, but some reported only Super Nows. American Banker has either checked the Federal regulatory reports of condition or phoned the large banks to insure the accuracy of the NOW account column. However, the NOW account data for approximately 25% of the top 300 banks could not be verified. Therefore, it is possible that some of the these banks may have reported Super Now accounts only.

Top Deposit-Takers Among Commercial Banks

In Selected Deposit Categories as of Dec. 31, 1986 (Net Income for 1986 Included)

Compiled by American Banker Copyright 1986

	Rank 12/86		Total Deposits 12/31/86	Net Income 1986	Deposits in Foreign Offices	IRAs	NOW Accounts	MMDAs
MARYLAND	47	Maryland National Bank, Baltimore	5,789,068,000	91,800,000	483,225,000	263,631,000	293,950,000	1,252,117,000
	82	First National Bank of Maryland, Baltimore	3,640,641,000	24,235,000	345,544,000	197,796,000	172,000,000	669,048,000
	106	Equitable Bank NA, Baltimore	2,925,112,000	N.A.	N.A.	N.A.	N.A.	N.A.
	116	Sovran Bank/Maryland, Bethesda	2,736,810,000	33,920,000	0	145,560,000	295,530,000	639,180,000
	149	Signet Bank/Maryland, Baltimore	2,115,776,000	23,610,000	24,751,000	106,201,000	155,174,000	451,110,000
	165	Bank of Baltimore	1,929,407,000	9,408,000	0	85,279,000	56,209,000	401,302,000
	222	Citizens Bank & Trust Co., Riverdale	1,321,771,377	N.A.	N.A.	N.A.	N.A.	N.A.
	273	Mercantile-Safe Deposit & Trust Co., Baltimore	1,055,596,000	20,206,000	0	59,381,000	11,279,000	156,055,000
MASSACHUSETTS	14	First National Bank, Boston	16,689,981,000	132,600,000	6,094,794,000	292,127,000	517,984,000	2,947,303,000
	31	Bank of New England NA, Boston	7,337,376,000	85,979,000	658,476,000	125,087,000	327,028,000	1,646,254,000
	37	Boston Safe Deposit & Trust Co.	6,830,142,000	117,789,000	610,763,000	2,404,000	22,537,000	2,167,281,000
	56	State Street Bank & Trust Co., Boston	5,254,894,000	68,768,000	564,990,000	8,917,000	90,775,000	772,773,000
	78	Shawmut Bank NA, Boston	3,790,637,000	39,445,000	198,184,000	37,886,000	210,488,000	591,941,000
	123	BayBank Middlesex, Burlington	2,536,684,000	N.A.	N.A.	N.A.	N.A.	N.A.
	227	Bank of New England-West NA, Springfield	1,289,813,000	10,596,000	0	79,115,000	56,255,000	317,845,000
	246	BayBank Norfolk County Trust Co., Dedham	1,154,821,000	15,186,000	0	53,558,000	139,135,000	283,070,000
	265	Shawmut Worcester County Bank NA, Worcester	1,089,756,900	11,223,000	0	41,047,000	137,550,000	283,824,000
	268	Arlington Trust Co., Lawrence	1,077,325,000	11,402,000	0	70,867,000	123,315,000	249,027,000
MICHIGAN	20	National Bank of Detroit	9,714,319,000	110,443,000	1,342,407,000	429,621,000	426,354,000	1,447,542,000
	44	Comerica Bank-Detroit	5,911,414,000	52,054,000	238,645,000	407,263,000	294,903,000	1,426,172,000
	57	Manufacturers National Bank, Detroit	5,237,695,000	53,236,000	526,615,000	192,683,000	230,137,000	719,953,000
	130	Old Kent Bank & Trust Co., Grand Rapids	2,375,022,000	N.A.	N.A.	N.A.	N.A.	N.A.
	168	Michigan National Bank, Detroit	1,881,591,000	14,332,000	4,501,000	88,734,000	67,535,000	285,939,000
	208	Michigan National Bank, Lansing	1,449,501,000	19,654,000	0	77,637,000	104,611,000	237,506,000
	266	Security Bank & Trust Co., Southgate	1,080,017,000	8,825,000	0	116,214,000	93,690,000	0
	296	Citizens Commercial & Savings Bank, Flint	962,779,000	10,030,000	0	51,700,000	73,687,000	60,638,000
MINNESOTA	45	First National Bank, Minneapolis	5,826,850,000	105,972,000	1,476,673,000	62,384,000	194,222,000	207,055,000
	70	Norwest Bank Minneapolis NA	4,104,098,000	28,277,000	542,845,000	100,329,000	216,134,000	297,183,000
	95	First National Bank, St. Paul	3,202,279,000	51,408,000	254,316,000	145,479,000	164,084,000	122,560,000
	257	Marquette Bank Minneapolis NA	1,116,423,000	6,820,000	0	71,375,000	82,004,000	151,686,000
MISSISSIPPI	144	Deposit Guaranty National Bank, Jackson	2,167,631,000	29,133,000	306,000	112,999,000	183,045,000	445,683,000
	161	Trustmark National Bank, Jackson	1,961,470,949	23,131,000	0	74,539,000	75,432,000	424,108,000
	285	Sunburst Bank, Grenada	1,008,728,000	13,588,000	0	38,354,000	82,880,000	167,938,000
	294	Bank of Mississippi, Tupelo	972,022,000	9,241,000	0	44,408,000	80,702,000	149,648,000
MISSOURI	97	Mercantile Bank NA, St. Louis	3,126,033,000	49,616,000	320,659,000	84,228,000	218,023,000	420,222,000
	99	Boatmen's National Bank, St. Louis	3,072,712,000	43,859,000	17,040,000	74,230,000	295,168,000	416,473,000
	126	Centerre Bank NA, St. Louis	2,483,740,000	17,884,000	73,116,000	66,727,000	172,885,000	199,803,000
	200	Commerce Bank of St. Louis County NA, Clayton	1,529,180,000	13,201,000	0	52,270,000	259,252,000	346,787,000
	215	United Missouri Bank of Kansas City NA	1,379,970,000	19,811,000	0	18,503,000	53,090,000	129,598,000
	220	Boatmen's First National Bank, Kansas City	1,327,742,000	11,316,000	811,739,000	33,734,000	88,601,000	166,269,000
	233	Merchants Bank, Kansas City	1,249,572,000	14,514,000	0	17,280,000	57,008,000	464,435,000
	243	Commerce Bank of Kansas City NA, Kansas City	1,182,532,000	13,477,000	0	15,069,000	116,002,000	175,263,000
	281	Mark Twain Bank NA, Ladue	1,014,227,500	8,094,000	0	39,218,000	79,282,000	357,952,000
NEBRASKA	241	Norwest Bank Nebraska NA, Omaha	1,192,698,000	N.A.	N.A.	N.A.	N.A.	N.A.
	288	FirsTier Bank NA, Omaha	994,429,000	N.A.	N.A.	N.A.	N.A.	N.A.
NEVADA	122	First Interstate Bank of Nevada NA, Reno	2,605,685,000	41,535,000	124,000	83,722,000	321,386,000	507,100,000
	232	Valley Bank of Nevada, Las Vegas	1,253,615,752	9,870,000	0	36,642,000	173,697,000	173,519,000
NEW JERSEY	34	First Fidelity Bank NA, Newark	7,209,772,000	69,132,000	377,643,000	235,123,000	497,320,000	1,081,256,000
	93	Midlantic National Bank, Newark	3,316,147,000	43,007,000	93,742,000	88,943,000	214,884,000	510,533,000
	112	United Jersey Bank, Hackensack	2,785,454,000	32,710,000	948,000	154,361,000	181,631,000	664,083,000
	125	Midlantic National Bank/North, West Paterson	2,497,782,000	29,461,000	19,341,000	114,801,000	172,586,000	517,878,000
	128	National Community Bank, Rutherford	2,435,807,221	N.A.	N.A.	N.A.	N.A.	N.A.
	156	New Jersey National Bank, Pennington	1,994,164,000	N.A.	7,990,000	68,706,000	127,633,000	654,443,000
	164	First Jersey National Bank, Jersey City	1,940,916,000	N.A.	N.A.	N.A.	N.A.	N.A.
	172	Citizens First National Bank, Ridgewood	1,826,334,000	23,832,000	0	143,212,000	175,728,000	433,750,000
	173	Midlantic National Bank/South, Cherry Hill	1,802,485,000	25,164,000	0	84,498,000	90,619,000	333,989,000
	183	National State Bank, Elizabeth	1,624,149,000	13,751,000	0	35,606,000	168,432,000	309,674,000
	196	First National Bank, Toms River	1,548,080,000	17,246,000	0	28,942,000	24,616,000	421,738,000
	197	First Fidelity Bank NA, Burlington Twp.	1,546,848,000	16,574,000	0	67,491,000	202,425,000	310,778,000
	204	Horizon Bank NA, Morristown	1,467,768,000	17,337,000	0	92,645,000	190,261,000	258,220,000
	2[illegible]	First Fidelity Bank NA/North Jersey, Totowa	1,397,975,000	18,473,000	0	78,806,000	138,570,000	211,948,000
	218	Valley National Bank, Passaic	1,347,445,000	29,468,000	0	42,862,309	N.A.	433,733,708
	245	Trust Company of New Jersey, Jersey City	1,166,419,000	8,800,000	0	68,595,000	40,287,000	185,110,000
	247	Princeton Bank	1,149,722,000	12,902,000	0	48,704,000	120,506,000	241,832,000
	259	Midlantic National Bank/Merchants, Neptune	1,108,499,000	12,938,000	0	44,939,000	78,545,000	277,055,000
	277	Summit Trust Co.	1,033,629,000	11,405,000	0	58,027,000	62,883,000	323,240,000
	283	Central Jersey Bank & Trust Co., Freehold	1,013,947,000	14,522,000	0	42,547,000	119,012,000	215,911,000
NEW MEXICO	213	Sunwest Bank of Albuquerque NA	1,411,564,000	22,906,000	0	80,082,000	200,789,000	334,663,000
NEW YORK	1	Citibank NA, New York	102,933,000,000	803,000,000	62,156,000,000	1,370,000,000	1,912,000,000	10,037,000,000
	3	Chase Manhattan Bank NA, New York	60,899,893,000	474,438,000	30,964,828,000	710,967,000	1,249,209,000	7,558,204,000
	4	Manufacturers Hanover Trust Co., New York	46,117,000,000	228,000,000	20,680,000,000	689,000,000	937,000,000	5,152,000,000
	5	Morgan Guaranty Trust Co., New York	44,935,863,000	783,319,000	29,504,850,000	0	0	1,045,513,000
	6	Chemical Bank, New York	39,163,000,000	335,000,000	12,487,000,000	516,000,000	1,626,000,000	5,800,000,000
	8	Bankers Trust Co., New York	34,162,759,000	352,896,000	21,676,063,000	21,195,000	159,383,000	2,280,321,000
	13	Marine Midland Bank NA, Buffalo	17,034,413,000	109,426,000	4,677,636,000	487,883,000	1,037,570,000	2,574,534,000
	16	Bank of New York	14,970,194,000	109,888,000	4,364,961,000	249,284,000	632,081,000	3,148,055,000
	17	Irving Trust Co., New York	12,662,578,000	103,970,000	5,720,570,000	61,225,000	179,709,000	437,430,000
	18	Republic National Bank, New York	11,139,069,000	169,079,000	6,826,166,000	90,149,000	126,045,000	919,653,000
	23	National Westminster Bank USA, New York	8,784,311,000	67,673,000	1,625,864,000	240,688,000	458,397,000	1,655,485,000
	58	Bank of Tokyo Trust Co., New York	5,168,657,000	30,356,000	2,015,639,000	0	96,756,000	58,454,000
	64	European American Bank, New York	4,593,372,000	27,213,000	567,748,000	218,276,000	148,899,000	1,144,254,000
	79	Citibank (New York State) NA, Rochester	3,767,240,000	N.A.	N.A.	N.A.	N.A.	N.A.
	85	Chase Lincoln First Bank NA, Rochester	3,509,529,000	30,850,000	0	201,226,000	305,526,000	631,149,000
	87	Israel Discount Bank, New York	3,496,932,000	12,210,000	1,318,028,000	4,028,000	105,915,000	712,955,000
	98	Norstar Bank of Upstate NY, Albany	3,084,862,000	36,202,000	0	87,584,000	263,654,000	663,360,000
	101	Industrial Bank of Japan Trust Co., New York	3,017,518,000	10,720,000	1,778,622,000	0	0	0
	105	Fuji Bank & Trust Co., New York	2,933,972,000	N.A.	N.A.	N.A.	N.A.	N.A.
	121	Bank Leumi Trust Co., New York	2,616,152,000	N.A.	N.A.	N.A.	N.A.	N.A.
	129	United States Trust Co., New York	2,391,550,000	30,930,000	108,642,000	1,450,000	459,000	667,827,000
	133	Manufacturers & Traders Trust Co., Buffalo	2,327,661,000	23,769,000	183,854,000	109,068,000	230,895,000	538,082,000
	151	Barclays Bank of New York NA	2,084,769,000	N.A.	N.A.	N.A.	N.A.	N.A.
	167	Key Bank NA, Albany	1,900,898,000	21,871,000	0	47,628,000	145,037,000	399,084,000
	189	Long Island Trust Co. NA, Garden City	1,589,360,000	11,061,000	34,156,000	76,657,000	66,744,000	285,571,000
	194	Norstar Bank, Rochester	1,564,329,000	N.A.	N.A.	N.A.	N.A.	N.A.
	211	IBJ Schroder Bank & Trust Co., New York	1,413,195,000	2,241,000	749,706,000	0	0	312,086,000
	216	Norstar Bank of Long Island, Hempstead	1,372,612,000	16,762,000	0	30,855,000	120,987,000	448,117,000
	235	Daiwa Bank Trust Co., New York	1,245,058,704	5,014,000	763,945,000	0	1,411,000	8,418,000
	237	Norstar Bank NA, Buffalo	1,214,926,668	15,065,000	0	55,589,000	145,033,000	273,128,000
	242	Key Bank of Central New York, Syracuse	1,189,410,000	13,776,000	0	17,280,000	106,016,000	250,236,000
	260	Amalgamated Bank, New York	1,105,358,125	12,833,000	0	30,024,000	38,837,000	356,918,000
	293	First American Bank of New York	975,302,000	(2,571,000)	N.A.	18,871,000	70,211,000	185,456,000
	295	UBAF Arab American Bank, New York	965,860,000	N.A.	N.A.	N.A.	N.A.	N.A.
	297	Brown Brothers Harriman & Co., New York	961,734,562	N.A.	N.A.	N.A.	N.A.	N.A.

Footnotes appear on page 15.

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Top Deposit-Takers Among Commercial Banks

In Selected Deposit Categories as of Dec. 31, 1986 (Net Income for 1986 Included)

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	Rank 12/86		Total Deposits 12/31/86	Net Income 1986	Deposits in Foreign Offices	IRAs	NOW Accounts	MMDAs
NORTH CAROLINA	19	**NCNB National Bank of North Carolina, Charlotte**	9,847,559,000	127,716,000	1,250,781,000	504,164,000	631,774,000	1,422,150,000
	25	**Wachovia Bank & Trust Co. NA, Winston-Salem**	8,608,158,058	122,921,000	490,514,000	413,273,000	623,755,000	1,955,022,000
	29	**First Union National Bank, Charlotte**	7,597,348,000	211,770,000	293,999,000	416,209,000	788,334,000	1,458,367,000
	109	**Branch Banking & Trust Co., Wilson**	2,836,926,000	28,309,000	0	112,923,000	285,024,000	786,167,000
	120	**First-Citizens Bank & Trust Co., Raleigh**	2,632,843,000	23,822,000	0	136,715,000	310,398,000	633,466,000
	191	**United Carolina Bank, Whiteville**	1,575,631,000	17,203,000	0	73,611,000	126,090,000	479,784,000
	203	**Southern National Bank, Lumberton**	1,486,717,000	14,330,000	0	61,205,000	174,231,000	498,995,000
	250	**Central Carolina Bank & Trust Co. NA, Durham**	1,141,457,000	15,668,000	0	57,254,000	118,406,000	348,456,000
OHIO	43	**AmeriTrust Co. NA, Cleveland**	6,081,623,000	80,246,000	230,056,000	348,406,000	350,937,000	1,140,452,000
	52	**Huntington National Bank, Columbus**	5,414,927,000	59,653,000	185,964,000	292,496,000	335,649,000	961,877,000
	72	**National City Bank, Cleveland**	4,020,597,000	72,156,000	152,975,000	276,227,000	121,065,000	590,743,000
	75	**Society National Bank, Cleveland**	3,968,552,000	52,251,000	147,735,000	224,816,000	280,806,000	762,059,000
	83	**BancOhio National Bank, Columbus**	3,592,106,000	51,339,000	28,979,000	215,827,000	320,201,000	577,482,000
	138	**Bank One Columbus NA**	2,227,420,921	N.A.	N.A.	N.A.	N.A.	N.A.
	147	**Central Trust Co. NA, Cincinnati**	2,149,022,000	27,406,000	0	134,094,000	220,376,000	498,394,000
	148	**Toledo Trust Co.**	2,133,315,000	20,505,000	0	123,769,000	237,410,000	221,216,000
	162	**Fifth Third Bank, Cincinnati**	1,952,343,000	43,464,000	3,110,000	97,919,000	139,463,000	484,991,000
	175	**First National Bank, Cincinnati**	1,779,710,000	N.A.	N.A.	N.A.	N.A.	N.A.
	186	**Society Bank NA, Dayton**	1,603,295,000	14,572,000	0	81,725,000	207,501,000	294,991,000
	188	**First National Bank, Akron**	1,591,697,783	22,817,000	0	87,511,000	138,568,000	298,665,000
	217	**Bank One Dayton NA**	1,369,514,000	23,874,000	11,350,000	72,112,000	154,051,000	317,955,000
	248	**Bank One Cleveland NA**	1,149,691,200	20,454,000	0	63,636,000	121,438,000	299,102,000
	262	**Bank One of Eastern Ohio NA, Youngstown**	1,102,370,000	17,078,000	0	71,835,000	93,706,000	236,872,000
	272	**Provident Bank, Cincinnati**	1,058,471,000	11,863,000	0	67,839,000	95,271,000	274,761,000
	276	**Society Bank of Eastern Ohio NA, Canton**	1,037,387,000	11,841,000	0	77,164,000	80,286,000	160,941,000
OKLAHOMA	174	**Liberty National Bank & Trust Co., Oklahoma City**	1,793,574,000	(34,174,000)	4,731,000	66,216,000	97,881,000	245,113,000
	190	**Bank of Oklahoma NA, Tulsa**	1,576,119,000	(83,178,000)	21,243,000	31,470,000	63,978,000	354,287,000
	274	**First Interstate Bank of Oklahoma City NA**	1,048,466,000	N.A.	N.A.	N.A.	1,379,723,000	N.A.
	284	**First National Bank & Trust Co., Tulsa**	1,013,899,000	(7,242,000)	44,701,000	25,148,000	48,260,000	100,090,000
OREGON	49	**United States National Bank, Portland**	5,638,056,000	70,595,000	6,456,000	270,589,000	213,697,000	1,425,236,000
	62	**First Interstate Bank of Oregon NA, Portland**	4,711,130,000	54,938,000	13,465,000	205,732,000	621,382,000	1,306,174,000
PENNSYLVANIA	15	**Mellon Bank NA, Pittsburgh**	15,049,613,000	138,008,000	3,294,756,000	237,008,000	540,914,000	2,759,086,000
	30	**Pittsburgh National Bank**	7,421,031,000	83,889,000	345,784,000	153,873,000	458,577,000	1,581,582,000
	32	**Fidelity Bank NA, Malvern**	7,242,812,000	67,971,000	1,162,428,000	288,162,000	442,153,000	1,617,385,000
	39	**Philadelphia National Bank**	6,442,770,000	70,677,000	907,818,000	198,728,000	220,303,000	953,151,000
	53	**Meridian Bank, Reading**	5,359,657,000	60,829,000	14,199,000	267,013,000	365,121,000	1,320,326,000
	67	**Provident National Bank, Philadelphia**	4,384,556,000	63,851,000	220,400,000	137,458,000	254,771,000	996,023,000
	73	**First Pennsylvania Bank NA, Philadelphia**	4,007,509,000	36,014,000	708,195,000	120,822,000	172,813,000	767,925,000
	88	**Mellon Bank (East) NA, Philadelphia**	3,486,800,000	18,184,000	0	148,857,000	207,931,000	1,147,501,000
	118	**Continental Bank, Norristown**	2,703,407,000	20,825,000	0	137,530,000	180,643,000	716,869,000
	132	**Hamilton Bank, Lancaster**	2,358,593,000	27,104,000	0	188,384,000	191,323,000	408,698,000
	155	**Equibank, Pittsburgh**	2,020,817,000	8,073,000	0	107,046,000	14,648,000	458,401,000
	171	**Union National Bank, Pittsburgh**	1,829,321,000	19,048,000	0	60,108,000	122,496,000	590,486,000
	177	**Northeastern Bank of Pennsylvania, Wilkes-Barre**	1,735,399,000	16,709,000	0	87,100,000	115,979,000	375,213,000
	202	**Dauphin Deposit Bank & Trust Co., Harrisburg**	1,491,600,000	130,001,000	1,275,415,000	90,350,000	182,784,000	252,247,000
	207	**First Eastern Bank NA, Wilkes-Barre**	1,455,386,000	14,522,000	0	64,314,000	83,569,000	309,960,000
	226	**Merchants Bank NA, Allentown**	1,296,180,130	19,097,522	1,123,159,874	70,739,947	133,715,505	264,175,450
	238	**Commonwealth National Bank, Harrisburg**	1,196,363,000	5,276,000	0	58,440,000	142,685,000	276,466,000
	287	**First Seneca Bank, Butler**	999,901,000	11,740,000	0	58,646,000	89,057,000	315,113,000
	290	**United Penn Bank, Wilkes-Barre**	986,211,000	10,084,000	0	42,794,000	80,697,000	188,329,000
PUERTO RICO	77	**Banco Popular de Puerto Rico, San Juan**	3,820,226,000	N.A.	N.A.	N.A.	N.A.	N.A.
	146	**Banco de Ponce**	2,151,508,496	24,473,678	0	N.A.	N.A.	N.A.
	258	**Banco de Santander-Puerto Rico, Hato Rey**	1,114,340,436	17,695,000	0	232,000	34,360,000	86,559,000
	270	**Banco Central Corp., Hato Rey**	1,061,881,452	N.A.	N.A.	N.A.	N.A.	N.A.
RHODE ISLAND	63	**Fleet National Bank, Providence**	4,620,169,000	63,714,000	1,041,752,000	160,332,000	195,696,000	824,614,000
	136	**Rhode Island Hospital Trust Natl. Bank, Providence**	2,265,439,000	24,325,000	24,485,000	110,117,000	200,923,000	570,821,000
SOUTH CAROLINA	91	**South Carolina National Bank, Columbia**	3,326,106,000	39,408,000	0	128,113,000	568,123,000	613,125,000
	114	**Citizens & Southern National Bank, Charleston**	2,775,854,470	30,955,000	0	94,246,000	342,127,000	612,211,000
	176	**NCNB South Carolina, Columbia**	1,757,860,000	20,484,000	0	896,000	195,843,000	386,081,000
	282	**First Union National Bank, Greenville**	1,014,130,000	(3,102,000)	0	38,725,000	98,154,000	258,774,000
SOUTH DAKOTA	178	**Citibank (South Dakota) NA, Sioux Falls**	1,691,402,000	228,290,000	0	1,025,528	25,850,000	223,693,000
	221	**Norwest Bank South Dakota NA, Sioux Falls**	1,321,967,000	8,362,000	0	67,198,000	205,44[illegible],000	202,491,000
TENNESSEE	69	**First Tennessee Bank NA, Memphis**	4,255,373,000	46,650,000	0	118,978,000	190,166,000	423,106,000
	145	**First American National Bank, Nashville**	2,157,362,000	27,940,000	48,498,000	61,413,000	184,813,000	272,350,000
	153	**Third National Bank, Nashville**	2,070,662,000	14,512,000	42,608,000	87,992,000	202,130,000	225,456,000
	166	**Commerce Union Bank, Nashville**	1,913,838,000	25,307,000	60,277,000	93,143,000	226,751,000	228,802,000
	199	**Union Planters National Bank, Memphis**	1,533,295,000	N.A.	N.A.	N.A.	N.A.	N.A.
	279	**National Bank of Commerce, Memphis**	1,026,522,000	15,016,000	0	38,281,000	148,008,000	166,853,000
TEXAS	24	**RepublicBank Dallas NA**	8,623,009,000	55,226,000	2,377,827,000	74,033,000	212,549,000	533,650,000
	50	**Texas Commerce Bank NA, Houston**	5,607,112,000	50,364,000	1,369,230,000	26,438,000	159,927,000	409,376,000
	51	**MBank Dallas NA**	5,465,342,000	(99,328,000)	568,508,000	21,371,000	75,070,000	248,471,000
	84	**InterFirst Bank Dallas NA**	3,525,388,000	(137,188,000)	813,138,000	23,578,000	128,454,000	180,361,000
	86	**MBank Houston NA**	3,498,278,000	(62,922,000)	374,596,000	36,679,000	104,179,000	243,204,000
	92	**First City National Bank, Houston**	3,324,729,000	(308,494,000)	511,769,000	32,043,000	130,768,000	192,097,000
	107	**Allied Bank of Texas, Houston**	2,886,918,000	(10,968,000)	177,760,000	22,845,000	58,861,000	465,671,000
	154	**Texas American Bank/Fort Worth NA**	2,039,237,000	(23,956,000)	79,065,000	45,670,000	83,509,000	196,534,000
	192	**Frost National Bank, San Antonio**	1,573,168,380	6,832,000	0	10,553,000	104,701,000	306,055,000
	209	**RepublicBank Houston NA**	1,438,548,000	N.A.	N.A.	N.A.	N.A.	N.A.
	224	**InterFirst Bank Austin NA**	1,306,282,000	N.A.	N.A.	N.A.	N.A.	N.A.
	261	**NBC Bank-San Antonio NA**	1,105,235,525	8,300,282	522,000	11,186,000	N.A.	177,801,542
	271	**Texas Commerce Bank-Austin NA**	1,060,541,000	2,375,000	0	11,769,000	106,731,000	230,373,000
	289	**InterFirst Bank Fort Worth NA**	994,346,000	(16,989,000)	15,286,000	29,195,000	92,032,000	86,346,000
	299	**Laredo National Bank**	957,359,000	4,528,000	0	1,765,000	54,760,000	142,143,000
UTAH	134	**First Security Bank of Utah NA, Ogden**	2,298,064,000	830,000	15,176,000	93,435,000	242,929,000	267,417,000
	137	**Zions First National Bank, Salt Lake City**	2,263,403,000	21,971,000	36,240,000	92,681,000	142,673,000	522,724,000
VIRGINIA	26	**Sovran Bank NA, Richmond**	8,352,879,000	112,364,000	20,988,000	435,319,000	945,604,000	1,050,193,000
	41	**United Virginia Bank, Richmond**	6,111,774,000	79,013,000	48,568,000	346,218,000	259,992,000	807,936,000
	66	**Signet Bank/Virginia, Richmond**	4,394,393,000	54,219,000	177,673,000	230,260,000	337,071,000	854,404,000
	94	**Central Fidelity Bank, Richmond**	3,236,543,000	40,169,000	0	205,802,000	300,380,000	669,083,000
	124	**Dominion Bank NA, Roanoke**	2,513,517,000	27,046,000	14,523,000	174,317,000	212,473,000	374,646,000
	127	**First American Bank of Virginia, McLean**	2,465,376,000	24,767,000	0	66,822,000	293,816,000	544,995,000
	184	**First Virginia Bank, Falls Church**	1,622,736,000	23,202,000	0	58,835,000	336,959,000	288,494,000
	264	**Jefferson National Bank, Charlottesville**	1,092,905,000	12,160,000	0	46,584,000	132,562,000	232,162,000
WASHINGTON	28	**Seattle-First National Bank**	7,753,514,000	53,939,000	648,768,000	243,129,000	540,938,000	1,689,407,000
	40	**Rainier National Bank, Seattle**	6,316,803,000	68,521,000	642,773,000	131,236,000	573,510,000	978,528,000
	108	**First Interstate Bank of Washington NA, Seattle**	2,876,589,000	37,707,000	0	83,579,000	196,999,000	659,584,000
	150	**Peoples National Bank, Seattle**	2,103,196,000	(2,496,000)	0	135,940,000	246,962,000	440,442,000
	198	**Puget Sound National Bank, Tacoma**	1,536,860,000	26,587,000	0	59,172,000	144,068,000	348,746,000
	210	**Old National Bank, Spokane**	1,422,221,000	9,190,000	0	62,163,000	204,095,000	268,017,000
WISCONSIN	96	**First Wisconsin National Bank, Milwaukee**	3,129,967,000	27,185,000	279,850,000	99,080,000	182,091,000	414,578,000
	181	**M & I Marshall & Ilsley Bank, Milwaukee**	1,660,053,000	22,403,000	0	81,252,000	139,297,000	322,761,000
	240	**Marine Bank NA, Milwaukee**	1,194,139,000	15,262,000	49,830,000	53,779,000	78,429,000	214,863,000

For footnotes, see page 15.

Top Deposit-Takers Among Thrifts

In Selected Deposit Categories as of Dec. 31, 1986 (Net Income for 1986 Included)

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	Rank 12/86		Total Deposits 12/31/86	Net Income 1986	NOW Accounts	MMDAs	Super NOWs	IRAs
ARIZONA	31	**MeraBank, FSB, Phoenix, Ariz.**	3,905,887,000	N.A.	219,431,000	706,599,000	29,489,000	178,091,000
	32	**Western Savings & Loan Assn., Phoenix, Ariz.**	3,813,475,624	44,196,778	212,080,563	676,089,485	608,617	164,169,930
	99	**Pima Savings & Loan Assn., Tucson, Ariz.**	1,765,000,000[1]	N.A.	N.A.	N.A.	N.A.	N.A.
CALIFORNIA	1	**Home Savings of America, FA, Irwindale, Calif.**	21,774,759,000	336,730,000	710,525,000	4,781,568,000	573,785,000	1,504,648,000
	2	**Great Western Bank, FSB, Beverly Hills**	18,130,530,000	300,243,000	361,361,000	2,808,984,000	.....	1,193,000,000
	3	**American Savings & Loan Assn., Stockton, Calif.**	16,977,839,000	95,989,000	0	1,670,228,000	479,032,000	989,281,000
	4	**California Fed. Savings & Loan Assn., Los Angeles**	15,455,800,000	143,400,000	238,400,000	1,896,100,000	458,200,000	843,900,000[2]
	5	**Glendale Federal Savings & Loan Assn., Calif.**	12,700,344,000	63,128,000†	261,660,000	1,545,825,000	375,102,000	640,355,000
	7	**First Nationwide Bank, FSB, San Francisco**	11,079,351,000	104,183,000	159,422,000	1,455,278,000	281,956,000	1,295,439,000
	9	**Great American First Savings Bank, San Diego, Calif.**	8,877,414,000	93,745,000	337,565,000	268,073,000	1,296,123,000	382,458,000
	10	**Home Fed. Savings & Loan Assn. of San Diego, Calif.**	8,562,059,000	103,358,000	321,362,467	1,971,634,198	193,290,587	539,447,235
	11	**World Savings, FS&LA, Oakland, Calif.**	7,698,523,000	183,010,000	215,756,000	1,355,005,000	151,429,000	600,046,000
	16	**Coast Savings & Loan Assn., Los Angeles**	5,931,131,000	50,400,000	42,000,000	852,500,000	222,600,000	178,600,000
	17	**Gibraltar Savings, Beverly Hills**	5,727,043,000	40,616,000	102,521,000	810,109,000	207,056,000	369,319,000
	18	**Imperial Savings Assn., San Diego, Calif.**	5,532,288,000	47,510,000	124,705,000	488,816,000	194,627,000	182,179,000
	19	**Columbia Savings & Loan Assn., Beverly Hills**	5,192,585,000	193,526,000	N.A.	N.A.	N.A.	N.A.
	21	**Sears Savings Bank, Glendale, Calif.**	5,054,267,728	7,056,781	159,260,253	502,848,181	166,929,735	419,246,106
	47	**Citicorp Savings, FS&LA, San Francisco**	3,072,518,000	59,873,000	(3)	(3)	(3)	(3)
	53	**Lincoln Savings & Loan Assn., Irvine, Calif.**	2,823,134,000	50,760,000	120,562,000	63,094,000	0	146,859,373
	61	**Homestead Savings, FS&LA, San Francisco**	2,479,493,677	29,444,563	51,102,774	196,686,358	17,292,520	17,008,180
	64	**Fidelity Federal S & L Assn., Glendale, Calif.**	2,406,569,000	30,557,000	16,327,000	283,542,000	101,874,000	203,713,000
	72	**Downey Savings & Loan Assn., Costa Mesa, Calif.**	2,187,856,093	57,154,846	96,332,824	235,648,067	97,266,749	159,969,978
	73	**Guarantee Savings, FS&LA, Fresno, Calif.**	2,171,427,000	9,423,000	124,354,000	336,680,000	18,937,000	239,520,000
	80	**Far West Savings & Loan Assn., Newport Beach, Calif.**	2,121,591,000	23,129,000	20,034,000	269,159,000	27,542,000	76,565,000
	83	**Valley Federal S & L Assn., Van Nuys, Calif.**	2,066,910,000	17,033,000	58,530,000	299,140,000	46,318,000	82,752,000
	87	**Santa Barbara Savings & Loan Assn., Calif.**	2,005,337,000	18,548,000	74,921,000	238,825,000	53,357,000	144,934,000
	97	**Mercury Savings, FS&LA, Huntington Beach, Calif.**	1,823,000,000	12,517,000	84,058,000	350,117,000	24,456,000	178,608,000
COLORADO	65	**Bank Western FSB, Denver**	2,365,452,405	(8,934,816)	161,183,570	635,827,668	24,682,333	284,907,217
CONNECTICUT	26	**People's Bank, Bridgeport, Conn.**	4,352,744,000	45,668,000	74,934,000	1,156,202,000	23,622,000	439,919,000
	36	**Northeast Savings, FA, Hartford, Conn.**	3,454,316,000	35,491,000★	138,000,000[4]	743,000,000	N.A.	N.A.
	69	**Society for Savings, Hartford, Conn.**	2,227,823,000	23,036,000	59,759,000	300,410,000	7,469,000	199,830,000
FLORIDA	35	**CenTrust Savings Bank, Miami**	3,588,802,971	51,848,000	86,713,045	483,543 ,000	634,000	187,790,000
	37	**Florida Federal Savings & Loan Assn., St. Petersburg**	3,446,706,000	(56,007,000)	170,693,000	426,569,000	44,284,000	244,401,000
	55	**AmeriFirst Federal Savings & Loan Assn., Miami**	2,811,388,000	(47,847,000)°	93,115,000	796,235,000	325,768,000	214,542,000
	76	**American Savings & Loan Assn. of Florida, Miami**	2,144,742,000	50,242,000°	161,068,000	471,386,000	0	112,158,000
	85	**Coral Gables Federal Savings & Loan Assn., Fla.**	2,018,428,245	88,193,663°	23,543,217	394,374,189	121,239,652	220,617,599
	93	**Citizens Federal Savings & Loan Assn., Miami**	1,904,050,000	13,693,587	81,000	166,795,000	89,497,000	7,444,000
GEORGIA	66	**Georgia Federal Bank, FSB, Atlanta**	2,332,455,000	29,703,000	217,531,000	324,312,000	44,885,000	213,545,695
ILLINOIS	24	**Talman Home Federal Savings & Loan Assn., Chicago**	4,748,281,000	26,434,000	100,145,946	773,822,000	11,616,000	479,912,000
	34	**Citicorp Savings of Illinois, FS&LA, Chicago**	3,640,424,000	31,515,000	76,312,000	534,566,000	0	466,962,000
	82	**St. Paul Federal Bank for Savings, Chicago**	2,077,714,000	20,060,000	98,442,000	386,682,000	17,875,000	199,219,000
KANSAS	78	**Capitol Federal Savings & Loan Assn., Topeka, Kan.**	2,132,795,499	33,253,558	29,056,279	442,037,911	65,487,500	232,918,000
	88	**Franklin Savings Assn., Ottawa, Kan.**	1,961,504,000	17,359,000†	30,168,000	330,128,000	0	170,942,000
MARYLAND	62	**Chevy Chase Savings Bank, FSB, Md.**	2,424,005,745	14,709,180	302,831,335	220,382,611	75,525,240	177,567,921
MICHIGAN	22	**First Federal of Michigan, Detroit**	5,047,913,315	73,022,629	156,144,504	656,819,463	36,574,986	255,868,307
	25	**Standard Federal Bank, Troy, Mich.**	4,450,335,801	66,502,760	114,942,280	673,274,703	40,445,008	277,866,115
MINNESOTA	38	**TCF Banking & Savings, FA, Minneapolis**	3,405,961,000	21,401,000	153,677,000	302,950,000	49,082,000	295,732,000
	68	**First Minnesota Savings Bank FSB, St. Paul**	2,267,736,183	1,911,805	198,641,739	271,720,807	56,532,933	229,602,317
	77	**Midwest Federal Savings & Loan Assn., Minneapolis**	2,137,637,837	10,289,656	71,783,102	212,853,225	12,485,741	226,419,906
MISSOURI	48	**Community Federal Savings & Loan Assn., St. Louis, Mo.**	3,055,827,000	(10,026,000)	131,690,000	293,928,000	15,918,000	343,211,000
	58	**Farm & Home Savings Assn., Nevada, Mo.**	2,590,605,626	21,738,996	117,394,935	320,228,869	0	9,820,553
NEBRASKA	98	**Commercial Federal Savings & Loan Assn., Omaha, Neb.**	1,804,121,000	9,655,000†	133,448,000	150,763,000	14,660,000	94,725,000
NEW JERSEY	12	**City Federal Savings Bank, Elizabeth, N.J.**	6,998,588,000	37,524,000	596,022,000	879,341,000	128,310,000	727,739,000
	28	**Carteret Savings Bank, FA, Morristown, N.J.**	4,123,994,000	46,091,000°	90,061,825	630,270,058	192,655,604	343,430,000
	33	**Howard Savings Bank, Newark, N.J.**	3,704,461,000	24,049,000	65,766,000	592,161,000	12,913,000	337,311,000
	60	**Hudson City Savings Bank, Paramus, N.J.**	2,487,373,787	16,122,612	0	693,199,797	42,436,802	160,930,941
NEW YORK	8	**Goldome FSB, Buffalo, N.Y.**	11,016,213,000	52,880,000	228,508,000	1,624,680,000	37,997,000	1,038,894,000
	13	**CrossLand Savings FSB, Brooklyn, New York**	6,876,465,000	101,232,000	2,802,520	2,173,233,000	109,178,689	689,368,477
	14	**Anchor Savings Bank FSB, Northport, N.Y.**	6,468,025,000	60,822,000	6,329,000	1,362,936,000	246,966,000	636,785,000
	15	**Dime Savings Bank of New York FSB**	6,464,274,000	130,612,000	50,812,000	801,887,000	156,696,000	766,208,000
	20	**Bowery Savings Bank, New York**	5,136,413,000	18,887,000	18,474,000	1,156,968,000	17,081,000	799,381,000
	23	**Empire of America FSB, Buffalo, N.Y.**	4,967,439,000	N.A.	236,689,000	1,234,413,000	77,339,000	592,550,000
	27	**Long Island Savings Bank FSB, Syosset, N.Y.**	4,194,343,000	80,005,000	97,646,000	922,009,000	4,198,000	375,306,000
	30	**Dollar-Dry Dock Savings Bank, Bronx, New York**	3,956,983,000	10,684,000	21,704,000	824,926,000	125,222,000	423,500,000
	45	**First Federal Savings & Loan Assn., Rochester, N.Y.**	3,154,870,641	7,560,986#	166,459,309	814,990,074	0	252,085,956
	46	**Emigrant Savings Bank, New York**	3,138,797,252	28,452,749	7,983,000	700,802,000	55,430,000	366,725,000
	49	**American Savings Bank FSB, New York**	2,943,771,031	40,570,000	4,643,000	691,843,000	120,799,000	325,574,000
	56	**Green Point Savings Bank, Brooklyn, New York**	2,752,920,447	91,005,789	46,464,323	563,178,973	6,012,517	343,925,357
	57	**Manhattan Savings Bank, New York**	2,727,680,008	26,516,015	4,345,330	773,763,962	11,319,308	326,341,129
	63	**Seamen's Bank for Savings FSB, New York**	2,418,300,000	26,954,000	804,005	379,368,020	869,552	191,087,622
	71	**Williamsburgh Savings Bank, Brooklyn, New York**	2,215,194,000	27,530,000	9,940,000	456,521,000	218,249,000	N.A.
	75	**Rochester Community Savings Bank, N.Y.**	2,152,028,000	19,408,000	81,497,000	396,439,000	1,350,000	195,845,000
	81	**Lincoln Savings Bank FSB, New York**	2,112,118,365	12,101,000	16,350,817	407,021,027	0	194,271,354
	91	**East River Savings Bank, New York**	1,938,605,745	31,522,390	46,196,079	481,723,503	9,970,336	193,196,115
	92	**Greater New York Savings Bank, New York**	1,914,806,000	32,537,000	6,984,000	504,574,000	52,245,000	139,360,000
	96	**Astoria Federal Savings & Loan Assn., Queens, New York**	1,866,725,771	25,999,288	7,133,938	253,636,030	50,219,953	205,535,354
OHIO	40	**Transohio Savings Bank, FSB, Cleveland**	3,391,000,000	N.A.	N.A.	N.A.	N.A.	N.A.
	89	**Citizens Federal Savings & Loan Assn., Dayton, Ohio**	1,957,586,529	20,361,359	23,290,636	459,925,373	72,109,018	173,451,016
OREGON	50	**Benjamin Franklin Federal S & L Assn., Portland, Ore.**	2,869,674,291	27,926,982	137,160,419	357,795,552	60,855,077	382,373,325
PENNSYLVANIA	6	**Meritor Savings Bank, Philadelphia**	12,676,100,000	22,920,000	48,556,000	1,987,085,000	255,900,000	978,825,000
	29	**Atlantic Financial Federal, Bala Cynwyd, Pa.**	4,107,470,000	19,168,000	90,147,000	1,333,148,000	83,106,000	358,475,000
	74	**First Federal Savings & Loan Assn., Pittsburgh**	2,171,290,000	12,455,000	94,771,000	575,385,000	5,072,000	221,603,000
	86	**Hill Financial Savings Assn., Red Hill, Pa.**	2,009,666,587	17,205,386	15,476,937	396,545,671	75,660,792	152,889,931
	90	**Horizon Financial, FA, Southampton, Pa.**	1,940,932,000	1,652,000	60,145,000	217,797,000	993,000	139,682,000
	94	**Dollar Bank FSB, Pittsburgh**	1,900,786,000	11,288,000	44,878,000	345,479,000	3,624,000	210,965,000
RHODE ISLAND	59	**Old Stone Bank FSB, Providence, R.I.**	2,511,973,000	19,465,000	63,457,000	478,263,000	55,697,000	185,004,000
TEXAS	39	**Gibraltar Savings Assn., Houston**	3,398,074,075	82,211,365	22,527,155	475,361,287	115,078,850	352,167,101
	43	**United Savings Assn., Houston**	3,193,286,000	60,287,000	39,169,000	298,899,000	19,504,000	288,567,000
	44	**Bright Banc Savings Assn., Dallas**	3,173,566,000	(34,876,000)	241,095,000	536,764,000	74,482,000	369,798,000
	51	**University Savings Assn., Houston**	2,853,527,000	N.A.	N.A.	N.A.	N.A.	N.A.
	52	**First Texas Savings Assn., Dallas**	2,853,280,424	(3,017,245)	43,470,780	552,401,737	96,287,741	365,722,506
	54	**Sunbelt Savings Assn., Dallas**	2,821,995,000	N.A.	N.A.	N.A.	N.A.	N.A.
	67	**San Jacinto Savings Assn., Houston**	2,271,363,269	38,577,037	63,359,000	320,239,000	2,520,000	52,427,000
	70	**Empire of America FSB, Fort Worth, Tex.**	2,220,364,000	N.A.	63,568,000	491,008,000	25,868,000	205,084,000
	95	**Lamar Savings Assn., Austin, Tex.**	1,892,664,000	N.A.	N.A.	N.A.	N.A.	N.A.
	100	**Guaranty Federal Savings & Loan Assn., Galveston, Tex.**	1,762,433,000	911,000†	48,616,000	391,225,000	0	55,424,000
UTAH	79	**American Savings & Loan Assn., Salt Lake City, Utah**	2,132,412,000	N.A.	195,197,000	202,981,000	(5)	N.A.
VIRGINIA	42	**Perpetual Savings Bank, FSB, McLean, Va.**	3,193,313,000	22,655,000	64,939,000	745,173,000	0	94,912,000
WASHINGTON	41	**Washington Mutual Savings Bank, Seattle**	3,293,169,000	70,653,846	0	1,234,011,000	0	116,645,000
	84	**Pacific First Federal Savings Bank, Tacoma, Wash.**	2,059,374,000	23,470,000	N.A.	N.A.	N.A.	N.A.

A breakdown of deposit accounts for the top 100 thrifts in deposits on 12/31/86. **Net Income**— For calendar 1986, unless otherwise indicated. **NOW accounts**— Negotiable orders of withdawal, excluding Super NOWs. **MMDA's**— Money market deposit accounts. **Super NOWs**— NOW accounts introduced in Jan. 1983. **IRAs**— Individual retirement accounts and Keogh Plan accounts. (†)— Net income is for the 6 months ended Dec. 31. (★)— Net income is for the 9 months ended Dec. 31. (°)— For fiscal year ended 9/30/86. (#)— Net income is for the 5 months ended Dec. 31. ( )— Indicates a loss. (1)— Deposits are approximate and subject to a final audit. (2)— Includes all IRA's, some of which are included in the other deposit categories. Also includes self-directed IRA's. (3)— The only Citicorp thrift subsidiary that "does not release this type of competitive information." (4)— NOW accounts include demand checking. (5)— Included in NOW accounts. **N.A.**— Not available.

California Banks Rank High in IRA Deposits

IRA and Keogh Account Growth

At Deposit-Taking Institutions — 1982 Through 1986

(In Billions of Dollars and Percent Share)

Yearend	Total IRA and Keogh	Commercial Banks	Thrifts	Money Market Funds
1986	$179.7	$72.8 (40.5%)	$96.2 (53.5%)	$10.7 (6.0%)
1985	$148.4	$59.2 (39.9%)	$80.9 (54.5%)	$ 8.3 (5.6%)
1984	$109.7	$43.8 (39.9%)	$59.0 (53.8%)	$ 6.9 (6.3%)
1983	$ 76.8	$30.0 (39.1%)	$41.8 (54.4%)	$ 5.0 (6.5%)
1982	$ 51.0	$17.5 (34.3%)	$28.9 (56.7%)	$ 4.6 (9.0%)

Data are from the Federal Reserve Board. Percentage shares are in parenthesis. Thrifts include savings banks, savings and loans, and credit unions.

Continued from Page 1

dale, Calif., was the top thrift in IRA deposits. First Nationwide Bank FSB, San Francisco, was the fastest growing institution in those deposits.

Despite a decrease for all thrift institutions in market share of IRA deposits at banks, thrifts, and mutual funds, the top 25 thrifts continued to increase their market share.

At commercial banks, however, the picture was the opposite. The top 25 banks posted a decrease in market share, while all commercial banks had an increase from a year earlier. Though the rate of increase in these deposits slowed significantly in 1986 from the year earlier, it still outpaced the increase of all deposits almost threefold.

The *American Banker* survey is a follow-up to the listings of the top 100 thrift institutions by deposits, published on March 6, and the top 300 commercial banks, published on March 19.

Today's survey results are presented in six major tables. One table shows net income and a breakdown of selected deposits for the top 300 banks. Another shows net income and the selected breakdown for the top 100 thrifts. (The tables begin on page 13.)

From this group of 400 financial institutions, the *American Banker* ranks and lists the top 25 deposit-taking institutions; the top 25 commercial banks in IRA deposits; the top 25 thrifts in IRA deposits, which include savings and loans, savings banks, and credit unions; and the top 25 institutions in IRA deposits.

Three of the top five banks and four of the top five thrifts in IRA deposits are California institutions.

Some of the reasons cited for the concentration in California include the number of large institutions in the state and their domestic and retail banking orientation. For instance, deposits in foreign offices of California's largest commercial banks do not exceed 35% of total deposits. In contrast, the deposits in foreign offices of large New York commercial banks (six of which are among the top 10 deposit-taking institutions) are between 45% and 66% of total deposits.

Jim Dorsey of the *IRA Reporter*, a Cleveland-based publication, also noted that California does not have unit banking laws. Mr. Dorsey said that if surveyed on the holding company level, other banking companies could appear among the largest IRA gatherers.

Total deposits at all institutions increased 7.9% in 1986, to $3.5 trillion, a slight improvement from the 7.5% rise reported in 1985. IRA deposits were up 21.1% to $179.2 billion, compared with 35% in 1985.

IRA deposits at the top 25 thrift institutions and top 25 banks increased 22.8% and 18.9%, respectively. The largest gains in those groups were posted by First Nationwide Bank, San Francisco, and by National City Bank, Cleveland, with respective increases of 107.6% and 60.9%.

First Nationwide's doubling of IRA deposits, primarily through acquisitions, pushed it to second place among all thrifts and fifth place among all institutions, from eighth and 13th place, respectively.

National City, which was also involved in acquisitions in 1986, pushed into the top 25 banks in IRA deposits, gaining 13 places to rank 24. Another Ohio bank, AmeriTrust Co., Cleveland, joined the top 25, rising nine spots to rank 17.

Market share of IRA deposits has remained relatively stable over the past several years. Excluding IRA accounts at insurance and brokerage firms, at yearend 1986 the top 25 thrifts controlled 9.8% of all IRA deposits, compared with 9.7% in 1985 and 9.6% in 1984. For all thrifts, market share declined to 53.5% in 1986, from 54.5% in 1985, 53.8% in 1984, and 54.4% in 1983.

At commercial banks, market share increased to 40.5%, against 39.9%, 39.9%, and 39.1% in the preceding three years. The top 25 banks' share of the IRA market fell to 8.3% in 1986, from 8.5% the previous year.

As a percent of total deposits, IRAs have been increasing. For all thrifts, IRAs accounted for 7.7% of total deposits, a slight rise from 7.6% in the year earlier period. For all commercial banks, IRAs accounted for 3.2% of all deposits, compared with 2.3% in 1985. Since 1981, IRA deposits at commercial banks have skyrocketed to $72.8 billion from $6.5 billion. At thrift institutions, IRAs have gone to $96.2 billion from $13.6 billion.

In other findings:

- Commercial banks accounted for 64.9% of all deposits with $2.3 trillion, a slight increase from 64.5% in 1985. That year, all banks had $2.1 trillion in deposits. Thrifts controlled 35.1% of the nation's deposits with $1.2 trillion, down from 35.5%, or $1.17 trillion in the year earlier period.
- Other big percentage gainers among the top 25 thrifts in IRA deposits were: Great American First Savings Bank, San Diego, with an increase of 65.7%; Navy Federal Credit Union, Washington, D.C., 39.8%; and Anchor Savings Bank FSB, Northport, N.Y., 39.6%.
- Among the top 25 commercial banks in IRA deposits, other big gainers include: Connecticut Bank & Trust Co., Hartford, up 44.7%; Fidelity Bank NA, Malvern, Pa., 40.5%, and Connecticut National Bank, Hartford, 32.0%.
- Navy Federal Credit Union, Washington, D.C., had the highest percentage of IRA deposits to total deposits of any of the top institutions with 22.1%, compared with 17.9% in 1985. At commercial banks, Comerica Bank-Detroit's IRA accounts made up 6.89% of total deposits, the highest among the top 25 banks. ■

Dear Reader, How Are We Doing?

The American Banker wants to make sure our survey on top deposit takers meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

____

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(2.) What did you like **best** about the survey?

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(3.) What did you like **least** about the survey?

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(4.) How do you use the survey in your work?

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Name (optional)________________
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2 More Banks File for Charters in Philadelphia Area

By A. JOSEPH NEWMAN JR.

PHILADELPHIA — Add two new names to a growing list of entrants on the suburban Philadelphia banking scene.

Charter applications have been filed with the Pennsylvania Department of Banking for the proposed Capital Bank and Trust Co. in Spring House, Montgomery County, and for the proposed Dominion Bank in Devon, Chester County.

Capital Bank and Trust, to be capitalized at $5 million, plans a best-efforts public offering of 500,000 shares at $10 a share. Joseph Martinez, a Spring House businessman, would be chairman and chief executive officer.

No public offering is planned for the proposed Dominion Bank, whose initial capital of $4.5 million would come from a group of private investors. Its president and chief executive would be William H. Bromley, who had been slated to become president and chief executive of Metrobank of Philadelphia NA, which received a preliminary charter last October from the Comptroller of the Currency.

Mr. Bromley resigned at the end of last year. He is a former regional vice president of the old Industrial Valley Bank and Trust Co., which merged into Fidelity Bank in Philadelphia last year.

The new suburban banks would join a bevy of newcomers, including National Bank of the Main Line, Wayne; Chestnut Hill National Bank, in a residential neighborhood of Philadelphia; and Freedom Valley Bank, of West Chester. Pittsburgh's Equibank has also set up shop in Wayne. Applications have either been filed or are planned for other new banks in Newtown, Bucks County, and in the Main Line area of the Philadelphia suburbs. ■

Superregionals . . .

Continued from Page 2

be in place. But he cautioned the analysts, "I've been saying for five years that we would have nationwide banking in five years."

Among the existing superregional banks in the next decade, he said, he expects that about half will pursue the final round of mergers to achieve nationwide status, with the remainder pursuing other alternatives.

The *American Banker* defines a superregional banking firm as a non-money center banking company that is ranked among the top 100 banking firms in total assets and has merged across state lines to establish a full commercial banking presence in another state.

The superregional category of banks — which many analysts view as the nation's most profitable group of banking companies — was quickly formed after the U.S. Supreme Court in June 1985 upheld regional interstate banking compacts in Northeast Bancorp v. Board of Governors.

Besides First Union, which now operates in four southeastern states, the superregional class includes such aggressive organizations as Security Pacific Corp., Los Angeles; Fleet Financial Group, Providence, R.I.; and Banc One Corp., Columbus, Ohio.

"When I look at the map," said Mr. Crutchfield, "my best guess is that there will be a tier of maybe a dozen or 15 superregionals. They will be in the Southeast and New England, with a couple in the Midwest, one or two in Texas, and two or three each in New York and California.

It is within this group that "crossroads decisions" will have to be made about whether or not to pursue the final round of consolidation in the banking industry — either as acquirers or acquirees — or concentrate on nongeographic aspects of banking.

Some analysts have suggested that the consolidation among superregionals has already begun. There have been two such agreements so far this year — the proposed acquisition of Rainier Bancorp., Seattle, by Security Pacific and the prospective merger of Norstar Bancorp, Albany, N.Y., into Fleet Financial.

While Mr. Crutchfield said he could not foresee exactly how the nationwide banking industry will take shape, he was certain about the significant pitfalls on the road ahead for superregional banks.

"One thing I know we can't do is give up our product mix," he said. "If we do that, we give up our profitability. We've got to stay with middle-market customers and we've got to stay with consumers, whether we are $50 billion or $150 billion in size.

"We can't get the big bank-itis," the North Carolina banker emphasized. "If we change our product mix and go into areas we don't know much about, we will eventually get into trouble."

Concerning the Japanese, Mr. Crutchfield said it was his guess that they will become "significant players" as nationwide banking emerges, but he was not quite sure how. "They can't use stock and they may not have the wherewithal to pay $4 billion or $5 billion in cash," he said.

Moreover, he said he expected the Japanese bankers to stay with a national strategy and avoid much activity at the regional level or below. Difficulties could spring up, he said, if they attempted to "operate big retail systems, big branching systems, in areas with lots of strong regional players." ■

Strategic Dates

July 1, 1988

VERMONT'S BAN: A sunset provision of a Vermont law banning nonbank banks in the state goes into effect today. Under the provision, the rule will expire today.

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TOP COMMUNITY BANKS
— TABLES P. 22-23

American Banker

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TODAY

FEATURE SECTION

COMMUNITY BANKING: As superregionals continue to take over community banks, the smaller banks re-examine their roles and take steps to remain independent. Overview on Page 13.

IBAA CONFERENCE

INCOMING IBAA PRESIDENT Thomas Olson heads Lisco State Bank in Nebraska, one of the group's smallest banks. But he has a giant-size hankering to spread the story of community banking, and he intends to press for this group's concerns and against nonbank banks through the legislative process.......... 2

CHARLES T. DOYLE, past president of the IBAA, says that community bankers have neither the resources nor the time to insure a win in the big leagues.......... 2

CRAIG HUDSON has caused a stir in Huntington Beach on behalf of the Independent Bankers Association of America.......... 2

PRIME LENDING RATES were raised by additional major banks Wednesday; but some economists expressed puzzlement at the timing of the increases.......... 3

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SECURITY PACIFIC played a significant role in helping Charles Schwab repurchase his discount brokerage firm.......... 10

BUYPASS THE SYSTEM INC., a data collection and delivery service, said a series of recent contracts will double its transaction volume.......... 11

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KEEPING CURRENT

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Profitable Community Banks Rely on Old Ways

Lending Policies, Service Are Cited by Top Earners

By MICHAEL WEINSTEIN

While the banking industry grapples with the changes of deregulation, executives at the nation's most profitable community banks said they are still using their tried-and-true techniques to generate healthy profits.

The community bankers' commandments: Know thy borrower, treat customers well, and keep a lid on expenses.

But good loans are often tough to come by, and in at least a few cases, banks have relied on securities investments for their robust returns.

The *American Banker* today ranks the 100 most profitable community banks, based on return on assets. (Tables begin on page 22.) The survey defines a community bank as an independently owned bank insured by the Federal Deposit Insurance Corp. and not affiliated with a holding company. Assets must be between $150 million and $35 million.

5 Most Profitable Community Banks
Based on Return on Assets
First Nine Months of 1986 (in Percent)

1.	Putnam County Natl. Bank, Carmel, N.Y.	4.421
2.	Hill Bank & Trust Co., Weimar, Tex.	4.245
3.	National Bank of Stamford, N.Y.	4.085
4.	Peapack Gladstone Bank, Gladstone, N.J.	3.641
5.	Harlan National Bank, Harlan, Ky.	3.514

Using figures as of Sept. 30, 1986, 4,900 of the nation's banks are classified as community banks under that criteria. Of those, 154 had returns on average assets that exceeded 2% for the first nine months of 1986.

For the second year in a row, Putnam County National Bank, Carmel, N.Y., ranked as the nation's most profitable community bank, with a return on average assets for the first three quarters of 4.4%.

Putnam County National has been family-owned since its founding in 1865 in what is now a suburb north of New York City.

"We all grew up in this area that we serve, and we know it well," said Marigrace Ryder Blanks, the bank's president. "My two sons make all the loans."

National Bank of Stamford, in Stamford, N.Y., about 150 miles outside New York City in the resort area of the Catskill Mountains, was the third most profitable community bank for the second consecutive year, with a 4.1% return on assets.

"Our main key is to make loans, but to make good loans," said Gary E. Sherwood, president of the Stamford bank.

"The biggest challenge [for commu-

Careful Lending: Page 28 ➜

Henkel Resigns Bank Board Post In Wake of Furor

By JIM McTAGUE
Washington Bureau

WASHINGTON — Lee Henkel, the controversial member of the Federal Home Loan Bank Board, resigned Wednesday and asked that his formal nomination to the thrift regulatory panel be withdrawn by President Reagan.

"I have concluded that I have not, and will not, be able to fully accomplish my agenda with the constant distraction of unfounded charges and the resulting investigations," Mr. Henkel said in a statement released by the

Henkel: Page 31 ➜

$5 Billion Recapitalization for FSLIC Voted by House Banking Committee

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — The House Banking Committee on Wednesday approved a $5 billion rescue plan for the ailing Federal Savings and Loan Insurance Corp., overturning a subcommittee decision and handing a victory to committee Chairman Fernand J. St Germain.

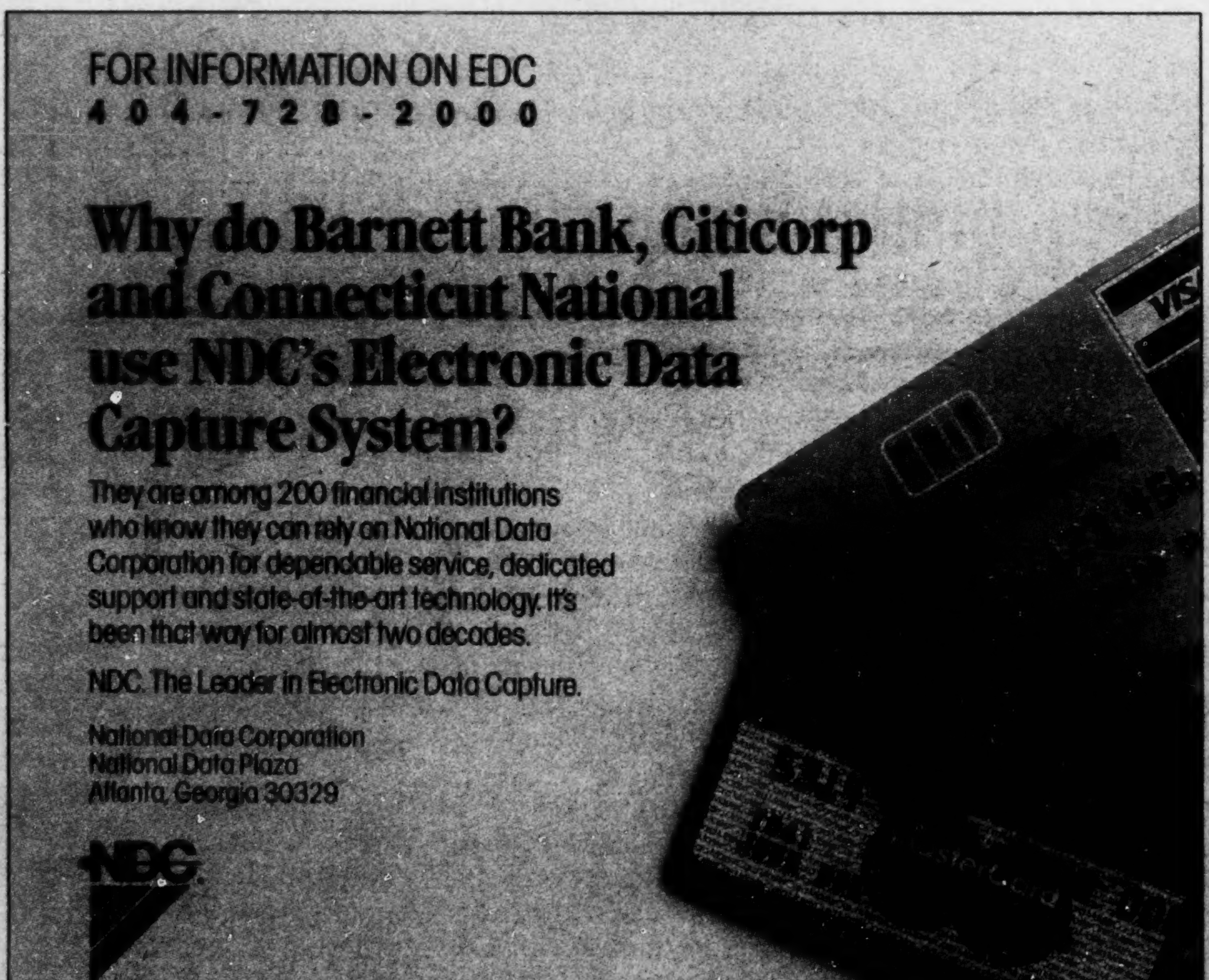
The $5 billion figure was strongly supported by the thrift industry's key trade group, the U.S. League of Savings Institutions, which promptly hailed the vote as "a businesslike approach for the FSLIC bonding authority."

It was opposed by the Reagan administration, which is pressing for a plan that would authorize a funding corporation to borrow up to $15 billion over five years for the FSLIC. The administration has warned that it might veto a bill containing too little borrowing authority.

Rep. Thomas Carper, D-Del., who had pushed the $15 billion plan through the financial institutions subcommittee only a day earlier, said the House leadership had lobbied heavily against him.

"I'll let the broken arms hanging by the sides of the committee members

Recapitalization: Page 31 ➜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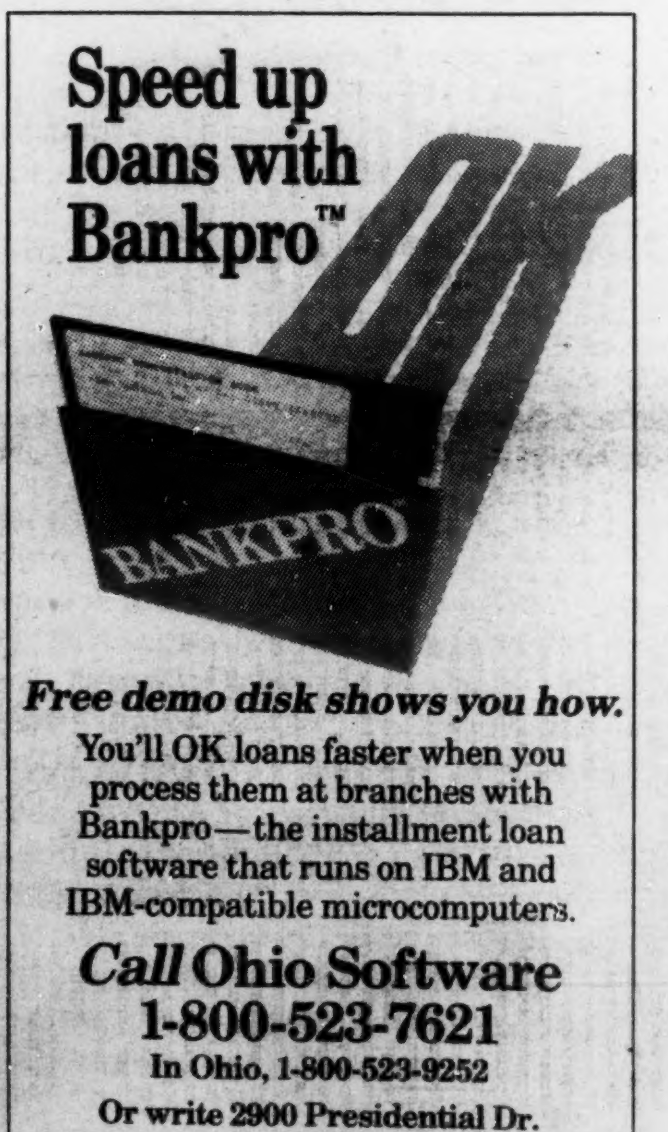
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Top 100 U.S. Community Banks In ROA

Based on the Return on Average Assets For the First Nine Months of 1986

Compiled by American Banker Copyright 1987

Rank 9/86		Return On Avg. Assets 9/86	Return On Avg. Assets 1985	Return On Avg. Equity 9/86	Return On Avg. Equity 1985	Efficiency Ratio 9/86	Total Assets ($000) 9/86	Total Deposits ($000) 9/86	Deposit Gr. Rate 1981-86	Net Income ($000) 9/86	Net Income ($000) 1985	Full-time Empl. 9/86	Net Inc. Per Empl. ($000) 9/86	Net Inc. Per Empl. ($000) 1985
1	**Putnam County National Bank, Carmel,N.Y.**	4.428	2.804	25.181	17.605	31.612	76,870	63,464	96.1	2,233	1,748	49	61	36
2	**Hill Bank & Trust Co., Weimar,Tex.**	4.245	1.986	24.877	12.921	5.706	44,768	36,472	50.2	1,363	821	18	101	37
3	**National Bank of Stamford, N.Y.**	4.085	3.691	21.856	22.183	9.608	55,169	37,729	66.0	1,600	1,820	21	101	87
4	**Peapack Gladstone Bank, Gladstone, N.J.**	3.641	1.310	37.375	14.942	60.032	105,865	92,729	141.5	2,666	1,157	72	49	19
5	**Harlan National Bank, Harlan, Ky.**	3.514	2.957	21.011	19.934	25.192	75,721	61,409	54.1	1,962	2,156	28	93	74
6	**McDowell County National Bank, Welch, W.Va.**	3.401	3.146	15.155	15.086	27.423	95,322	72,299	24.9	2,380	2,844	41	77	68
7	**Bank of Sharon, Tenn.**	3.203	1.712	28.131	17.604	27.266	36,326	31,663	57.4	838	584	17	66	37
8	**Pembroke State Bank, Pembroke, Ga.**	3.175	3.150	19.287	20.456	38.369	35,512	29,107	71.1	810	978	29	37	38
9	**Key Biscayne Bank & Trust Co., Key Biscayne, Fla.**	3.160	3.053	23.096	23.481	26.215	93,870	80,331	68.2	2,142	2,560	41	69	64
10	**Peoples Bank of Bullitt County, Shepherdsville, Ky.**	3.142	2.505	20.710	18.107	34.806	61,121	50,967	85.4	1,368	1,355	48	38	34
11	**Tazewell National Bank, Tazewell, Va.**	3.083	2.470	18.258	16.731	26.702	73,395	59,350	37.4	1,697	1,808	24	94	79
12	**Citizens Bank, Delavan, Wis.**	2.989	2.738	17.116	17.104	12.753	52,173	40,444	46.6	1,126	1,333	12	125	111
13	**Bank of Sunset & Trust Co., Sunset, La.**	2.956	2.462	14.030	13.008	27.544	43,155	33,465	47.1	936	1,014	17	73	60
14	**Citizens Bank, Fayette, Ala.**	2.910	2.632	16.857	16.421	18.617	76,401	62,372	87.6	1,583	1,792	25	84	72
15	**First State Bank, Frankston,Tex.**	2.903	2.744	18.230	19.377	35.128	37,310	30,850	69.8	796	979	20	53	52
16	**First National Bank, Hebronville, Tex.**	2.901	2.822	16.159	18.126	18.585	42,127	33,094	29.0	960	1,247	20	64	59
17	**Hemisphere National Bank, Miami**	2.844	1.916	36.150	30.918	-11.390	39,185	34,570	72.9	787	670	34	31	20
18	**Citizens State Savings Bank, New Baltimore, Mich.**	2.836	1.973	28.679	23.395	44.499	46,326	40,974	38.4	931	820	29	43	29
19	**Somersworth Bank, Somersworth, N.H.**	2.831	1.946	26.701	21.185	36.408	69,727	61,526	284.8	1,295	1,103	23	75	53
20	**Citizens Bank, Rusk, Tex.**	2.829	1.895	19.898	15.978	41.831	41,580	34,781	49.2	885	812	15	78	58
21	**Farmers & Merchants Bank, Eatonton, Ga.**	2.769	2.260	21.852	20.913	42.871	40,443	34,741	66.6	832	889	20	55	44
22	**Cambridge State Bank, Cambridge, Minn.**	2.730	1.072	27.614	12.441	19.611	44,423	39,561	58.3	863	437	12	96	36
23	**Blue Grass Savings Bank, Blue Grass, Iowa**	2.723	2.556	18.499	19.713	21.211	38,092	31,393	50.5	747	901	9	110	100
24	**Cecilian Bank, Cecilia, Ky.**	2.701	1.742	16.434	11.600	27.666	48,889	40,195	45.1	963	804	30	43	28
25	**Toole County State Bank, Shelby, Mont.**	2.687	1.371	23.390	13.939	21.203	50,111	43,385	81.8	999	681	13	102	49
26	**Barnes Banking Co., Kaysville, Utah**	2.622	2.923	16.933	20.730	31.190	62,537	51,953	67.4	1,170	1,649	33	47	59
27	**State Bank of Caledonia, Mich.**	2.609	1.686	23.046	16.685	20.550	46,214	40,021	61.0	885	740	19	62	41
28	**National Bank of Coxsackie, N.Y.**	2.606	2.259	23.808	22.566	32.237	58,189	49,686	107.2	1,054	1,137	33	42	34
29	**Arthur State Bank, Union, S.C.**	2.605	1.887	15.443	11.628	52.460	64,629	52,729	78.0	1,224	1,120	50	33	24
30	**Lockwood National Bank, Houston,Tex.**	2.603	1.351	28.690	18.060	68.159	124,210	109,600	-16.0	2,459	1,681	82	40	16
31	**Berlin City Bank, Berlin, N.H.**	2.585	1.015	32.243	13.971	40.818	120,101	108,953	62.7	2,197	1,073	67	44	17
32	**Peoples Bank, Vanleer, Tenn.**	2.561	1.825	29.360	25.417	41.956	40,109	35,838	147.6	752	693	25	40	28
33	**Grundy National Bank, Grundy, Va.**	2.559	2.002	18.919	16.691	24.529	113,366	92,441	31.9	2,208	2,225	62	47	35
34	**First National Bank, Avoca, Pa.**	2.523	2.134	20.982	19.977	38.710	46,229	39,955	70.3	850	950	23	49	41
35	**Spivey State Bank, Swainsboro, Ga.**	2.522	1.498	27.297	19.144	37.337	38,721	34,664	89.1	709	546	25	38	23
36	**State Bank of Kingman, Kan.**	2.513	1.938	16.758	15.358	30.988	36,069	29,585	12.6	703	759	12	78	63
37	**First State Bank, Columbus, Tex.**	2.509	1.905	14.241	12.604	37.858	58,344	45,941	25.2	1,088	1,139	17	85	67
38	**International Bank NA, Brownsville, Tex.**	2.508	1.822	31.486	28.186	62.602	42,162	37,864	229.5	781	753	35	30	22
39	**Western Greenbrier National Bank, Rainelle, W.Va.**	2.505	2.591	12.078	13.410	26.193	35,633	27,790	36.8	661	892	15	59	59
40	**Bank of Hiawassee, Ga.**	2.503	1.873	24.789	21.015	37.777	50,864	45,078	80.5	895	851	30	40	28
41	**Kentucky Farms Bank, Catlettsburg, Ky.**	2.499	3.426	13.039	20.232	42.290	86,832	68,433	27.7	1,643	2,989	70	31	47
42	**Security Bank & Trust Co., North Providence, R.I.**	2.491	2.010	29.861	27.484	63.294	41,284	36,806	164.8	718	686	27	35	30
43	**First National Bank of Pike County, Milford, Pa.**	2.482	1.800	33.008	27.581	38.536	102,119	92,959	126.2	1,689	1,503	46	49	39
44	**Brand Banking Co., Lawrenceville, Ga.**	2.481	2.510	25.672	30.328	28.108	116,645	102,434	147.1	2,002	2,471	72	37	39
45	**Clearfield State Bank, Clearfield, Utah**	2.481	1.630	17.264	12.023	55.906	50,292	42,255	34.7	904	784	48	25	16
46	**Peoples Savings Bank, Clanton, Ala.**	2.479	2.212	17.342	17.496	34.632	56,880	47,912	62.4	1,033	1,192	39	35	32
47	**Peoples State Bank, Hamtramck, Mich.**	2.457	2.430	13.592	14.489	24.467	118,436	96,007	28.4	2,104	2,680	43	65	65
48	**Bank of Gravette, Ark.**	2.455	1.734	21.773	17.207	25.140	49,585	42,451	74.0	885	801	21	56	40
49	**Aroostook Trust Co., Caribou, Me.**	2.443	1.392	23.795	14.351	61.158	47,781	42,282	46.7	827	595	66	17	9
50	**Farmers & Merchants Bank, Baldwyn, Miss.**	2.436	1.459	27.966	19.639	37.329	41,657	37,361	47.7	743	576	33	30	17
51	**Byron Center State Bank, Byron Center, Mich.**	2.435	1.757	20.100	16.645	37.237	77,572	67,092	81.6	1,368	1,304	45	40	31
52	**Durham Trust Co., Durham, N.H.**	2.430	2.007	29.343	30.483	76.282	61,706	56,108	160.7	1,044	1,121	50	28	23
53	**Bank of Mountain View, Ark.**	2.425	1.986	16.445	15.097	33.812	44,698	37,731	74.7	771	812	24	43	34
54	**Peoples Bank of Unity, Plum Boro, Pa.**	2.425	2.182	15.900	15.614	34.323	108,289	90,337	72.7	1,919	2,218	88	29	25
55	**Petefish Skiles & Co., Virginia, Ill.**	2.402	1.571	16.513	11.760	33.709	39,774	33,214	33.9	711	611	14	68	44
56	**Peoples Bank of Western Pennsylvania, New Castle**	2.395	0.820	23.436	8.888	75.341	115,619	102,432	28.2	2,060	923	80	34	11
57	**Bank of Millbrook, N.Y.**	2.394	2.286	15.230	15.947	43.473	42,969	36,329	87.3	707	873	28	34	31
58	**Bank of Wedowee, Ala.**	2.393	1.894	20.532	17.546	29.082	39,716	34,663	76.3	669	652	21	42	34
59	**Bank of Amity, Ark.**	2.389	1.295	17.014	9.834	22.970	35,598	29,922	37.8	631	445	10	84	45
60	**Liberty National Bank, Ada, Ohio**	2.388	2.010	27.744	27.791	39.219	46,177	37,690	73.2	805	895	15	71	56
61	**Mechanics Savings Bank, Water Valley, Miss.**	2.383	1.709	20.559	17.249	33.142	42,229	36,499	36.1	759	721	30	34	25
62	**Enterprise Bank of South Carolina, Ehrhardt**	2.347	1.685	18.064	14.294	32.564	41,444	35,346	143.7	695	637	32	29	24
63	**First State Bank, Three Rivers, Tex.**	2.346	2.234	16.366	17.439	39.977	50,659	42,496	45.8	890	1,093	28	42	42
64	**Farmers Bank, Greenwood, Ark.**	2.334	1.668	20.844	17.006	37.151	46,132	40,256	68.3	789	730	20	52	38
65	**Ozark Bank, Ozark, Mo.**	2.322	1.821	20.649	17.751	46.460	56,133	49,180	77.2	907	898	43	28	22
66	**Farmers & Drovers Bank, Council Grove, Kan.**	2.308	0.081	11.874	0.432	38.488	38,486	30,243	29.1	667	31	20	44	2
67	**First National Bank of Pryor, Okla.**	2.301	2.210	15.097	16.252	34.547	61,679	51,366	35.5	1,052	1,345	30	47	46
68	**Citizens National Bank of Hillsboro, Tex.**	2.291	2.169	15.740	16.885	43.320	51,641	43,330	85.9	879	1,098	24	49	46
69	**State Growers State Bank, Ashland, Kan.**	2.287	2.215	17.172	18.798	42.315	37,436	31,670	60.5	632	796	11	76	80
70	**First National Bank of Dryden, N.Y.**	2.287	1.789	20.947	17.854	39.232	49,184	42,328	39.0	813	827	26	42	36
71	**Alabama City Bank, Gadsden, Ala.**	2.284	1.613	22.460	18.333	42.800	61,089	53,770	0.8	1,054	994	54	26	17
72	**Bank of Barrow, Winder, Ga.**	2.282	2.304	18.565	20.589	33.098	98,538	84,175	97.9	1,562	1,986	56	37	35
73	**Franklin State Bank, Franklin, Neb.**	2.275	0.973	15.561	7.108	-26.122	37,961	31,547	23.0	637	360	13	65	28
74	**Merchants National Bank of Bangor, Pa.**	2.275	2.030	19.394	19.122	31.127	85,212	74,262	32.5	1,398	1,600	24	77	73
75	**Torrance National Bank, Torrance, Calif.**	2.256	1.923	31.112	28.380	54.292	71,753	64,932	89.1	1,177	1,289	51	31	25
76	**Liberty State Bank Mount Carmel, Pa.**	2.252	1.769	18.649	16.503	37.210	47,100	40,538	60.9	774	799	20	51	40
77	**First National Bank, Staunton, Ill.**	2.246	1.934	15.203	14.374	32.243	71,500	57,201	45.1	1,179	1,315	31	51	39
78	**Haysville State Bank, Haysville, Kan.**	2.245	1.494	29.600	22.914	43.747	107,555	93,429	132.6	1,769	1,490	45	52	33
79	**First State Bank, Athens, Tex.**	2.245	2.266	20.713	23.257	37.337	68,658	60,467	93.8	1,135	1,493	33	46	43
80	**First National Bank, Lovell, Wy.**	2.229	2.276	23.979	25.544	45.645	42,884	37,013	51.9	687	927	15	61	58
81	**First State Bank, Eldorado, Ill.**	2.228	1.821	28.193	24.934	39.359	39,614	35,824	49.8	653	708	23	38	26
82	**Slocomb National Bank, Slocomb, Ala.**	2.220	1.936	24.374	19.965	64.038	39,507	35,323	87.8	600	565	15	53	35
83	**Farmers & Traders National & Savings Bank, Colebrook, N.H.**	2.218	2.013	17.766	17.320	43.374	39,841	34,279	74.0	617	705	21	39	32
84	**Farmers Bank & Trust Co., Blytheville, Ark.**	2.215	1.359	23.946	15.703	58.513	85,640	76,329	25.6	1,457	1,210	56	35	22
85	**Bank of Currituck, Moyock, N.C.**	2.206	1.753	18.704	16.901	34.555	43,862	38,458	69.1	705	738	25	38	31
86	**Middletown Valley Bank, Middletown, Md.**	2.203	2.036	20.541	20.536	28.930	50,948	45,291	77.0	793	923	27	39	34
87	**Bank of Commerce, Stilwell, Okla.**	2.201	2.050	16.655	17.825	48.060	45,318	38,895	55.5	720	882	29	33	30
88	**Citizens State Bank, Roma, Tex.**	2.201	1.600	26.806	23.944	35.120	40,835	36,758	200.1	689	649	21	44	32
89	**Kilbourn State Bank, Milwaukee, Wis.**	2.195	2.760	14.420	19.658	28.885	65,398	48,394	50.9	1,018	1,661	19	71	92
90	**Golden Valley Bank, A United Bank, Golden Valley, Minn.**	2.192	1.881	24.645	21.779	31.608	90,141	80,662	71.2	1,426	1,631	52	36	30
91	**Bank of Man, Man, W.Va.**	2.191	1.938	16.638	15.534	62.128	47,723	40,431	30.0	773	856	37	28	25
92	**Citizens Bank of Tifton, Ga.**	2.182	1.739	24.040	22.031	32.942	60,761	51,904	82.2	970	996	37	35	28
93	**Centreville National Bank of Maryland; Centreville**	2.181	1.514	21.903	16.937	30.633	82,588	74,018	83.2	1,241	1,105	34	49	36
94	**Harrison County Bank, Palmyra, Ind.**	2.179	1.550	19.154	14.691	31.407	35,836	30,996	58.2	552	492	23	32	23
95	**Pioneer Trust Bank NA, Salem, Ore.**	2.174	1.781	20.337	20.050	5.276	77,225	65,360	113.1	1,228	1,396	38	43	36
96	**Arp State Bank, Arp, Tex.**	2.174	1.409	21.959	16.047	37.777	50,773	44,396	84.5	838	704	26	43	28
97	**Danville State Bank, Danville, Ark.**	2.165	1.113	22.076	13.000	23.682	71,915	63,768	55.9	1,155	773	31	50	26
98	**Bank of O'Fallon, Ill.**	2.165	1.677	24.028	21.336	24.798	117,871	105,471	107.3	1,808	1,768	35	69	49
99	**Clinton State Bank, Clinton, Ind.**	2.159	1.968	16.193	16.688	46.617	50,631	43,370	32.1	799	959	30	35	36
100	**First Brookdale State Bank, Brooklyn Center, Minn.**	2.159	1.910	18.445	19.001	35.604	44,106	38,187	41.3	712	829	38	25	20

American Banker defines a community bank as an independently-owned (not owned by a bank holding company), FDIC-insured bank (exclusive of non-deposit trust companies) with assets of between $35 million to $150 million on Sept. 30, 1986. The listing includes community banks that were profitable in both 1986 and 1985. **Returns on Average Assets and Average Equity Capital** for 9/86 are calculated by annualizing net income for the first nine months of 1986 and dividing by average assets and average equity, respectively. The **Efficiency Ratio** is net non-interest expense as a percentage of net interest income. It tells you how much it costs the bank— in cents— to generate $1 of net interest income. **Deposit Growth Rate** shows the percentage change in deposits over the period Dec. 31, 1981, to Sept. 30, 1986. **Net Income Per Employee** is net income (net income for the first 9 months of 1986 is annualized) divided by the number of employees at the end of the period. **Source of data: ADP Data Services, New York.**

Top 100 Community Banks in the United States

Listed Georgraphically by Order of Size within States

Compiled by American Banker Copyright 1986

Rank 9/86		Return on Assets 9/30/86
	Alabama	
14	Citizens Bank, Fayette	2.910
46	Peoples Savings Bank, Clanton	2.479
58	Bank of Wedowee	2.393
71	Alabama City Bank, Gadsden	2.284
82	Slocomb National Bank, Slocomb	2.220
	Arkansas	
48	Bank of Gravette	2.455
53	Bank of Mountain View	2.425
59	Bank of Amity	2.389
64	Farmers Bank, Greenwood	2.334
84	Farmers Bank & Trust Co., Blytheville	2.215
97	Danville State Bank, Danville	2.165
	California	
75	Torrance National Bank, Torrance	2.256
	Florida	
9	Key Biscayne Bank & Trust Co., Key Biscayne	3.160
17	Hemisphere National Bank, Miami	2.844
	Georgia	
8	Pembroke State Bank, Pembroke	3.175
21	Farmers & Merchants Bank, Eatonton	2.769
35	Spivey State Bank, Swainsboro	2.522
40	Bank of Hiawassee	2.503
44	Brand Banking Co., Lawrenceville	2.481
72	Bank of Barrow, Winder	2.282
92	Citizens Bank of Tifton	2.182
	Illinois	
55	Petefish Skiles & Co., Virginia.	2.402
77	First National Bank, Staunton	2.246
81	First State Bank, Eldorado	2.228
98	Bank of O'Fallon	2.165
	Indiana	
94	Harrison County Bank, Palmyra	2.179
99	Clinton State Bank, Clinton	2.159
	Iowa	
23	Blue Grass Savings Bank, Blue Grass	2.723
	Kansas	
36	State Bank of Kingman	2.513
66	Farmers & Drovers Bank, Council Grove	
69	State Growers State Bank, Ashland	2.287
78	Haysville State Bank, Haysville	2.245
	Kentucky	
5	Harlan National Bank, Harlan	3.514
10	Peoples Bank of Bullitt County, Shepherdsville	3.142
24	Cecilian Bank, Cecilia	2.701
41	Kentucky Farms Bank, Catlettsburg	2.499
	Louisiana	
13	Bank of Sunset & Trust Co., Sunset	2.956
	Maine	
49	Aroostook Trust Co., Caribou	2.443
	Maryland	
86	Middletown Valley Bank, Middletown	2.203
93	Centreville National Bank of Maryland, Centreville	2.181
	Michigan	
18	Citizens State Savings Bank, New Baltimore	2.836
27	State Bank of Caledonia	2.609
47	Peoples State Bank, Hamtramck	2.457
51	Byron Center State Bank, Byron Center	2.435
	Minnesota	
22	Cambridge State Bank, Cambridge	2.730
90	Golden Valley Bank, A United Bank, Golden Valley	2.192
100	First Brookdale State Bank, Brooklyn Center	2.159
	Mississippi	
50	Farmers & Merchants Bank, Baldwyn	2.436
61	Mechanics Savings Bank, Water Valley	2.383
	Missouri	
65	Ozark Bank, Ozark.	2.322
	Montana	
25	Toole County State Bank, Shelby	2.687
	Nebraska	
73	Franklin State Bank, Franklin	2.275
	New Hampshire	
19	Somersworth Bank, Somersworth	2.831
31	Berlin City Bank, Berlin	2.585
52	Durham Trust Co., Durham	2.430
83	Farmers & Traders National & Savings Bank, Colebrook	2.218
	New Jersey	
4	Peapack Gladstone Bank, Gladstone	3.641
	New York	
1	Putnam County National Bank, Carmel	4.428
3	National Bank of Stamford	4.085
28	National Bank of Coxsackie	2.606
57	Bank of Millbrook	2.394
70	First National Bank of Dryden	2.287
	North Carolina	
85	Bank of Currituck, Moyock	2.206
	Ohio	
60	Liberty National Bank, Ada	2.388
	Oklahoma	
67	First National Bank of Pryor	2.301
87	Bank of Commerce, Stilwell	2.201
	Oregon	
95	Pioneer Trust Bank NA, Salem	2.174
	Pennsylvania	
34	First National Bank, Avoca	2.523
43	First National Bank of Pike County, Milford	2.482
54	Peoples Bank of Unity, Plum Boro	2.425
56	Peoples Bank of Western Pennsylvania, New Castle	2.395
74	Merchants National Bank of Bangor	2.275
76	Liberty State Bank Mount Carmel	2.252
	Rhode Island	
42	Security Bank & Trust Co., North Providence	2.491
	South Carolina	
29	Arthur State Bank, Union	2.605
62	Enterprise Bank of South Carolina, Ehrhardt	2.347
	Tennessee	
7	Bank of Sharon	3.203
32	Peoples Bank, Vanleer	2.561
	Texas	
2	Hill Bank & Trust Co., Weimar	4.245
15	First State Bank, Frankston	2.903
16	First National Bank, Hebronville	2.901
20	Citizens Bank, Rusk	2.829
30	Lockwood National Bank, Houston	2.603
37	First State Bank, Columbus	2.509
38	International Bank NA, Brownsville	2.508
63	First State Bank, Three Rivers	2.346
68	Citizens National Bank of Hillsboro	2.291
79	First State Bank, Athens	2.245
88	Citizens State Bank, Roma	2.201
96	Arp State Bank, Arp	2.174
	Utah	
26	Barnes Banking Co., Kaysville	2.622
45	Clearfield State Bank, Clearfield	2.481
	Virginia	
11	Tazewell National Bank, Tazewell	3.083
33	Grundy National Bank, Grundy	2.559
	West Virginia	
6	McDowell County National Bank, Welch	3.401
39	Western Greenbrier National Bank, Rainelle	2.505
91	Bank of Man, Man	2.191
	Wisconsin	
12	Citizens Bank, Delavan	2.989
89	Kilbourn State Bank, Milwaukee	2.195
	Wyoming	
80	First National Bank, Lovell	2.229

Careful Lending, Investing Keep Community Banks Strong

Continued from Page 1

nity banks] in the next 10 years is going to be getting loans," said Jack Whittle, chairman of Whittle & Hanks Inc., a bank consulting firm in Chicago. "The big banks can go where the action is. The small banks can't."

And in many small towns, quality loans are tough to find, especially if a single, struggling industry dominates the local economy. Community banks "are after quality loans all the time," Mr. Whittle said.

At yearend 1985, Putnam County's loans represented 33% of earning assets, and National Bank of Stamford's loans were 42% of earning assets, according to Cates Consulting Analysts Inc. in New York, which analyzes publicly available financial data.

For banks nationwide with $40 million to $100 million in assets, the average ratio of loans to earning assets is 59%, according to Cates.

"Neither of these banks are aggressive in lending," observed David C. Cates, chairman and chief executive officer of Cates Consulting.

Both banks, he said, have unusually large long-term investment portfolios, which boosted their yield on earning assets without adding significantly to operating expenses.

"You've got a double whammy at work for very high profit," Mr. Cates said.

Twelve of the top 100 banks in profitability are based in Texas, where the biggest banking companies have been battered by the slumping energy business.

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"You have to look at your man and know him," declared Jeff Austin, president of First State Bank in Frankston, Tex., about 100 miles southeast of Dallas. First State earned 2.9% on its assets.

"We have tried to loan to the people we feel are money-makers," said Mr. Austin, a 50-year veteran of the banking business. "I feel like I have a knowledge of the resale value of what I loan on."

First State has managed to steer clear of the worst of the energy problems, Mr. Austin said.

The bank's energy-related loans are mainly to so-called "make ready" companies, which prepare a site for oil drilling. "They've lost some money, but not a whole lot," he said.

Another Texas bank, Hill Bank & Trust Co., Weimar, about halfway between Houston and San Antonio, ranked second in profitability with a return on assets of 4.2%. Hill Bank & Trust has no energy loans, and the biggest portion of its loans are to livestock farmers, said president John A. Hajovsky, who has spent 64 years with the bank since joining it at age 16 as a janitor.

"No matter how bad the market is, shrewd, smart bankers can make money," said Mr. Whittle, the consultant.

Service is also important, according to community bankers.

"Let customers feel like they're a part and you appreciate their business," Mr. Hajovsky said.

"Our basic thing is try to be a people-to-people bank," echoed Mr. Sherwood of National Bank of Stamford.

Community banks also strive to keep costs down.

"We have tight control over expenses," said Ms. Blanks of Putnam County. "I sign all the checks."

In New Hampshire, at least one bank is sharing the fruits of New England's booming economy.

"There's so much business. It's good times," said Paul St. Laurent, executive vice president at Somersworth Bank in Somersworth, N.H., which earned a 2.8% return on assets.

"We've been growing like crazy-," said Mr. St. Laurent, adding that loans and assets have nearly tripled in the last few years.

For the future, community bankers are predicting more of the same cautious business practices.

"We just keep going right on," Ms. Blanks said. "When something happens, we adjust." ■

Empire of America Buys Deposits of Failed Thrift In Northern California

West Coast Bureau

LOS ANGELES — Empire of America-California Federal Savings Bank said it has acquired $79.2 million in insured deposits that were held by the Equitable Savings and Loan Association before it failed last Friday.

Equitable, with assets of $59.1 million, was based in San Mateo in Northern California, but operated four offices in Southern California. Empire of California, based in Woodland Hills, will lease Equitable's offices from the Federal Savings and Loan Insurance Corp., which currently is conducting an inventory of Equitable's assets.

Empire of California, a unit of Empire of America Federal Savings Bank, Buffalo, operates 18 other branches, including 13 in Southern California. Its parent, Empire of America, has assets of $9.1 billion and 148 offices in California, Florida, Michigan, New York, and Texas.

In closing Equitable, the Federal Home Loan Bank Board said Equitable and its wholly owned subsidiary, ESL Service Corp., experienced "substantial losses" from real estate investments, "which included a series of 'flip' transactions, self-dealing, payment of unearned fees to principals of an affiliate of Equitable, and other unsafe and unsound underwriting decisions."

A "flip" transaction is one in which a group of people sell property among themselves several times during a short period. This usually is done to artificially raise the price of a property so that loans can be obtained on it based on inflated appraisals.

Federal regulators also cited the thrift with violations of regulations concerning limits on commercial loans, loans to one borrower, the issuance of loan commitments in excess of appraised value, and violations of insurance regulations relating to loan and investment underwriting, including deficient and nonexistent appraisals.

Equitable was acquired in May 1985 by Vesteq Financial Services, whose principals are three real estate investors, Mark W. Stevens, Phillip J. Andrews, and Bruce L. Siriani.

The Bank Board said the three made all the real estate investment and lending decisions for Equitable and its service corporation. ■

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Random Thoughts

By SANFORD ROSE

At the bank holding company conference held last week in Washington, D.C., by the Banking Law Institute, Marshall Davidson, a managing director of Drexel Burnham Lambert, advanced the challenging notion that banks can raise their stock prices by the sale of their nonperforming assets.

It seems clear that the overhang of nonperformers is one of the principal factors depressing the ratio of market values to book values. Investors obviously discount the common stock of banks by an amount equal to the difference between the book value of the impaired assets and their perception of true value.

This discounting process of course raises the cost of bank capital, which is defined as the inverse of the price-earnings multiple. Banks are in effect being forced to fund low-yielding or no-yielding nonperformers with equity money whose cost has been lifted to outsize levels by the very existence of these nonperformers.

If banks could dispose of their nonperformers, the market-to-book

Random Thoughts: Page 4 ➸

Banks 'Blame It on Rio,' But Analysts See Other Reasons for Lower Earnings

By JOHN P. FORDE

NEW YORK — Brazil's economic woes have presented banks with a ready excuse for lower first-quarter earnings, but analysts say domestic factors, such as narrower net-interest spreads, would have dampened results at major banks anyway.

The results should be better at regional banking companies, however, since these banks, especially in New England, in the Southeast, and on the West Coast, show strong asset growth.

Carole Berger, an analyst at Cyrus J. Lawrence Inc., says that major money center banks have decided to "blame it on Rio" in the first quarter. The companies have reversed interest payments on Brazilian debt because of the moratorium that country imposed on foreign debt payment in February. In reversing payments, the companies admitted that some interest included in the fourth quarter on these loans was not received.

Some of the banks that have announced they will switch Brazilian debt to nonaccrual status include J.P. Morgan & Co., Manufacturers Hanover Corp., and Chase Manhattan Corp.

All analysts agree that the change in the status of Brazilian loans will take a sizable chunk out of first-quarter earnings. However, they also believe that the reversal of interest on Brazilian debt may not cover all the reasons for major banks' earnings shortfalls in the first quarter. Most say that the performance of other areas from which banks derive their earnings seemed brighter at this time last year.

"Earnings for the first half, and more specifically, for the first quarter of last year, were robust," said Ms. Berger. In the first half of 1986, banks enjoyed healthy net-interest margins because of declining interest rates. This decline in rates also helped make bond trading profits "much easier to come by" during that quarter, she said.

Foreign Debt: Page 22 ➸

Treasury Issues New Rules on Cash Reporting

Record Keeping Will Be Laborious for Banks

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — The Treasury Department on Monday announced tougher transaction-reporting requirements for financial institutions as part of the government's crackdown on money laundering.

The rules, which take effect within 90 days, will make it more laborious for banks to handle large-dollar transactions. But the measures are considered less burdensome for banks than the ones the Treasury had proposed for comment in August.

The rules clarify that a bank is required to report total daily transactions for one customer in excess of $10,000 even if these were carried out for lesser amounts in multiple transactions at different branches.

On one particularly controversial point, though, the department said it has not yet reached a decision. The agency had initially proposed requiring financial institutions to record and report cash purchases of "monetary instruments" of more than $3,000. Current reporting is for transactions of $10,000 or more.

Monetary instruments are defined in the new rule as personal checks, cashier's checks, travelers checks, promissory notes, checks made out to "fictitious payees," and certain other checks.

The Treasury and Justice departments had said in August the reporting of monetary instruments in excess of $3,000 would help the government keep track of efforts to evade statutory requirements that currency transactions of $10,000 be reported. The Au-

Treasury: Page 23 ➸

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Financial Services Companies Spent More on TV Ads in '86

By **PHILIP T. SUDO**

NEW YORK — Television advertising by financial services companies rose 21% last year, nearly triple the rate for television advertisers overall, according to a recent study.

The Television Bureau of Advertising, or TvB, a New York-based trade group, said financial services companies spent $857 million in 1986 for national and local spot television commercials, compared to $709.6 million the year before.

The study, released late last month, is based on data compiled by Broadcast Advertisers Reports. It placed financial services sixth among the various industries using television to advertise, following food and food products, automobiles, fast food, toiletries, and proprietary medicines.

"Financial services is clearly a strong growth category," said Richard Severance, senior vice president of the group. "The general reason is the consolidation in the industry and the increased competitiveness."

Insurance companies spent $263.7 million on television advertising last year, a 32% hike over 1985 and more than any other financial services sector.

Banks and thrifts were the next biggest spenders, increasing their television spending 10% to $219.5 million. First Interstate Bancorp led all banks with a $9.2 million budget for television, followed by BankAmerica Corp. at $6.7 million, a figure that includes advertising for subsidiary Seafirst Corp. in Seattle. Citibank was third, spending $4.1 million.

Spending figures for each company are broken out according to the type of financial service being offered, the study notes. For example, Citicorp's TV advertising costs for Diners Club Inc. are listed in the credit card category; costs for its savings bank subsidiaries are listed in the thrift category; ads for Citibank are listed under bank advertising.

In addition to insurers, banks, and thrifts, the study's financial services category included credit cards and traveler's checks, investment services, real estate, and consumer finance.

American Express Co. was the leading advertiser overall (including all financial services subsidiaries), allocating $80.5 million for television, 41% more than the year before. Sears, Roebuck and Co. followed with $73.2 million, a 110% increase due in large part to heavy marketing of the newly launched Discover card.

Blue Cross/Blue Shield led all insurers, spending $25.7 million, followed by Prudential Insurance Company of America ($24.3 million), Allstate In-

Financial: Page 9 ➞

1986 Television Advertising

Leading Commercial Banks

	1986	1985	% Chg.
First Interstate	$9,206,300	$8,748,800	+ 5
BankAmerica (including Seafirst)	$6,675,300	$1,882,000	+255
Citibank	$4,075,100	$5,638,800	-28
Manufacturers Hanover	$4,029,100	$4,989,800	-19
Wells Fargo	$3,895,600	$2,014,300	+93
First Union	$3,269,000	$1,381,300	+137
Barnett Banks	$2,753,600	$1,844,100	+49
Texas Commerce	$2,347,800	$3,083,800	-24
Chemical Bank	$2,215,000	$1,791,600	+24
Sovran Banks	$2,166,700	$747,200	+190

SOURCE: Television Bureau of Advertising analysis of data compiled by Broadcast Advertisers Reports. For banks with other lines of business, only the bank-related advertising is included.

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Hibernia Profits as Judge Rules It Cannot Use 'Equalizer' Name

What better way to attract attention to a new product than to plug it with an unusual name? But that is not exactly what the Hibernia Bank in San Francisco had in mind when it changed the name of its Equalizer home equity line of credit to the "Bleep" account.

Originally dubbed the Equalizer, the account had to undergo a name change because Charles Schwab & Co. had first dibs on it. The San Francisco-based discount brokerage maintained in court that customers might confuse its computerized financial information service with the bank's credit product. A federal judge "barred use of the name [Equalizer] because of a possibility of confusion," said a Hibernia spokeswoman.

In response to the judge's decision, Hibernia ran a series of commercials for the equity line, but instead of the original Equalizer name, the bank dubbed in an electronic bleep. At the end of each ad, a live tag was added explaining the reason for the bleep.

The Monitor

"The product had been successful in general," said the spokeswoman, "but since the bleep was introduced, there has been a possible 20% increase [in demand]." The electronic bleep apparently piqued people's interest, since they called up branches demanding more information, she said.

The name was changed, after more than a month, to HiberniaLine. Even without a bleep, people are still interested in the product, said the spokeswoman.

BANK SPONSORS CHESS TOURNEY: About a dozen Burlington, Vt.-area high school teams will try to outsmart nationally ranked master David Carter at a game of chess.

The competition between Mr. Carter, a Howard Bank employee, and the students is being cosponsored by Burlington-based Howard Bank and the Vermont Chess Association. It will take place at the Essex Junction Educational Center on April 11.

Entrance fees, combined with a $250 gift from the Howard Bank, will amount to a prize of about $500 for the winning team.

The winnings will go specifically to fund a program of the school's choosing that encourages intellectual development.

ADVERTISING AGENCY SELECTED: First Security Corp., Salt Lake City, said its advertising will be handled by Borders, Perrin & Norrander Inc., a leading regional advertising agency based in Portland, Ore. By recently merging with Snedaker Communications Group Inc., the advertising agency easily met the $5.1 billion financial services company's requirement that its new agency have a Salt Lake City office. Borders, Perrin & Norrander bills more than $30 million of advertising annually. Clients include Blue Cross and Blue Shield in Oregon and Washington State and Kenworth Truck Co.

IMPROVING QUALITY OF SERVICE: Improving the quality of service will be one of the issues discussed at the Bank Administration Institute's National Conference on Retail Banking, to be held April 28-30 at the Hyatt Regency in Chicago. Charles B. Schwab, founder of the discount brokerage bearing his name, and Ron K. Glover, president of Travelers Cheque Group, American Express, will be among those advising on how to compete more successfully. The president of Hyatt Hotels Corp. and the president of ITT Life Insurance Corp. will also address the conference.

TELLER TRAINING PROGRAM: The Bank Administration Institute introduced a bank teller training program, Modern Teller Training 3, which emphasizes customer service. The program is divided into 10 separate handbook and video units, each stressing customer service and satisfaction. The video segments take the trainee through the handbook material step by step. Modern Teller Training 3 can be adapted to either class or individual instruction.

DEMOGRAPHIC SOFTWARE AVAILABLE TO BANKS: A computer program that can provide banks with customer base information by matching the household balances against special demographic tapes was recently introduced by Bank Marketing Services Inc., Cambridge, Mass. The data that may be extracted to make up customer profiles include: income, age range of head of household, type and value of dwelling, length of residence, and telephone number. These data could assist banks in planning their marketing campaigns and strategies.

BANKING FOR THE BLIND: Blind people can now conduct their banking business 24 hours a day on automated teller machines at 23 United Banks of Colorado locations. The Denver-based banking company has equipped the ATMs with instructions in braille that tell, in step-by-step sequence, how to withdraw cash, make deposits, transfer between accounts, and check account balances. United Banks says it is the first institution in the state to offer these customized ATMs.

GAUGING SELF-SERVICE SWITCHES: Synergistics Research Corp., an Atlanta-based research firm, has announced a new study. "The Transition to Electronic Self-Service at the Branch" will be an examination of consumer response to electronic self-service branch applications. Synergistics says the study will assist commercial banks, thrifts, credit unions, and equipment venders in developing and implementing successful branch self-service systems. The study will measure consumers' attitudes toward technology and branch activities, current branch and financial services usage, and consumers' orientation to self-service. The demand for electronic self-service for transactions, customer service, and sales applications will be assessed. Synergistics will report its findings in late May.

— **Orest Mandzy**

Financial Services Use More TV Ads

1986 Television Advertising

For Financial Services Institutions

	1986	1985	% Chg.
Insurance	$263,732,200	$199,652,500	+32
Banks, Savings & Loans	$219,489,400	$199,709,800	+10
Credit Cards, Travelers' Checks	$145,121,200	$112,575,300	+29
Stockbrokers, Investment Services	$104,614,800	$ 84,683,300	+24
Real Estate	$ 74,112,600	$ 65,862,200	+13
Consumer Finance	$ 39,936,700	$ 36,932,500	+ 8
Insurance Agencies	$ 10,007,000	$ 10,220,600	- 2
ALL FINANCIAL SERVICES	$857,013,900	$709,636,200	+21

SOURCE: Television Bureau of Advertising analysis of data compiled by Broadcast Advertisers Reports.

➸ Continued from Page 8

surance Co. ($21.2 million), and Aetna Life & Casualty Co. ($16.3 million).

American Express led credit card and traveler's check advertisers by spending $66.4 million, followed by Discover ($25.23 million), MasterCard International Inc. (up 16% to $25.16 million), and Visa USA Inc. (down 18% to $14.8 million).

Shearson Lehman Brothers Inc. led the stockbrokers and investment advisers category, spending $12.8 million — twice its 1985 figure — followed by Merrill Lynch & Co. with $10.8 million (down 38%), and Dean Witter Reynolds Inc. with $9.5 million, a threefold increase.

Two of the biggest spending increases came from emerging regional banks: First Union Corp. in Charlotte, N.C., and Sovran Financial Corp. in Norfolk, Va. First Union placed sixth among banks by spending $3.3 million, a 137% increase. Sovran placed 10th with $2.2 million, a 190% increase.

There was similar volatility among spending by thrifts. H.F. Ahmanson, the Los Angeles-based holding company for Home Savings of America, remained the leading spender with $8.8 million, roughly the same as in 1985. But First Nationwide, after spending only $6,300 in 1985, placed second among thrifts with $5.5 million. Sears Savings Bank ranked seventh ($2 million) and Citicorp ninth ($1.7 million) after spending zero the year before.

"That is characteristic of an industry that hasn't matured within its customer base," Mr. Severance of TvB said. "What's happening is that people are trying to build an image for themselves — 'We are a *financial services* company' — or they spent a lot of money to build one last year and they no longer need to sustain it."

The preponderance of image ads is "clearly logical," he said. Given the consolidation taking place within the industry, financial services firms, and banks in particular, have found it easier to distinguish themselves through image than through products or prices.

"The most important asset a bank has is its loyal customer base," Mr. Severance said. "You don't get a loyal customer base with a short-term interest rate that's one-sixteenth of a percentage point lower than the other guy."

Mr. Severance said he expects financial services companies to increase their television advertising over the next 10 to 20 years.

"There's a gigantic marketing battle going on, and its going to continue for a long period of time," he said. "There are too many fights going on for it to be mature within 10 years. The regional banks are trying to get strong enough to resist Citibank when they open up interstate banking; insurers are being threatened by the encroachment of banks; everyone's trying to broaden the public's perception and get into other areas."

He likened the current advertising wars to those in the beer, airline, and telecommunications industries. The common denominator: deregulation.

"Television always benefits when an industry becomes more competitive," Mr. Severance said. "Deregulation is wonderful for TV." ■

TV Ad Use Grows As Banks Spread Across State Lines

By DON MUNRO

NEW YORK — Banking companies are relying more heavily on television advertising as they grow from large in-state institutions to regional interstate companies, a television advertising executive said.

"If you're limited to one market, the use of television advertising is less effective," said Robert Grebe, a vice president at Television Bureau of Advertising, or TvB, a New York firm that helps networks sell ad space.

"But as banks become more regional," he continued, "television becomes more of a factor in their ad expenditures. That's what's happening."

As an example, Mr. Grebe cited the history of local, or spot television, and network television budgets at the First Interstate Bancorp, Los Angeles.

In 1980, one year before the Western Bancorp. unified its 21 banks in 11 western states under the First Interstate name, the company spent only $2.38 million on local television advertising.

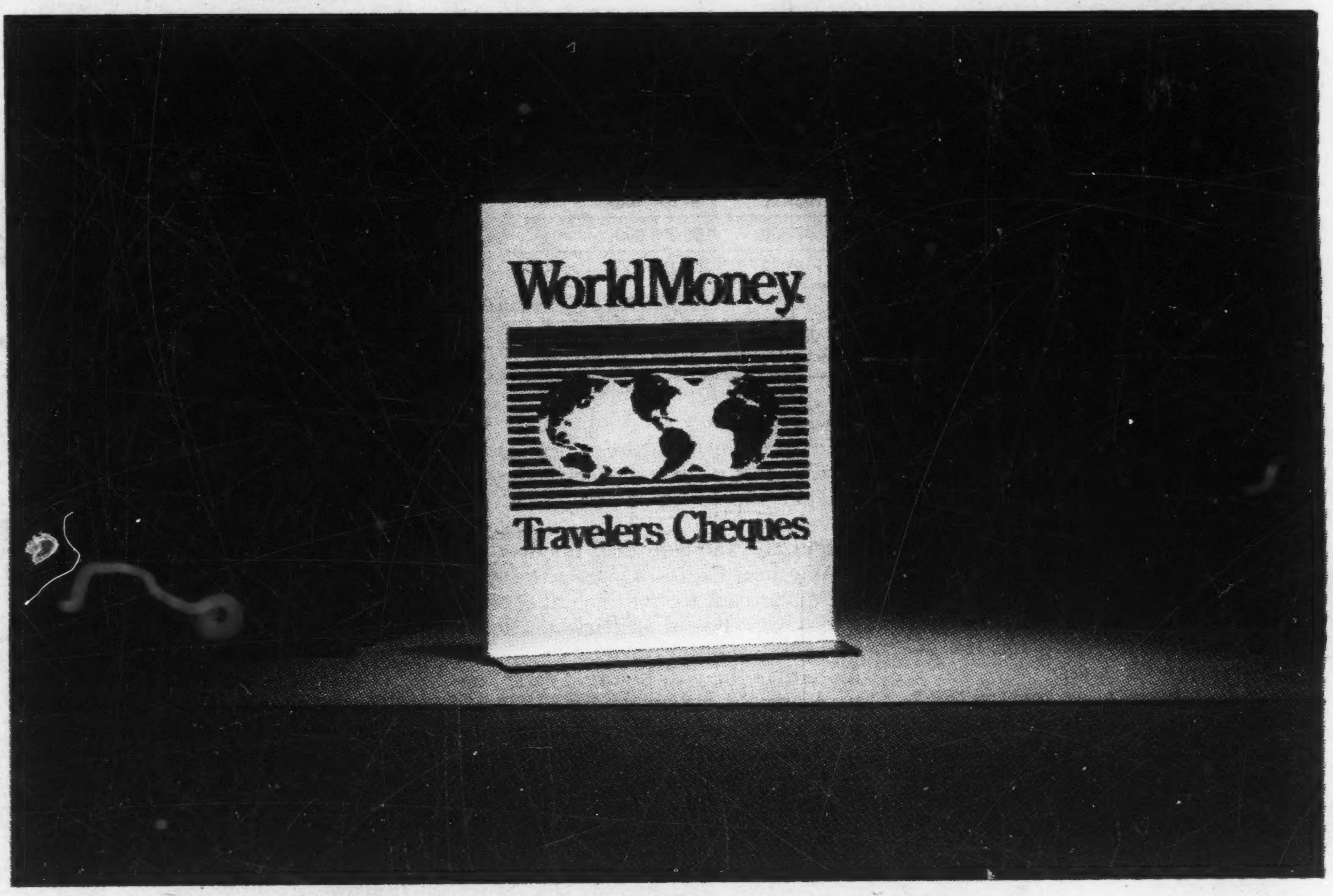
"The next year, the new name came, and local television spot expenditures went up to $4.71 million. And for the first time, the company advertised the First Interstate name in the western states on regional network television, spending $122,900," Mr. Grebe noted.

"If you look back at those two years, you see that in one year alone expenditures doubled," he said. "Today, [First Interstate is] up to the $9.2 million level for television advertising," a 5% increase over 1986 expenditures, according to a recent study the group released.

However, television advertising is not the only medium available to growing regional bank holding companies.

"Television advertising becomes more effective if you can cover a region that way," said Paul Minch, a senior vice president at First Interstate. "But

TV Ads: Page 11 ➸



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TOP FOREIGN BANKS IN U.S. — TABLES BEGIN ON PAGE 7

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TODAY

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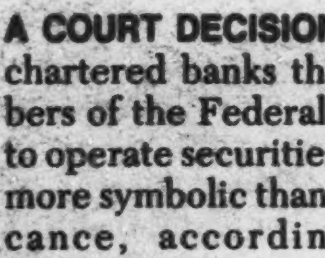

OPTIMISM at the 1987 EFTA Expo in Las Vegas seemed to exemplify the optimism about electronic banking in general — it is continually tempered by sobering analysis. The EFT showcase faced the realities of diminished expectations.................. 13

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Japanese Increase Market Share in US Lending

But Position of British Banks Shrinks On Midland Sale of Crocker National

By BART FRAUST

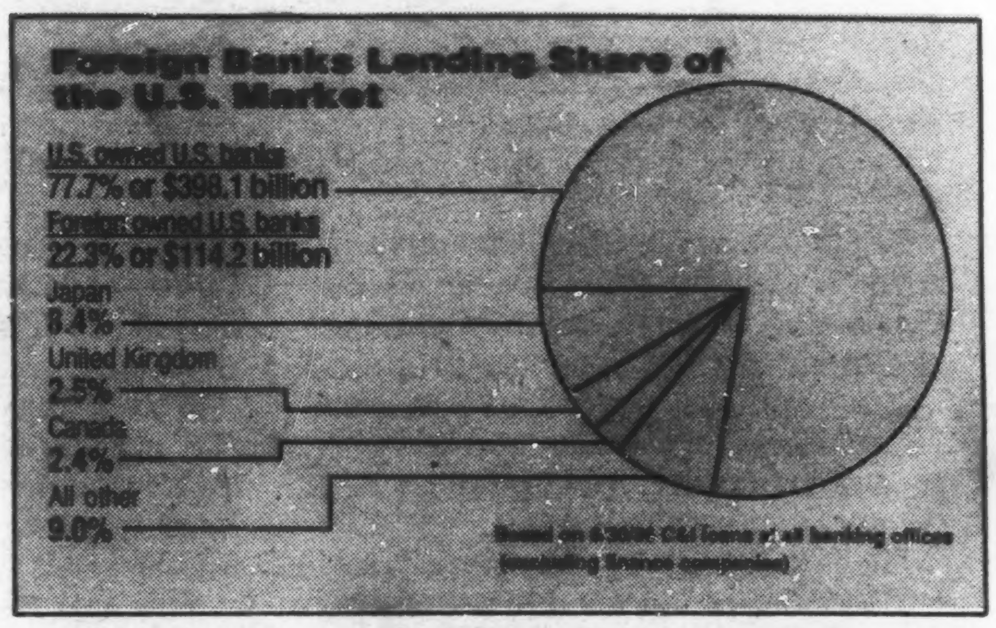
NEW YORK — In the U.S. commercial loan market, the Japanese are hot, the British and Germans are not, and the Italians, Swiss, and Dutch are coming on strong.

The Japanese last year solidified their position as the most dominant foreign banks in the U.S., increasing their share of the U.S. commercial loan market to 8.4% from 7.6% the year before, according to the *American Banker*'s latest survey of foreign banking in the U.S.

British banks, the second largest foreign group in the U.S., saw their market share slip to 2.5% from 2.9%. In large measure, this was the result of the sale last year of Crocker National Corp., San Francisco, by London's Midland Bank.

The market shares of other nations continue to be relatively small, but the data show which are aggressively increasing their U.S. commercial lending positions and which are not.

Italian banks increased their U.S. business loans by a robust 33.3%, Dutch banks by 35.7%, and Swiss banks by 20%. In contrast, German banks cut their U.S. commercial loans by 16%.



The numbers on Italian banks do not reflect Banca Commerciale Italiana's sale of Long Island Trust Co., Garden City, N.Y., to Bank of New York Co., which occurred after the survey date.

The *American Banker* survey appears in two parts this year. The first part, published on Feb. 26, charted the growth in foreign banks' U.S. offices. Today's results focus on foreign

Japanese: Page 6 ➻

CalFed and British Firm Will Form Property-Casualty Insurance Company

By NINA EASTON
West Coast Bureau

LOS ANGELES — CalFed Inc., the owner of the nation's fourth largest savings and loan, is set to plunge into London's sophisticated property/casualty insurance business.

CalFed officials will announce today the formation of the Anglo-American Insurance Co., capitalized at $80 million, to write excess coverage on property/casualty insurance policies. Anglo-American will share, on a 50-50 basis, all premiums and risks on those policies with Walbrook Insurance Co., which is owned by London United Investments PLC, a Lloyd's of London syndicate.

"CalFed's move into the property/casualty insurance business has been studied for 10 years," said George P. Rutland, CalFed's president and chief executive officer. Serious discussions on the London move have been going on for two years, he added.

All parties came to a final agreement last November, but they had been waiting for regulatory approval from United Kingdom authorities. These approvals have been received, and the venture will begin business next week.

This is CalFed's second move into the property/casualty business in less than a year. Last May, CalFed invested $10 million in a subsidiary called CalFed Insurance Syndicate Inc.,

CalFed: Page 29 ➻

GOP Fund-Raiser Seeks Top Job At Bank Board

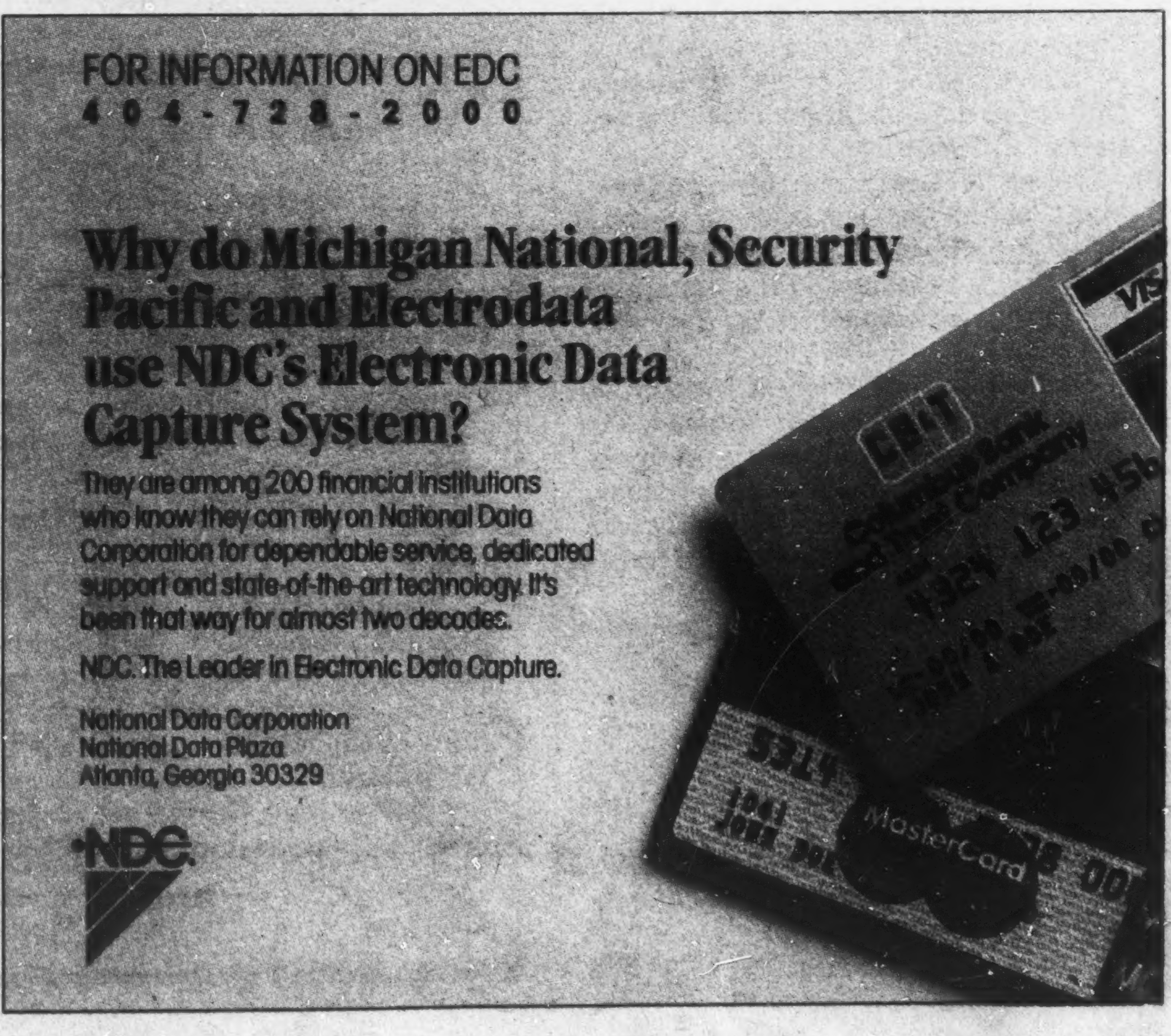
By JIM McTAGUE
Washington Bureau

WASHINGTON — Philip D. Winn, a Denver real estate developer and Republican party fund-raiser, is actively campaigning to become chairman of the Federal Home Loan Bank Board.

Mr. Winn has mailed his resume to some members of the Senate Banking Committee with a cover letter expressing his interest in heading the three-member thrift regulatory panel.

Edwin J. Gray, the current chairman, has said he intends to leave the Bank Board when his term expires at the end of June. Trade groups expect the White House to name his successor this

GOP Fund-Raiser: Page 38 ➻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Japanese Banks Lead List of Foreign Commercial Lenders in US

Continued from Page 1

banks' commercial and industrial loans, deposits, and assets in the U.S. The data are for midyear 1986.

On June 30, commercial and industrial loans at foreign banks in the U.S. totaled $120.9 billion, up 8.1% from midyear 1985. The rate of growth declined from the previous year's 13.8% rise, again reflecting the Crocker sale and a generally sluggish commercial loan market.

Foreign banks' share of the American business loan market increased to 22.3% from 21.9%. But this small rise does not tell the whole story of foreign banks' increasing involvement in the U.S. market.

"We consider ourselves a U.S. bank in the U.S. market," said Michele Jacquet, general manager of the New York branch of Banque Paribas, in a recent interview.

Anthony J. Walton, executive vice president in charge of the U.S. operations of Australia's Westpac Banking Corp., said the majority of his bank's U.S. customers have no business ties to Australia.

Excelling in Loan Sales Market

Foreign banks are the biggest players in the burgeoning loan sales market, buying participations in loans originated by U.S. banks. They are a commanding presence in some business loan areas, particularly the financing of corporate acquisitions. It has been estimated that foreign banks hold about a 30% share in the U.S. leveraged buyout market.

In some cases, they have competitive and regulatory advantages over their U.S. counterparts. Japanese banks, for example, have lower capital requirements than U.S. banks and thus can afford to price loans more cheaply.

In addition, 15 foreign banks are permitted under grandfather provisions of the federal International Banking Act of 1978 to underwrite corporate securities, an area that is off-limits to U.S. banks. Thus, these foreign banks have a competitive edge in offering "one-stop" shopping of banking services to corporate clients, a goal of many large U.S. banks.

For U.S. banks, the growth of foreign banking has meant more competition and narrower profit margins on business loans. While this troubles American bankers, it is welcome news to their corporate clients.

"Foreign bankers are keeping U.S. banks on their toes and are forcing U.S. banks to reassess services to clients," said United Technologies Inc., in a prepared statement from the multinational corporation's treasury department.

And foreign banks are not just focusing on the largest corporations. Robin Sewell, who manages the U.S. operations of Australia and New Zealand Banking Corp., said that while his bank's primary thrust is multinationals, it has participated in leveraged buyouts for smaller companies.

For the second year in a row, foreign banks increased their commercial lending at a faster rate than their U.S. counterparts — 8.1% for the foreigners versus 5.2% for the Americans. Overall, commercial and industrial loans grew 5.8%, the *American Banker* survey found.

The growth in lending was not accompanied by a corresponding increase in deposits. Foreign banks' U.S. deposits declined last year for the first time in the 1980s.

On June 30, their deposits totaled $255.3 billion, down 1.6% from 1985. Much of the drop was due to Midland's sale of the $16.4 billion-deposit Crocker to Wells Fargo & Co. last year.

Even without the Crocker sale, however, foreign banks' U.S. deposits would have grown at a slower pace than in past years. This is the first time in the 1980s that foreign banks did not increase their U.S. deposits by a double-digit percentage rate.

Foreign banks' deposits also declined as a percentage of total U.S. bank deposits — to 14.2% from 15.6%. During this same period, deposits for all U.S. banks increased 5.8%.

On June 30, assets of foreign banks in the U.S. totaled $468.1 billion, up 8.8% from 1985. The increase for all U.S. banks was 8.3%. Foreign banks hold 18.5% of all U.S. bank assets, just about unchanged from the previous year.

British banks, with a 36.2% decline in deposits and a 30.6% drop in assets, showed the biggest decreases in both categories. Swiss banks, with U.S. deposits up 9.6% and U.S. assets up 52.1%, had the biggest increases in both categories.

Hongkong and Shanghai

In terms of business loans, Hongkong and Shanghai Banking Corp., owner of 51% of Marine Midland Banks Inc., Buffalo, remains the largest foreign bank in the U.S. Hongkong and Shanghai, with $7 billion in U.S. business loans, maintained the lead position despite a 3.6% drop in business loans. The bank also led foreign banks in deposits and assets.

A pair of Japanese banks exchanged positions in the No. 2 and No. 3 spots. Bank of Tokyo Ltd., with $6.3 billion in U.S. business loans, moved up to No. 2, while Fuji Bank Ltd., with $6.2 billion in business loans, moved down to No. 3.

Midland Bank, which had been No. 4 in the previous rankings, dropped off the charts after the Crocker sale. Its place was taken by another London bank, National Westminster Bank. National Westminster's U.S. business loans rose 26.3% last year to $5.3 billion.

National Westminster was not the only foreign bank whose U.S. commercial and industrial loans rose at a double-digit percentage rate. Other big rises were scored by Istituto Bancario San Paolo di Torino, with 77.3%; Bank of Nova Scotia, with 71.6%; Sumitomo Bank, with 67.3%; Banco di Roma, with 58.6%; and Industrial Bank of Japan, with 46.6%. Industrial Bank of Japan last year acquired majority ownership of J. Henry Schroder Bank & Trust Co., New York.

The biggest percentage decline among the major foreign-owned banks was shown by European American Bank, a New York bank owned by a consortium of foreign banks. The bank reduced commercial loans by 23.9% and its ranking among foreign banks slipped to No. 19 from No. 11 the year before. European American has been shrinking its loan portfolio as part of a strategy of concentrating on Long Island, N.Y., business.

Other big declines in rank occurred at Banque Nationale de Paris, to 27th from 18th place; Royal Bank of Canada, to 17th from 13th; and Canadian Imperial Bank of Commerce, to 26th from 21st.

Large gains in rank were shown by Banco di Roma, moving up to 16th place from 24th; and Nippon Credit Bank Ltd., to 20th from 29th. ■

This announcement appears as a matter of record only.

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April, 1987

FSLIC's 1st-Quarter Sales Of Assets Are Up from '86

WASHINGTON — Asset sales by the Federal Savings and Loan Insurance Corp. have picked up during the first quarter of the year, according to data released this week by the FSLIC.

The FSLIC said it had sold 158 assets for $58.5 million so far this year, compared with 409 assets sold in 1986 for $125 million. The agency did not provide a 1986 first-quarter figure.

The FSLIC, which insures thrift depositors and handles liquidation of properties from closed thrifts, said the total value of the assets it holds as a result of thrift failures is $8 billion.

As of this week, the most valuable of the holdings is 123 acres of raw land about nine miles north of San Diego, known as Lake San Diego, at La Jolla, Calif. The asking price is $43 million — nearly $350,000 an acre.

Earlier, it was reported that the FSLIC, as a result of thrift failures, has 1,752 properties in 36 states. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our statistical review of the top foreign banks in the U.S. meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

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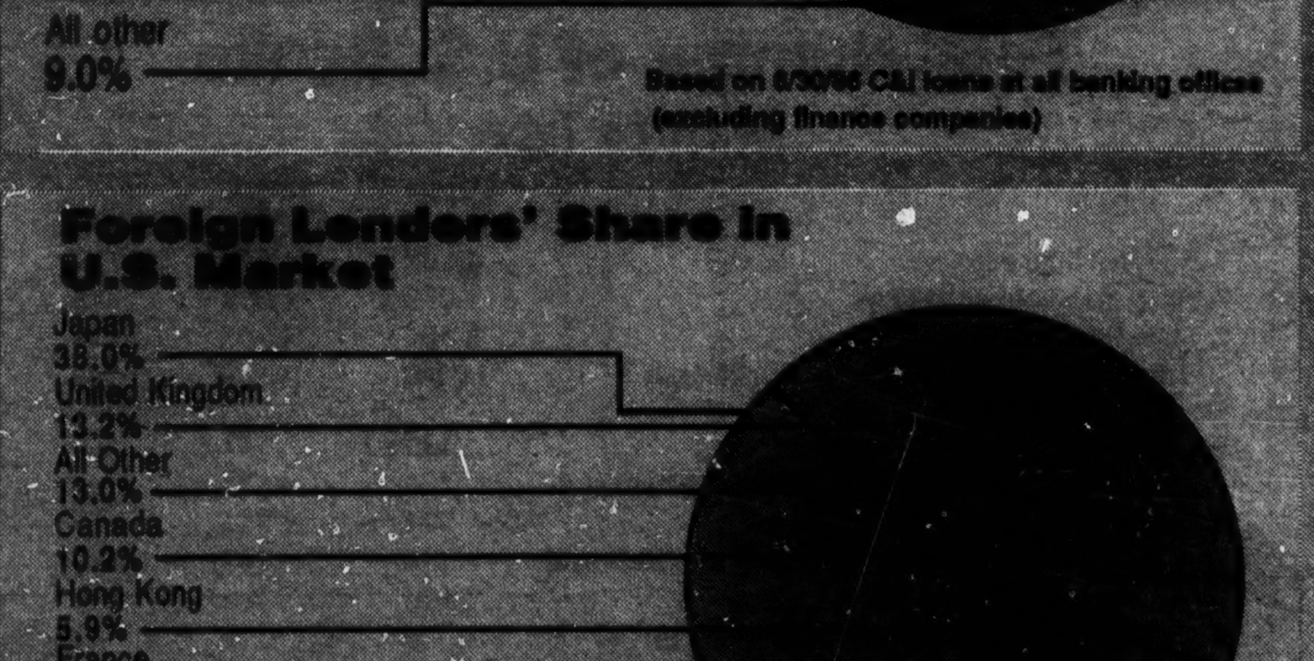
American Banker
STATISTICS
REVIEW

Foreign Banks in The United States

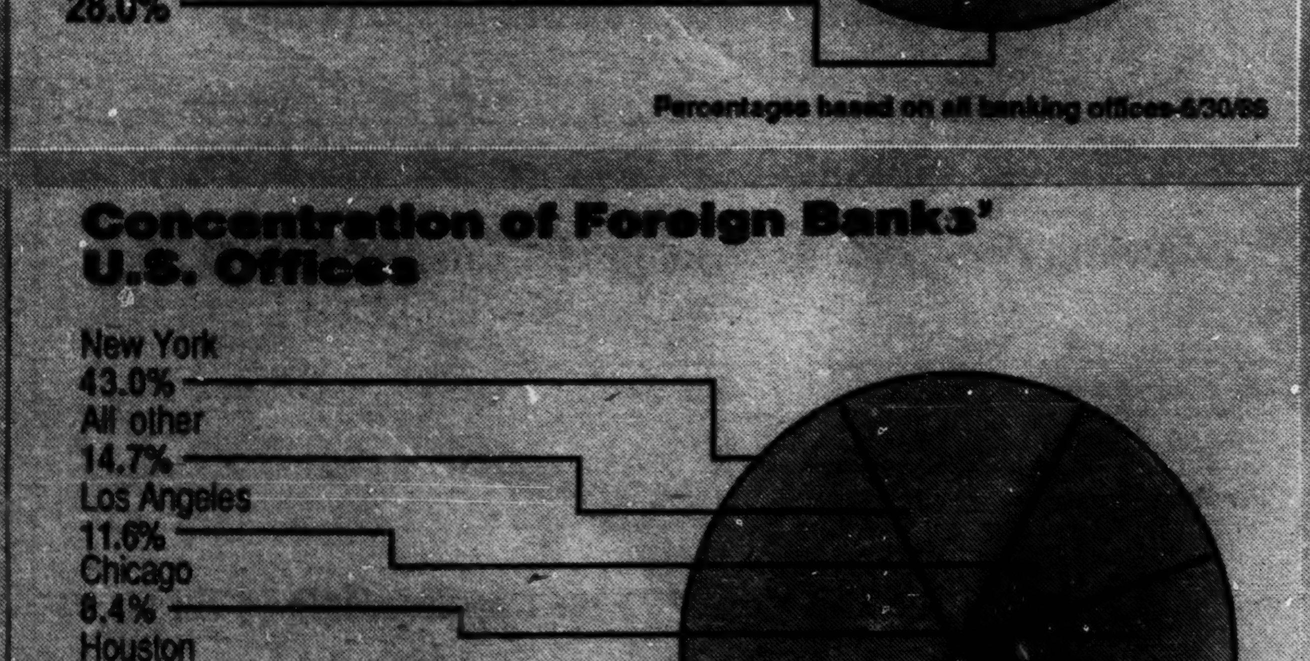
Part 2

Rankings of the Top Foreign Offices in the U.S. by Business Loans Outstanding on June 30, 1986.



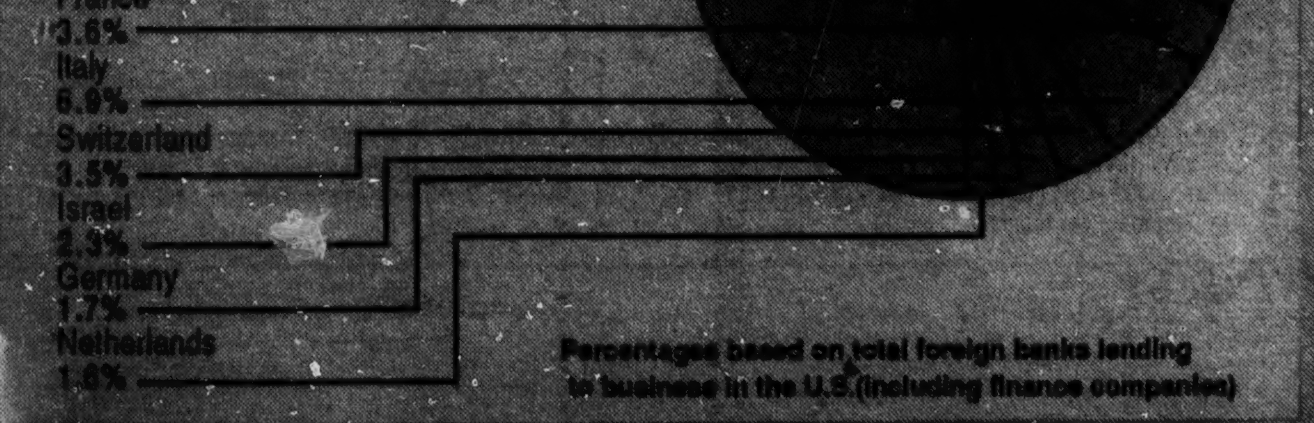
Foreign Banks Lending Share of the U.S. Market

Based on 6/30/86 C&I loans at all banking offices (excluding finance companies)



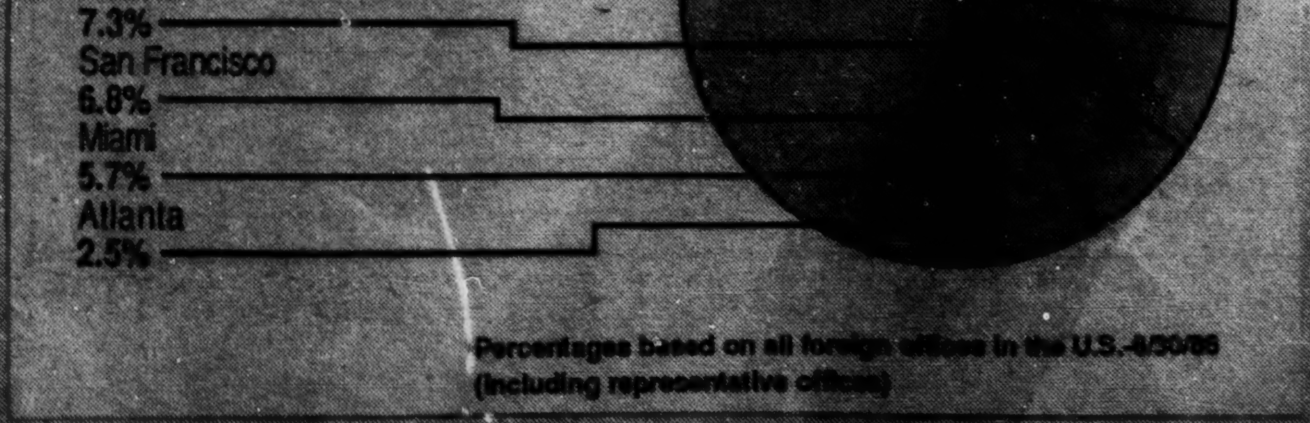
Breakdown of Foreign Banks' U.S. C&I Loans by Office Type

Percentages based on all banking offices-6/30/86



Foreign Lenders' Share in U.S. Market

Percentages based on total foreign banks lending to business in the U.S.(including finance companies)



Concentration of Foreign Banks' U.S. Offices

Percentages based on all foreign offices in the U.S.-6/30/86 (including representative offices)

Top Foreign Banks in the United States

Foreign Banks with More than $1 Billion in Business Loans Outstanding at Combined U.S. Banking Offices June 30, 1986, Compared with June 30, 1985

(Dollar Amounts in Millions)

Compiled by American Banker Copyright 1987

			Totals on June 30, 1986					Totals on June 30, 1985				
Rank 6/86	Rank 6/85		C&I Loans	Assets	Deposits	No. of US Off.	% Chg. C&I (a)	C&I Loans	Assets	Deposits	No. of US Off.	% Chg. C&I (a)
1	1	Hongkong & Shanghai Banking Corp., Hong Kong	$7,028	23,497	17,303	18	- 3.6	7,273	$23,705	$16,373	19	+ 2.7
2	3	Bank of Tokyo Ltd.	6,375	22,252	13,889	11	+10.9	5,749	20,330	13,077	11	+10.4
3	2	Fuji Bank Ltd., Tokyo	6,243	21,065	10,063	7	- 9.3	6,723	16,555	8,702	6	+17.5
4	7R	National Westminster Bank Plc., London	5,395	13,725	9,583	5	+26.3	4,270	12,218	8,738	5	+29.2
5	5r	Barclays Plc., London	4,864	10,537	5,542†	16	+10.9	4,387r	9,948.1r	5,065	17	+64.1r
6	5	Bank of Montreal	4,577	16,575	10,262	13	+2.5	4,416	15,917	9,934	14	+147.0
7	15	Sumitomo Bank Ltd., Osaka	3,838	14,232	8,536	5	+67.3	2,295	11,707	7,763	5	- 8.3
8	8R	Mitsubishi Bank Ltd., Tokyo	3,716	21,876	12,169	8	20.6	3,079	15,932	8,822	7	-16.7
9	12	Industrial Bank of Japan Ltd., Tokyo (b)	3,702	13,434†	7,632†	6†	+46.6	2,526	9,272	5,270	3	+14.4
10	10R	Standard Chartered Bank Plc., London	3,152	9,711	6,869	8	+14.1	2,762	9,554	7,105	9	+ 5.9
11	9R	Dai-Ichi Kangyo Bank Ltd., Tokyo	3,060	15,534	8,903	4	+6.8	2,866	14,222	8,127	4	+31.4
12	14	Swiss Bank Corp., Basle	2,983	12,548	5,205	5	+24.4	2,398	6,556	3,134	5	+17.3
13	17	Sanwa Bank Ltd., Osaka	2,641	12,117	5,720	6	+19.6	2,209	11,510	6,099	5	- 1.4
14	16	Toronto Dominion Bank	2,293	7,864	3,505	5	+3.7	2,212	8,037	3,033	5	+49.0
15	20	Lloyds Bank Plc., London	2,196	7,383	4,478	8	+22.8	1,788	6,490	4,582	9	+ 5.9
16	24	Banco di Roma, Rome	2,167	6,547	2,630	4	+58.6	1,322	5,614	4,018	4	+62.2
17	13	Royal Bank of Canada, Montreal	2,155	5,330	2,970	8	- 12.1	2,451	5,342	3,155	12	+15.7
18	19	Mitsui Bank Ltd., Tokyo	1,993	7,352	3,413	5	+5.3	1,892	6,669	4,182	4	-20.8
19	11	European American Group (c)	1,949	6,151	4,629	1	- 23.90	2,560	7,548	5,299	1	+ 0.2
20	29	Nippon Credit Bank Ltd., Tokyo	1,660	4,448	2,309	2	+42.8	1,163	3,331	2,265	2	+42.8
21	26	Banco di Napoli, Naples	1,627	3,305	2,350	1	+29.3	1,258	2,784	1,677	1	+287.0
22	22	Tokai Bank, Ltd., Nagoya	1,613	7,515	3,805	4	+6.4	1,517	6,657	3,185	4	+15.8
23	23	Long-Term Credit Bank of Japan, Ltd., Tokyo	1,540	4,759	1,640	2	+5.7	1,457	3,703	1,735	2	+24.4
24	27	Algemene Bank Nederland, Amsterdam	1,480	3,914	2,097	13	+43.7	1,220	3,578	2,171	13	+29.5
25	..	Bank of Nova Scotia, Toronto, Canada	1,454	4,956	2,455	11	+71.6	847	4,281	1,705	11	.....
26	21	Canadian Imperial Bank of Commerce, Toronto	1,435	5,407	2,644	10	- 11.6	1,623	6,061	3,570	11	+15.7
27	18	Banque Nationale de Paris	1,301	5,174	3,038	7	- 21.5	2,016	6,211	3,439	8	+ 3.4
28	25	Bank Leumi le-Israel, Tel-Aviv	1,283	3,361	3,047	6	- 2.3	1,314	3,227	2,918	7	- 1.4
29	30	Daiwa Bank Ltd., Osaka	1,189	5,822	3,510	3	+13.5	1,048	5,202	3,456	3	+20.2
30	..	Taiyo Kobe Bank Ltd., Kobe, Japan	1,188	6,051	3,185	3	+20.2	988	4,229	2,527	3	-10.2
31	28	Banca Nazionale del Lavoro, Rome	1,145	4,733	1,871	5	- 4.8	1,203	4,708	3,156	5	+19.8
32	..	Mitsubishi Trust & Banking Corp., Tokyo	1,115	7,312	3,074	2	+39.1	802	6,668	3,936	2	+32.9
33	..	Istituto Bancario San Paolo di Torino, Turin, Italy	1,110	2,194	1,141	3	+77.3	627	1,608	893	3	+19.6

The 1985 data are as reported in 1986 and have not been restated. In the edition of Feb. 26, 1987— Foreign Banks in the U.S.: Part 1— the 1985 data shown were for the offices for which data for both 1985 and 1986 were available. Average deposits and assets for June were used for branches and agencies; and balances as of June 30, were used for U.S. commercial bank subsidiaries, New York State investment companies, and Edge banks. For finance companies, data as of Dec. 31, 1985, and Dec. 31, 1984, were used. Acquistions made, and offices opened, after June 30, 1986, are not included here.

(a)—Annual growth in commercial and industrial loans over the year ended 6/30/86 and 6/30/85, respectively. Note-percent changes based on unrounded figures and will differ slightly from dollar figures shown. (b)— Acquired J. Henry Schroder Bank & Trust Co., New York, and J. Henry Schroder Banking Corp., New York, from Scroders PLC, London, in Dec. 1985. (c)—The group consists of six European banks: (1)-Amsterdam-Rotterdam Bank, Amsterdam, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe General, Paris. (r)— Data and rank were revised by American Banker since publication on 2/14/86. (R)—Revised. (†)— Revised since publication on 2/26/87.

Crocker Sale's Impact on Survey

In February 1986 Midland Bank Plc. sold Crocker National Corp. to Wells Fargo & Co. The combination of the two San Francisco bank holding companies led to dramatic shifts in Foreign Banks survey results. In last year's survey, based on midyear 1985 data, the London-based Midland Bank ranked fourth among foreign banks with $4.5 billions in U.S. C&I loans. Crocker National Corp.'s major bank subsidiary was Crocker National Bank, San Francisco.

Midland Bank's U.S. Banking Operations ($ Mil.)

	Number of Offices	C&I Loans	Assets	Deposits
June 30, 1985	3	$4,519.9	$22,697.5	$16,423.7
June 30, 1986	2	$70.9	$1,675.9	$728.2

Crocker National Bank, San Francisco ($ Mil.)

	C&I Loans	Assets	Deposits
June 30, 1985	$4,506	$21,876	$16,297

Adjusting Foreign Bank Holdings for Crocker Sale ($ Bil.)

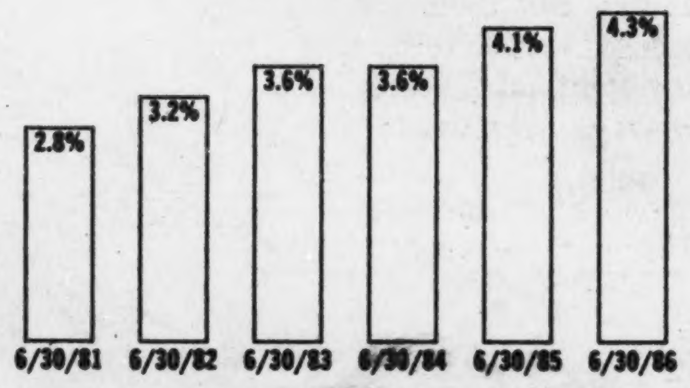
	C&I Loans	Assets	Deposits
June 30, 1985 (Without Crocker)	$101.2	$401.9	$243.2
June 30, 1986	$114.2	$461.0	$255.3
Percent Change	+12.8%	+14.7%	+ 5.0%

Adjusting U.S. Bank Holdings for Crocker Sale ($ Bil.)

	C&I Loans	Assets	Deposits
June 30, 1985 (With Crocker)	$383.1	$1,416.7	$1,905.2
June 30, 1986	$398.1	$1,536.6	$2,037.1
Percent Change	+3.9%	+8.5%	+6.9%

U.S. Offices of Foreign Banks As Percent of All Banks

(See Page 10)



Total Number of U.S. Banks

By Office Type

	6/30/86*	6/30/85	% Chg.
1. National banks (a)	4,807	4,886	-79
2. State member banks (a,b)	1,076	1,058	+18
3. State nonmember banks (a,c)	8,157	8,305	-148
Total number of FDIC-insured banks (a,d)	14,040	14,249	-209
4. Edge banking offices (a)	139	141	-2
a. U.S. Edge banking offices of foreign banks(e)	(34)	(37)	(-3)
5. U.S. branches of foreign banks (e)	324	311	+13
a. FDIC-insured U.S. branches of foreign banks (a)	(48)	(45)	(+3)
6. U.S. agencies of foreign banks (e)	186	181	+5
7. New York State investment companies (e)	9	10	-1
Total number of other banks (f)	658	643	+15
Total number of banks (g)	14,698	14,892	-194

(a)— Data are from the Federal Deposit Insurance Corporation, Washington, D.C. (b)— Member Federal Reserve System (c)— FDIC-insured. (d)— Sum of items 1, 2, and 3. (e)— Data are from the Federal Reserve Board, Washington, D.C. (f)—Sum of items 4,5,6, and 7. (g)— Sum of items 1-7. Parenthesis indicate number is included in preceding category.

Summary of Survey Findings

C&I Loans, Deposits, and Assets at U.S. Offices of Foreign Banks

(Dollar Amounts in Billions)

		Number of Offices	C&I Loans	Deposits	Assets
AGENCIES (a)	6/30/86:	186	$ 17.8	$ 19.0	$ 67.1
	6/30/85:	181	$ 16.0	$ 26.0	$ 65.3
		+ 5	+11.3%	-26.9%	+2.8%
BRANCHES (a)	6/30/86:	324	$ 59.4	$136.1	$262.9
	6/30/85:	311	$ 51.6	$127.2	$219.1
		+13	+15.1%	+7.0%	+20.0%
COMMERCIAL BANKS (b)	6/30/86:	80	$ 33.8	$ 98.0	$124.4
	6/30/85:	73	$ 36.4	$104.0	$134.6
		+ 7	-7.1%	-5.8%	-7.6%
EDGE ACT BANKS (c)	6/30/86:	34	$ 0.20	$ 1.6	$ 2.5
	6/30/85:	37	$ 0.29	$ 1.1	$ 1.6
		- 3	-31.0%	+45.5%	+56.3%
FINANCE COMPANIES (d)	6/30/86:	3	$ 6.7	$ 0.0	$ 7.1
	6/30/85:	4	$ 6.1	$ 0.0	$ 6.4
		- 1	+ 9.8%	.....%	+10.9%
INVESTMENT COMPANIES (e)	6/30/86:	9	$ 3.0	$ 0.6	$ 4.1
	6/30/85:	10	$ 1.4	$ 1.2	$ 3.2
		- 1	+143.0%	-50.0%	+28.1%
Totals for U.S. Offices of Foreign Banks	6/30/86:	636†	$120.9	$255.3	$468.1
	6/30/85:	616	$111.8	$259.5	$430.2
		+22	+ 8.1%	- 1.6%	+ 8.8%
Totals for All U.S. Banks (f)	6/30/86:	14,698[1]	$512.3	$1,791.9	$2,498.1
	6/30/85:	14,892[1]	$484.3r	$1,659.8r	$2,307.1r
		-194	+ 5.8%	+ 8.0%	+ 8.3%
Ratio of Foreign to All U.S. Banks (g)	6/30/86:	4.3%	22.3%	14.2%	18.5%
	6/30/85:	4.1%r	21.8%r	15.6%r	18.6%r
	6/30/84:	3.6%	20.5%	14.9%	17.7%
	6/30/83:	3.6%	21.4%	12.4%	16.0%
	6/30/82:	3.2%	21.7%	11.2%	15.5%
	6/30/81:	2.8%	20.3%	10.2%	15.2%

(a)— Average deposits and assets for June were used for branches and agencies, and balances as of June 30 for commercial banks, Edge Act banks, and New York Investment Companies. **(b)**— Commercial bank number count includes bank head offices only and does not include the branches of these banks. **(c)**— Edge bank number count includes branches. To avoid double counting, data for Edge banks, which are subsidiaries of foreign bank-owned U.S. commercial banks, are excluded from the totals for C&I loans, deposits, and assets. The 1985 loan figures for Edge Act banks are total loans. **(d)**— Yearend 1985 and yearend 1984 data were used for finance companies. **(e)**— Aggregate data on investment companies are from the Federal Reserve Board. **(f)**— Data for all U.S. banks are from the **Federal Reserve Bulletin.** **(g)**— The ratio is all U.S. offices of foreign banks to all U.S. banking offices. In computing the ratios, finance company data were subtracted out from the U.S. offices of foreign banks totals for comparability with Federal Reserve Board's aggregate data. **(1)**— All U.S. banks include domestically-chartered, FDIC-insured commercial banks, plus the U.S. branches and agencies of foreign banks, plus all Edge Act bank offices— head offices and branches— and New York State investment companies. Data on the total number of commercial banks were provided by the Federal Deposit Inscurance Corporation, Washington, D.C. See page 8 for a breakdown of U.S. banks by type. **(r)**— Revised since publication on 2/14/86. **(†)**— Revised since publication on 2/26/87.

Growth in C&I Loans, Deposits, and Assets at U.S. Banks

Foreign Bank-Owned U.S. Banks Compared with U.S.-Owned Banks from 6/30/82 to 6/30/86

(Dollar Amounts in Billions)

	C&I Loans		Deposits		Assets	
	June 30	% Chg.	June 30	% Chg.	June 30	% Chg.
Foreign Bank-Owned U.S. Banks[1]						
1986	$114.2	+ 8.0	$255.3	- 1.6	$461.0	+ 8.7
1985	$105.7	+13.8	$259.5	+13.8	$423.8	+11.3
1984	$ 92.9	+ 9.4	$228.2	+27.5	$380.9	+18.4
1983	$ 84.9	+ 2.3	$179.0	+20.5	$321.6	+12.7
1982	$ 83.0	+19.9	$148.6	+17.9	$285.4	+ 9.1
1981	$ 69.2	.....	$126.0	.....	$261.6	.....
U.S.-Owned U.S. Banks[2]						
1986	$398.1	+ 5.2	$1,536.6	+ 9.7	$2,037.1	+ 8.2
1985	$378.6r	+ 5.2r	$1,400.3r	+ 7.3r	$1,883.3r	+ 8.6r
1984	$360.0	+15.8	$1,304.7	+ 3.2	$1,734.6	+ 3.2
1983	$311.0	+ 2.4	$1,264.8	+ 7.4	$1,681.4	+ 7.1
1982	$303.7	+ 9.9	$1,177.2	+ 6.0	$1,569.3	+ 6.4
1981	$276.3	.....	$1,110.7	.....	$1,474.9	.....

Note: The 1985 data have not been adjusted for the sale of Crocker National Bank, San Francisco, by Midland Bank PLC, London, to Wells Fargo Bank NA, San Francisco. Thus, 1986 growth is understated for foreign-owned U.S. banks and overstated for U.S. owned U.S. banks. **(1)** — Foreign banks' U.S. banks include: commercial bank and Edge bank subsidiaries; branch and agency offices; and New York investment companies. Finance companies are excluded. **(2)**— U.S.-owned U.S. banks include all commercial banks and Edge banks in U.S. that are not owned by foreign banks. **(r)**— Revised since publication on 2/14/86. Data for this table are calculated by American Banker using its data of foreign banks in the U.S. and the Federal Reserve Board's aggregate data on all banks in the U.S.

Summary of Survey Findings

Location of Foreign Banks' U.S. Offices: The Top 10 Cities

(Excludes Offices Opened Since Mid-1986)

		Total Offices[1]	Agencies	Branches	Commercial Bank Subs.	Edge Act Banks	Represent. Offices	All Other
NEW YORK	6/30/86:	421	33	208	27	8	134	11
	6/30/85:	405	34	195	26	10	129	11
LOS ANGELES	6/30/86:	114	61	17	14	0	22	0
	6/30/85:	111	57	17	14	0	23	0
CHICAGO	6/30/86:	82	0	46	3	3	28	2
	6/30/85:	79	0	44	3	2	29	1
HOUSTON	6/30/86:	71	6	0	0	8	57	0
	6/30/85:	70	0	0	0	10	60	0
SAN FRANCISCO	6/30/86:	67	29	10	9	2	17	0
	6/30/85:	69	33	9	10	2	15	0
MIAMI	6/30/86:	56	32	0	3	11	10	0
	6/30/85:	55	32	0	2	11	10	0
ATLANTA	6/30/86:	24	12	0	0	0	12	0
	6/30/85:	22	12	0	0	0	10	0
DALLAS	6/30/86:	17	2	0	0	1	14	0
	6/30/85:	13	0	0	0	0	13	0
WASHINGTON, D.C.	6/30/86:	16	0	3	0	1	12	0
	6/30/85:	16	0	3	0	1	12	0
SEATTLE	6/30/86:	13	0	11	0	0	2	0
	6/30/85:	13	0	11	0	0	2	0
Total For 10 Largest	6/30/86:	881	175	295	58	34	308	13
	6/30/85:	854	168	279	55	37	303	12
Total for all U.S. Offices	6/30/86:	979	187	325	81	34	337	15
	6/30/85:	938	181	309	75	37	322	14
Total Number of Cities[2]	6/30/86:	57	16	17	24	8	30	3
	6/30/85:	55	14	16	21	8	28	4

[1] – Total offices is the sum of agencies, branches, commercial bank subsidiaries, Edge Act banks, representative offices, and all other offices.

[2] – The number in the first column shows the total number of U.S. cities that have foreign banking offices.

Top 10 Countries in C&I Loans Booked by Banks' U.S. Offices

(Dollar Amounts in Billions)

		Number of Banks with US Offices	Number of US Offices†	C&I Loans	Ratio (a)	Deposits	Assets
JAPAN (b)	6/30/86:	27	91	$ 46.0	38.0%	$ 110.3	$201.8
	6/30/85:	26	83	$ 39.7	35.5%	$ 102.1	$164.7
		+1	+8	+ 15.9%		+8.0%	+22.5%
UNITED KINGDOM (c)	6/30/86:	14	52	$ 16.0	13.2%	$ 28.6	$ 44.3
	6/30/85:	13	54	$ 16.8	15.0%	$ 44.8	$ 63.8
		+1	-2	+- 4.8%		-36.2%	-30.6%
CANADA	6/30/86:	9	53	$ 12.3	10.2%	$ 23.2	$ 42.0
	6/30/85:	10	60	$ 12.0	10.7%	$ 22.6	$ 42.2
		-1	-7	+ 2.5%		+ 2.7%	- 0.5%
ITALY	6/30/86:	12	26	$ 8.4	6.9%	$ 12.3	$ 28.1
	6/30/85:	10	24	$ 6.3	5.6%	$ 16.9	$ 24.4
		+2	+2	+33.3%		-27.2%	+15.2%
HONG KONG	6/30/86:	11	30	$ 7.1	5.9%	$ 17.8	$ 24.1
	6/30/85:	11	31	$ 7.4	6.6%	$ 16.9	$ 24.6
		..	-1	- 4.1%		+ 5.3%	- 2.0%
FRANCE	6/30/86:	15	42	$ 4.4	3.6%	$ 11.8	$ 20.2
	6/30/85:	14	38	$ 4.7	4.2%	$ 11.1	$ 20.1
		+1	+4	-6.4%		+6.3%	+ 0.5%
SWITZERLAND	6/30/86:	7	17	$ 4.2	3.5%	$ 8.0	$ 21.9
	6/30/85:	8	17	$ 3.5	3.1%	$ 7.3	$ 14.4
		-1		+20.0%		+9.6%	+52.1%
ISRAEL	6/30/86:	4	25	$ 2.8	2.3%	$ 8.4	$ 9.8
	6/30/85:	4	26	$ 3.0	2.7%	$ 8.1	$ 9.7
		..	-1	- 6.7%		+ 3.7%	+ 1.0%
GERMANY	6/30/86:	12	21	$ 2.1	1.7%	$ 3.7	$ 7.5
	6/30/85:	13	22	$ 2.5	2.2%	$ 4.6	$ 7.7
		-1	-1	-16.0%		-19.6%	- 2.6%
NETHERLANDS	6/30/86:	4	17	$ 1.9	1.6%	$ 3.1	$ 6.5
	6/30/85:	4	16	$ 1.4	1.3%	$ 3.3	$ 5.9
		..	+1	+35.7%		- 6.1%	+10.2%
Total for Top 10 (d)	6/30/86:	115	374	$105.2	87.0%	$227.2	$406.2
	6/30/85:	115	366	$ 97.7	87.4%	$236.2	$375.6
			+ 8	+ 7.7%		- 3.8%	+ 8.1%
Total for All Foreign Banks in the U.S. (e)	6/30/86:	263(56)	638	$ 120.9	100.0%	$255.3	$468.1
	6/30/85:	256(55)	616	$ 111.8	100.0%	$259.5	$430.2
		+ 7(+1)	+22	+ 8.1%		- 1.6%	+ 8.8%

†— Includes all of the foreign banks' U.S. branches, agencies, Edge banks, commercial banks, finance companies and New York State investment companies for which June 30 data were available. (a)— Ratio of commercial and industrial loans booked by all U.S. offices of the country's banks to all C&I loans booked by all the U.S. offices of all the foreign banks in the U.S. (b)— Data for several Japanese offices were not available. (c)— Large decline attributable to sale of Crocker National Corp., San Francisco, by Midland Bank PLC, London, to Wells Fargo & Co., San Francisco, in Feb. 1986. (d)— The 1985 totals are for the top 10 countries in 1985. (e)— The total number of foreign countries is shown in parenthesis. Also, the total number of banking offices in the U.S. are shown here (whether or not data were received).

Summary of Survey Findings

Totals for U.S. Branches

On June 30, 1986 (Dollar Amounts in Millions)

	Number	C&I Loans	Assets	Deposits
Beverly Hills	1	72.9	227.4	198.5
Encino, Calif.	2	N.A.	N.A.	N.A.
Los Angeles	17	826.7	2,642.0	1,525.9
San Francisco	10	415.1	1,180.6	440.3
District of Columbia	3	13.9	323.7	111.6
Agana, Guam	3	23.3	31.2	12.6
Chicago	46	6,945.3	17,095.3	4,006.0
Boston	5	243.2	399.8	164.6
Cambridge, Mass.	1	N.A.	N.A.	N.A.
New York	208	48,239.4	235,360.8	126,566.5
Portand, Ore.	5	604.8	1,885.9	1,461.8
Philadelphia	2	128.9	212.9	141.4
Pittsburgh	4	715.1	736.6	4.0
Puerto Rico	1	290.6	585.8	527.3
Virgin Islands	5	73.7	191.5	173.6
Seattle	11	812.6	2,050.9	810.3
Totals	**324**	**59,405.4**	**262,924.5**	**136,144.5**

Totals for U.S. Agencies

On June 30, 1986 (Dollar Amounts in Millions)

	Number	C&I Loans	Assets	Deposits
Beverly Hills	1	26.3	48.1	22.1
Los Angeles	61	8,740.8	35,011.7	9,259.1
San Francisco	29	2,651.2	10,252.2	1,088.8
Boca Raton, Fla.	1	1.9	41.3	40.7
Coral Gables, Fla.	2	26.2	139.7	138.2
Miami	31	1,046.6	4,971.0	3,579.8
Miami Beach	3	91.2	402.6	396.9
Tampa	1	7.5	14.8	13,2
Atlanta	12	2,163.4	3,771.1	304.9
Agana, Guam	1	17.8	33.5	32.7
Honolulu	2	36.9	37.8	0.05
New Orleans	1	0.0	2.0	0.0
New York	33	2,388.3	11,669.2	4,063.0
Dallas	2	214,5	227.6	0.5
Houston	6	363.9	515.3	89.4
Totals	**186**	**17,776.7**	**67,138.0**	**19,029.3**

Top 25 Branches in the U.S.

Based on C&I Loans on June 30, 1986

Rank 1986	Rank 1985	(Dollar Amounts in Millions)	6/30/86	6/30/85
1	2	Swiss Bank Corp., New York	2,315.0	1,918.4
2	1	Dai-Ichi Kangyo Bank Ltd., New York	2,298.0	2,237.0
3	..	Sumitomo Bank Ltd., New York	2,218.6	917.7
4	5	Bank of Tokyo Ltd., New York	2,039.4	1,845.4
5	3	Bank of Montreal, New York	1,918.3	1,905.4
6	6	Mitsubishi Bank Ltd., New York	1,871.0	1,748.5
7	4	Fuji Bank Ltd., New York	1,737.6	1,903.6
8	9	Banco di Napoli, New York	1,626.9	1,258.4
9	7	Sanwa Bank Ltd., New York	1,481.8	1,437.7
10	10	Nippon Credit Bank, New York	1,349.5	1,024.5
11	8	Royal Bank of Canada, New York	1,306.0	.....
12	..	Industrial Bank of Japan Ltd., New York	1,144.6	997.0
13	..	National Westminster Bank Plc, New York	1,118.3	717.5
14	..	Long-Term Credit Bank of Japan, New York	1,104.1	1,022.5
15	..	Banco di Roma, New York	902.4	771.9
16	..	Istituto Bancario San Paolo di Torino, New York	826.8	353.7
17	..	Tokai Bank Ltd., New York	824.4	858.3
18	..	Taiyo Kobe Bank Ltd., New York	814.2	690.6
19	..	Mitsui Bank Ltd., New York	754.2	738.1
20	..	Banca Nazionale del Lavoro, New York	732.5	896.1
21	..	Yasuda Trust & Banking Co. Ltd., New York	718.9	748.9
22	..	Banco di Roma, Chicago	699.7	291.7
23	..	Sumitomo Trust & Banking Co. Ltd., New York	694.2	330.0
24	..	Daiwa Bank Ltd., New York	647.4	596.1
25	..	Mitsui Trust & Banking Co. Ltd., New York	638.0	474.9

Top 25 U.S. Bank Subsidiaries

Based on C&I Loans on June 30, 1986

Rank 1986	Rank 1985	(Dollar Amounts in Millions)	6/30/86	6/30/85
1	1	Marine Midland Bank NA, Buffalo, N.Y.	6,042.9	6,687.1
2	3	National Westminster Bank USA, New York	3,779.4	3,123.0
3	5	Union Bank, Los Angeles	2,683.0	2,315.8
4	4	European American Bank, New York	1,949.1	2,560.1
5	7	Harris Trust & Savings Bank, Chicago	1,906.8	1,735.6
6	6	Bank of Tokyo Trust Co., New York	1,882.9	1,746.5
7	8	California First Bank, San Francisco	1,609.4	1,542.8
8	9	Bank Leumi Trust Co., New York	1,103.6	1,107.7
9	..	First National Bank of Maryland, Baltimore	988.6	.....
10	..	Bank of California NA, San Francisco	833.3	717.2
11	10	Lloyds Bank California, Los Angeles	754.1	738.4
12	..	Sumitomo Bank of California, San Francisco	740.0	656.7
13	..	Industrial Bank of Japan Trust Co., New York	740.0	611.1
14	..	Mitsui Manufacturers Bank, Los Angeles	726.4	714.3
15	..	Fuji Bank & Trust Co., New York	669.0	716.7
16	..	Sanwa Bank California, San Francisco	647.2	450.2
17	..	Israel Discount Bank of New York	546.9	567.1
18	..	LaSalle National Bank, Chicago	533.4	448.0
19	..	IBJ Schroder Bank & Trust Co., New York	503.2	463.9
20	..	Barclays Bank of New York NA	474.4	445.6
21	..	Long Island Trust Co. NA, Garden City, N.Y.	396.9	334.6
22	..	Canadian Imperial Bank of Commerce (New York)	387.1	504.6
23	..	Bank of the West, San Francisco	305.7	328.0
24	..	Tokai Bank of California, Los Angeles	271.9	174.4
25	..	Barclays Bank of California, San Francisco	252.3	224.0

Top 25 Agencies in the U.S.

Based on C&I Loans on June 30, 1986

Rank 1986	Rank 1985	(Dollar Amounts in Millions) (b)-Branch, (h)-Head Office	6/30/86	6/30/85
1	2	Industrial Bank of Japan Ltd., Los Angeles	1,314.1	917.4
2	1	Toronto-Dominion Bank, Atlanta	798.8	917.7
3	3	Bancomer, New York	575.9	773.5
4	10	Bank of Nova Scotia, Atlanta	562.1	333.6
5	..	Mitsubishi Trust & Banking Corp., Los Angeles	510.0	227.3
6	7	Dai-Ichi Kangyo Bank, Los Angeles	506.2	434.9
7	..	Banco di Roma, San Francisco	469.0	192.6
8	8	Long-Term Credit Bank of Japan, Los Angeles	435.9	434.8
9	..	Mitsubishi Bank Ltd., Los Angeles	433.2	307.2
10	9	Mitsui Bank Ltd., Los Angeles	407.7	403.5
11	..	Bank of Tokyo Ltd., Los Angeles	387.9	207.5
12	..	Toronto Dominion Bank, San Francisco	378.7	259.1
13	..	Daiwa Bank Ltd., Los Angelas	372.1	313.7
14	..	Sumitomo Bank Ltd., San Francisco	364.3	289.1
15	5	Banco Nacional de Mexico, New York	342.1	516.1
16	..	Kyowa Bank, Los Angeles	326.1	250.1
17	..	Nippon Credit Bank Ltd., Los Angeles	310.8	138.0
18	..	Taiyo Kobe Bank Ltd., Los Angeles	299.1	215.0
19	..	Tokai Bank Ltd., Los Angeles	287.1	277.7
20	..	Sumitomo Trust & Bkg Co. Ltd., Los Angeles	248.1	250.0
21	..	Bank of Nova Scotia, San Francisco	242.8	144.6
22	..	Lloyds Bank Plc., Miami	240.2	212.1
23	..	Sanwa Bank Ltd., San Francisco	216.6	94.6
24	6	Canadian Imp. Bank of Commerce, New York	213.7	490.0
25	..	Yasuda Trust & Banking Co. Ltd., Los Angeles	210.4	139.3

U.S. Branches of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
CALIFORNIA	Beverly Hills	1	Bank Leumi le-Israel (H,x)	72,873	88,536	227,446	254,238	198,469	217,996
	Los Angeles	1	Bangkok Bank Ltd. (x)	10,468	7,800	62,721	89,667	7,629	8,177
		2	Bank Hapoalim (H,x)	63,621	N.A.	163,200	N.A.	96,415	N.A.
		3	Banque Indosuez	61,578	38,122	67,244	41,731	828	1,583
		4	Credit Suisse (H)	106,243	187,644	157,562	226,920	21,469	19,324
		5	Hongkong & Shanghai Banking Corp.	58,732	16,703	88,237	57,151	42,408	35,298
		6	International Commercial Bank of China	15,581	3,926	106,489	150,515	53,945	28,210
		7	Istituto Bancario San Paolo di Torino (x)	72,416	36,512	200,661	246,765	166,513	208,638
		8	Ka Wah Bank Ltd.	454	933	5,342	5,922	2,380	4,872
		9	Philippine National Bank (H,x)	6,000	6,000	39,257	44,410	544	4,236
		10	Saitama Bank Ltd. (H,x)	241,901	215,013	865,202	1,028,196	475,348	674,168
		11	Shizuoka Bank Ltd. (x)	33,539	9,926	637,296	153,520	565,068	140,271
		12	Siam Commercial Bank Ltd. (H,x)	40,891	19,750	56,170	33,651	6,549	18,883
		13	Societe Generale	15,163	24,837	38,906	35,227	281	169
		14	United Mizrahi Bank Ltd. (x)	69,868	71,415	95,041	97,313	70,225	65,686
		15	Westpac Banking Corp.	25,967	37,321	35,941	45,909	185	170
		16	Wing Lung Bank Ltd.	4,315	1,782	22,736	15,023	16,148	12,983
	San Francisco	1	Bank Hapoalim	6,456	5,608	12,974	8,452	12,857	8,203
		2	Bank of British Columbia (x)	55,998	36,984	119,212	113,406	8,056	74,846
		3	Dah Sing Bank Ltd.	3,408	7,988	20,347	21,596	4,549	9,086
		4	Hongkong & Shanghai Banking Corp (x)	61,050	61,630	260,696	267,744	216,923	162,329
		5	Lloyds Bank International	104,493	103,937	165,338	154,153	2,774	2,659
		6	Metropolitan Bank & Trust Co.(H)	1,468	1,858	6,950	11,985	461	3,956
		7	Nanyang Commercial Bank Ltd.	4,808	433	17,270	16,934	5,159	2,447
		8	Overseas Trust Bank Ltd. (H)	10,741	22,670	20,522	42,483	15,691	16,327
		9	Swiss Bank Corp. (H)	125,638	166,249	417,045	546,935	173,507	192,087
		10	Westpac Banking Corp.	41,017	9,308	140,210	90,668	328	928
DISTRICT OF COLUMBIA	Washington	1	Abu Dhabi Int'l Bank Inc. (H,x)	7,170	16,814	168,345	182,380	95,724	85,214
		2	Banco Real (x)	6,735	313	14,111	2,962	591	380
		3	National Bank of Pakistan (x)	0	2,114	141,285	115,478	15,265	35,467
GUAM	Agana	1	Allied Banking Corp.	8,530	9,579	11,404	50,498	2,672	50,015
		2	First Commercial Bank	12,623	9,251	14,554	13,079	8,284	11,035
		3	Metropolitan Bank & Trust Co.	2,118	1,473	5,240	4,241	1,660	1,824
ILLINOIS	Chicago	1	Algemene Bank Nederland (H)	40,089	16,640	93,214	80,909	7,389	3,137
		2	Allied Irish Bank Plc	0	23,813	1,301	54,215	61	2,362
		3	Australia & New Zealand Bkg Group Ltd.	209,928	117,228	272,470	172,852	10	10
		4	Banca Commerciale Italiana (x)	122,232	118,944	1,180,020	995,419	154,944	653,546
		5	Banca Nazionale del Lavoro (x)	171,784	118,482	462,407	343,369	1,272	111,921
		6	Banco de la Nacion Argentina (x)	13,789	17,902	201,868	200,979	1,092	250
		7	Banco di Roma (x)	699,683	291,723	1,651,233	870,721	100,000	499,700
		8	Bank Hapoalim (x)	64,074	68,220	77,571	94,316	36,061	42,310
		9	Bank Leumi le-Israel	39,725	36,930	110,074	107,006	90,258	87,653
		10	Bank of Montreal (H)	548,004	609,206	819,941	1,152,254	540,156	1,125,258
		11	Banque Indozuez	71,651	100,777	113,474	110,317	12,593	6,537
		12	Banque Nationale de Paris (x)	247,584	198,481	584,570	520,490	137,304	216,664
		13	Banque Paribas	101,679	162,307	139,199	215,611	364	475
		14	Barclays Bank International	106,614	109,029	132,094	111,988	1,788	3,708
		15	Bayerische Vereinsbank	10,550	13,218	83,629	108,083	75,593	75,668
		16	Canadian Imperial Bank of Commerce	27,016	32,401	31,453	35,633	27	163
		17	Commercial Bank of Korea Ltd.	14,275	27,039	39,650	35,509	2,499	3,196
		18	Commerzbank (x)	145,411	207,980	287,026	421,707	169,062	265,893
		19	Commonwealth Bank of Australia	5,000	0	9,008	0	0	0
		20	Credit Agricole Mutuel (H,x)	23,132	18,231	403,208	223,481	255,224	84,099
		21	Credit Lyonnais	265,772	57,907	359,374	133,504	11,508	2,605
		22	Dai-Ichi Kangyo Bank (x)	155,853	108,035	1,546,113	991,220	996,522	651,292
		23	Dresdner Bank	71,004	57,894	106,752	138,457	12,072	26,489
		24	Fuji Bank Ltd. (x)	541,520	531,770	1,204,471	1,280,809	417,980	360,512
		25	Hongkong & Shanghai Banking Corp.	37,036	35,191	54,462	50,322	19,397	12,180
		26	International Commercial Bank of China (x)	1,820	4,028	56,637	25,907	19,012	20,874
		27	Korea Exchange Bank(x)	16,525	28,805	69,267	55,668	31.836	35,109
		28	Korea First Bank	37,319	38,813	49,798	48,478	8,686	7,315
		29	Lloyds Bank Plc (x)	252,051	159,534	365,422	288,276	12,053	15,303
		30	Mitsubishi Bank Ltd. (x)	340,719	176,502	1,317,523	1,128,845	47,728	18,746
		31	Mitsui Bank Ltd. (x)	65,779	0	228,947	0	744	0
		32	National Australia Bank	24,175	67,160	65,231	115,685	42	20
		33	National Bank of Canada (H,x)	53,371	93,312	139,414	198,472	24	407
		34	National Bank of Greece	9,865	8,080	62,605	49,614	52,301	45,000
		35	National Bank of Pakistan	332	425	3,466	4,310	3,323	3,100
		36	National Westminster Bank, Plc	312,920	242,448	350,073	334,088	573	852
		37	Sanwa Bank Ltd. (x)	222,305	188,310	1,245,759	1,208,193	16,884	76,025
		38	Societe Generale	92,871	49,156	94,759	53,779	190	538
		39	Standard Chartered Bank Plc	76,411	67,657	104,797	96,267	27,244	25,471
		40	State Bank of India	14,303	5,403	22,989	25,068	18,784	16,749
		41	Sumitomo Bank Ltd. (x)	366,839	324,987	1,007,935	862,646	495,696	555,121
		42	Swiss Bank Corp.	444,456	202,242	480,566	264,109	13,496	13,111
		43	Tokai Bank Ltd. (x)	230,010	206,061	607,825	500,960	205,057	110,475
		44	Toronto Dominion Bank	500,024	395,947	541,112	487,725	9,005	2,079
		45	Union Bank of Switzerland	149,822	67,340	316,626	165,076	142	15
MASSACHUSETTS	Boston	1	Bank Hapoalim (x)	84,285	107,480	114,039	151,056	46,109	38,216
		2	Bank of Nova Scotia	59,692	116,243	137,656	102,084	65,020	41,086
		3	Barclays Bank Plc	84,397	61,152	89,596	67,077	5,487	4,944
		4	Lloyds Bank International Plc	0	0	0	0	0	0
		5	National Bank of Greece (H,x)	14,852	10,804	58,464	45,659	47,988	38,394

(Continued on Page 18)

Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1986. C&I loans are commercial and industrial loans as of 6/30/86. Assets and deposits are average balances for the 30 day period ended June 30, 1986. (a)— Converted to a representative office in Oct. 1986. (f)—Has 2 branches in New York. (h)—This branch is not FDIC-insured. (j)—Consolidated data for 3 FDIC-insured branches. (k)—Has 3 branches in New York. (m)—An agency under state law, but considered a branch by Federal Reserve because it has special powers, granted under New York state law, to issue large denomination deposits to both foreign and domestic residents. (s)—Includes branches in Christiansted and Frederiksted. (t)—Includes branch in St. Thomas. (x)—Has a international banking facility (IBF) office. (H)—Office is located in the bank's "home state."

U.S. Branches of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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(Continued from Previous Page)

				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
NEW YORK	New York	1	Algemene Bank Nederland (f,x)	384,197	222,555	1,572,382	1,592,386	870,827	1,038,975
		2	Allied Irish Bank Ltd. (H)	8,416	15,339	134,783	84,560	65,889	78,553
		3	Amsterdam Rotterdam Bank (H,x)	118,398	113,504	993,971	751,385	412,175	388,250
		4	Arab African International Bank (x)	1,859	19,366	225,088	329,968	19,182	1,334
		5	Arab Bank Ltd. (H,x)	10,320	15,695	332,229	275,121	71,729	13,566
		6	Arab Banking Corp. (H,x)	80,750	209,557	458,309	352,044	223,929	165,390
		7	Australia & New Zealand Banking Corp. (H,x)	33,356	14,561	311,712	145,271	226,818	54,573
		8	Banca Commerciale Italiana (H,x)	368,298	412,630	2,218,451	2,965,680	371,846	2,326,055
		9	Banca Nazionale del Lavoro (H,x)	732,522	896,148	3,168,034	3,384,764	1,443,176	2,850,511
		10	Banca Nazionale dell'Agricoltura (H,x)	193,918	248,711	1,107,367	1,215,611	798,098	857,743
		11	Banca Popolare di Milano (H)	333,653	68,435	699,615	364,299	329,305	324,356
		12	Banca della Svizzera Italiana (H,x)	109,061	23,785	457,654	327,173	52,629	24,414
		13	Banco Bamerindus do Brasil (H,x)	7,818	2,584	92,876	113,145	4,691	1,664
		14	Banco Bandeirantes (H)	0	0	10,517	10,754	0	0
		15	Banco Brasileiro de Descontos (H,x)	3,028	1,161	72,291	46,785	41,538	22,252
		16	Banco Central (H,x)	95,218	40,513	561,886	525,966	37,862	10,186
		17	Banco Consolidado (H,f,x)	14,438	4,461	85,237	71,343	84,365	70,210
		18	Banco Economico (H,x)	250	1,419	28,767	26,113	2,055	11,591
		19	Banco Espanol de Credito	83,683	47,304	94,353	57,755	84,297	53,886
		20	Banco Hispano-Americano (H)	10,861	3,581	224,336	120,444	6,029	26,018
		21	Banco Itau (H,x)	32,369	37,543	93,324	100,694	779	11,307
		22	Banco Mercantil de Sao Paulo (H,m,x)	3,958	3,001	123,266	80,557	25,945	9,933
		23	Banco Nacional de Panama (H,x)	0	0	3,280	15,827	1,840	2,946
		24	Banco Noroeste (H,x)	9,482	10,333	36,544	32,862	11,500	23,556
		25	Banco Portugues do Atlantico (H,m,x)	56,309	38,498	125,504	91,409	3,796	27,157
		26	Banco Real (H,x)	200,834	201,223	431,422	392,857	66,395	68,762
		27	Banco Rio de la Plata (H,m,x)	44,757	24,852	236,675	297,360	156,447	144,859
		28	Banco Safra (H,x)	77,173	48,737	300,851	280,940	261,127	257,700
		29	Banco Union (m)	828	13,045	21,285	39,385	8,747	5,815
		30	Banco de Bilbao (H,x)	38,827	38,760	394,312	458,219	243,532	279,489
		31	Banco de Bogota (H,m,x)	29,821	50,133	127,612	159,043	52,082	120,778
		32	Banco de Chile (H,x)	9,119	169	62,621	44,013	41,834	37,303
		33	Banco de Credito Nacional (H,x)	63,031	71,226	110,100	106,235	19,690	14,019
		34	Banco de Credito del Peru (H,x)	9,130	1,619	31,235	25,027	18,647	14,890
		35	Banco de Santander (x)	15,473	33,740	155,909	146,438	114,206	136,822
		36	Banco de Santander-375 Park Ave. (x)	5,115	3,210	171,196	134,493	167,947	132,526
		37	Banco de Vizcaya (H,x)	26,462	26,474	87,627	99,640	56,517	57,523
		38	Banco de la Nacion Argentina (H,x)	248,142	243,465	616,085	650,122	92,668	213,390
		39	Banco di Napoli (H,x)	1,626,867	1,258,392	3,304,797	2,783,452	2,350,303	1,677,008
		40	Banco di Roma (H,x)	902,411	771,934	2,898,476	3,108,331	2,384,593	2,286,004
		41	Banco di Sicilia (H,x)	165,738	224,998	671,820	716,405	15,591	301,067
		42	Banco do Brasil (x)	49,546	13,239	343,989	302,982	203,025	211,420
		43	Banco do Estado do Parana (H)	0	0	8,230	8,098	4,403	5,512
		44	Banco do Estado do Rio Grande do Sul (H)	0	0	12,762	3,921	0	0
		45	Banco do Estado do Rio de Janiero (H,x)	0	0	23,036	41,751	10,373	9,251
		46	Bangkok Bank Ltd. (x)	34,997	16,951	171,287	269,876	11,916	109,205
		47	Bank Bumi Dayao	42,200	0	576,864	0	287,695	0
		48	Bank Bumiputra Malaysia Berhad (H,x)	40,669	72,324	133,785	163,000	13,134	108,893
		49	Bank Hapoalim (h,x)	377,088	418,315	1,013,113	974,816	869,605	775,569
		50	Bank Hapoalim (I)	0	7,872	220,664	224,592	37,782	91,794
		51	Bank Julius Baer & Co. Ltd. (H,x)	16,417	35,448	181,747	156,417	117,785	111,650
		52	Bank Leu Ltd. (H,x)	34,960	24,581	523,962	247,763	128,595	48,269
		53	Bank Negara Indonesia 1946 (x)	118,118	196	962,180	838,536	243,799	269,663
		54	Bank fur Gemeinwirtschaft (H,x)	16,972	780	308,645	225,635	99,512	185,057
		55	Bank of Baroda (H)	18,047	20,033	28,294	36,761	6,222	7,287
		56	Bank of China (H,x)	48,652	26,797	466,868	485,272	85,950	46,265
		57	Bank of East Asia (H,x)	7,671	8,475	85,682	46,934	20,934	12,495
		58	Bank of India (H)	59,003	39,692	68,901	49,105	15,173	12,551
		59	Bank of Montreal (x)	1,918,251	1,905,407	5,990,181	6,307,572	2,544,912	2,449,569
		60	Bank of New Zealand (H,x)	143,617	65,487	525,408	295,494	408,282	253,733
		61	Bank of Nova Scotia (H,m,x)	475,319	174,772	2,387,656	1,093,022	1,765,251	636,478
		62	Bank of Scotland (H)	135,569	90,103	186,157	97,268	1,992	2,001
		63	Bank of Seoul (H,m,x)	84,546	116,743	144,494	161,821	1,198	1,073
		64	Bank of Tokyo Ltd. (m,x)	2,039,443	1,845,439	8,907,703	6,769,425	3,346,795	2,803,493
		65	Bank of Yokohama (H,x)	434,317	422,123	1,603,720	1,475,658	1,170,832	1,156,752
		66	Bank of the Philippine Islands (H,x)	7,488	0	47,478	0	28,979	0
		67	Banque Bruxelles Lambert (H,x)	42,841	19,458	626,927	406,867	322,520	308,919
		68	Banque Francaise du Commerce Exterieur (H,x)	77,986	76,484	1,038,930	1,256,411	439,975	750,473
		69	Banque Indosuez (H,x)	195,382	194,899	1,744,059	2,712,167	1,397,355	1,719,507
		70	Banque Nationale de Paris (H,x)	501,695	655,722	2,633,330	2,203,879	1,689,352	1,528,266
		71	Banque Paribas (H,x)	130,903	88,070	1,173,512	1,067,000	1,013,204	637,367
		72	Banque Worms (H,x)	36,221	51,212	135,708	91,657	58,285	65,589
		73	Barclays Bank, Plc (H,k,x)	517,646	436,460	2,414,097	2,904,951	2,073,161	2,057,613
		74	Bayerische Hypotheken -und Wechsel Bank (H,x)	13,606	17,235	40,024	40,175	1,214	13,649
		75	Bayerische Landesbank Girozentrale (H,x)	3,300	10,055	418,204	514,375	209,538	417,645
		76	Bayerische Vereinsbank (x)	58,197	53,519	194,955	215,899	55,515	204,048
		77	Berliner Handels und-Frankfurter Bank (H,x)	161,122	99,878	214,594	167,409	100,944	67,922
		78	Cassa di Risparmio delle Provincie Lombarde (H,x)	71,473	N.A.	645,349	N.A.	356,148	N.A.
		79	Cassa di Risparmio di Torino (H,x)	30,735	0	196,768	0	77,954	0
		80	Cho-Hung Bank (H,x)	115,764	99,793	214,490	135,485	63,132	32,906
		81	Chuo Trust & Banking Co. (H,m,x)	269,027	255,825	1,272,635	1,033,569	897,568	562,268
		82	Commercial Bank of Korea (H,m,x)	116,352	113,430	373,808	184,697	11,321	42,629
		83	Commercial Bank of Kuwait (H,x)	46,525	5,000	495,762	601,329	469,448	469,367
		84	Commerzbank (H,x)	192,737	515,262	1,916,497	1,316,416	1,592,909	992,924
		85	Commonwealth Bank of Australia (H,x)	32,455	17,202	266,428	187,338	32,111	32,140
		86	Compagnie Financiere de Cred Indl et Comml (H,x)	174,497	0	935,175	0	293,455	0

(Continued on Page 22)

Footnotes appear on first page 18.

American Banker
FOREIGN BANKS IN THE U.S.

U.S. Branches of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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(Continued from Previous Page)

				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
NEW YORK (Cont.)	New York	87	Continental Bank of Canada (H,x)	119,016	30,534	134,256	118,717	84,001	73,494
		88	Copenhagen Handelsbank (H)	33,007	0	62,386	0	168	0
		89	Credit Agricole Mutuel	30,022	16,751	116,062	40,985	3,804	1,050
		90	Credit Commerciale de France (H,x)	342,220	330,411	569,886	445,122	263,817	269,508
		91	Credit Industriel et Commercial, Paris	174,497	161,212	935,175	1,034,128	293,455	489,109
		92	Credit Lyonnais (x)	443,865	585,676	2,832,310	2,445,931	1,866,288	1,387,829
		93	Credit du Nord (H,x)	6,307	14,167	293,707	606,576	225,572	470,542
		94	Creditanstalt-Bankverein(H,x)	136,257	122,953	270,154	242,777	166,336	90,122
		95	Credito Italiano (H,x)	206,523	142,770	1,363,118	933,798	98,734	688,864
		96	Dai-Ichi Kangyo Bank Ltd. (x)	2,298,000	2,237,000	10,879,000	10,455,000	6,184,000	6,169,000
		97	Daiwa Bank Ltd. (H,x)	647,392	596,076	3,549,718	3,168,316	2,062,224	2,222,120
		98	Danske Bank (H)	20,797	0	204,912	0	639	0
		99	Danske Provinsbank (H,x)	173,869	120,967	250,351	195,468	210,340	119,403
		100	Deutsche Bank (x)	253,071	218,322	802,166	867,119	345,560	640,094
		101	Deutsche Genossenschaftsbank (x)	38,305	27,561	326,838	395,748	135,632	164,709
		102	Doha Bank Ltd. (H,x)	0	0	38,405	40,021	18,382	15,886
		103	Dresdner Bank (x)	276,201	422,946	1,132,973	1,123,795	421,580	412,010
		104	Fuji Bank Ltd. (H,m,x)	1,737,569	1,903,580	9,359,947	6,907,058	5,946,060	4,305,162
		105	Generale Bank (H)	0	0	813,408	1,081,457	709,864	874,355
		106	Govnor & Co. of Bank of Ireland (H,x)	12,166	25,970	165,737	280,783	80,672	141,017
		107	Gulf International Bank (H,x)	0	0	81,793	120,405	79,383	52,016
		108	Habib Bank (H,x)	2,227	2,897	72,251	27,797	44,147	22,809
		109	Hang Seng Bank Ltd. (H,x)	10,360	11,628	133,549	90,307	113,259	88,874
		110	Hessiche Landesbank Girozentrale (H,x)	0	0	82,029	81,358	23,620	7,300
		111	Hokkaido Takushoku Bank Ltd. (x)	357,639	429,216	2,287,549	1,847,719	1,978,236	1,458,912
		112	Hokuriku Bank Ltd. (H,x)	138,561	133,366	862,210	798,883	731,153	519,972
		113	Hongkong & Shanghai Banking Corp. (H,x)	538,914	323,055	1,510,461	922,733	1,080,319	573,041
		114	Hyakujushi Bank Ltd. (H,x)	19,390	0	95,638	0	41,148	0
		115	Industrial Bank of Japan Ltd. (H,m,x)	1,144,593	996,965	5,722,168	4,324,724	2,779,180	2,201,099
		116	Israel Discount Bank (H)	5,038	250	8,725	4,987	1	3
		117	Istituto Boncario San Paolo di Torino (x)	826,782	353,743	1,382,874	841,740	432,665	234,131
		118	Ka Wah Bank Ltd. (x)	964	8,598	14,407	46,724	14,119	46,405
		119	Kansallis-Osake-Pankki (H)	65,064	0	248,910	0	7,475	0
		120	Korea Exchange Bank (H,x)	252,616	267,758	829,805	713,730	150,104	127,830
		121	Korea Exchange Bank- NYC Branch #2	11,025	9,644	52,739	45,500	46,382	30,263
		122	Korea Exchange Bank (Queens)	4,399	0	21,995	0	19,781	0
		123	Korea First Bank (H,m,x)	158,594	242,191	243,581	310,769	2,405	15,530
		124	Kredietbank (H,x)	111,565	98,419	325,546	285,470	23,401	32,598
		125	Krung Thai Bank Ltd. (H,x)	18,563	5,032	93,852	57,492	71,590	31,290
		126	Kyowa Bank Ltd. (x)	500,045	541,749	2,465,599	1,887,065	1,486,012	1,295,727
		127	Libra Bank Plc (H,m,x)	0	0	346,548	398,070	341,548	383,046
		128	Lloyds Bank Plc (x)	418,886	189,909	2,894,866	2,271,765	1,777,759	1,999,447
		129	Long-Term Credit Bank of Japan (H,x)	1,104,092	1,022,456	3,617,170	2,773,179	1,638,791	1,320,655
		130	Malayan Banking Berhad (H)	6,000	12,469	127,287	108,743	95,054	65,112
		131	Metropolitan Bank & Trust Co.	2,115	1,904	17,079	9,525	3,804	5,562
		132	Middle East Bank Ltd. (H,x)	9,870	4,781	17,458	19,365	10,982	12,291
		133	Midland Bank Plc (x)	70,927	5,579	1,599,192	732,419	673,793	62,629
		134	Mitsubishi Bank Ltd.(x)	1,871,000	1,743,502	11,911,000	7,798,844	8,166,000	4,735,622
		135	Mitsubishi Trust & Banking Corp. (H,x)	605,172	574,150	5,157,336	4,169,934	3,073,532	2,549,666
		136	Mitsui Bank Ltd. (x)	754,175	738,065	3,965,511	3,539,742	1,588,622	2,107,172
		137	Mitsui Trust & Banking Co. Ltd. (H,x)	638,037	474,655	4,721,415	4,396,052	903,755	4,098,949
		138	Monte dei Paschi di Siena (H,x)	243,186	84,772	934,587	690,903	661,577	540,950
		139	National Australia Bank (H)	69,987	52,760	403,373	416,948	166,867	117,420
		140	National Bank of Canada (x)	62,112	96,588	1,091,150	669,637	926,838	347,228
		141	National Bank of Kuwait (H,x)	3,851	1,247	375,711	148,454	252,413	74,824
		142	National Bank of Pakistan (H,f,x)	5,716	4,430	310,301	207,094	272,698	186,157
		143	National Commercial Bank (H,x)	14,917	17,500	434,940	210,592	140,416	30,589
		144	National Westminster Bank Plc (H,x)	1,118,327	717,466	2,429,767	2,559,850	1,327,398	1,740,924
		145	Nedbank Ltd. (H,x)	29,297	19,645	132,346	197,089	978	1,042
		146	Nederlandsche Middenstandsbank (H,x)	152,960	124,780	686,153	768,000	546,928	719,800
		147	Nippon Credit Bank (H,x)	1,349,512	1,024,478	3,625,453	2,743,241	2,173,066	1,784,009
		148	Norinchukin Bank (H)	141,788	117,230	5,340,752	2,091,612	1,609,939	281,923
		149	Overseas-Chinese Banking Corp. (H,m,x)	1,000	470	19,614	29,876	11,191	21,054
		150	PT Bank Central Asia (H,x)	20,870	56,011	31,719	52,500	9,980	31,469
		151	Philippine Commercial International Bank (H,x)	5,665	9,744	27,232	33,704	4,851	7,546
		152	Philippine National Bank	247	494	10,382	14,951	6,159	9,700
		153	Privatbanken (H,x)	571	15,359	230,280	205,246	93,126	55,079
		154	Rabobank Nederland (H,x)	119,226	149,484	930,559	770,721	17,158	16,270
		155	Royal Bank of Canada (H)	1,306,013	0	2,987,996	0	1,186,526	0
		156	Royal Bank of Canada (H,f,m,x)	0	1,321,974	0	2,808,466	0	1,423,538
		157	Royal Bank of Scotland Plc (H)	49,079	35,599	95,972	73,167	3,422	9,867
		158	Saitama Bank Ltd. (x)	349,909	350,020	2,358,724	2,203,423	1,274,826	1,434,396
		159	Sanwa Bank Ltd. (x)	1,481,792	1,437,686	7,374,921	6,181,889	4,395,831	4,130,411
		160	Saudi International Bank (H,x)	10,000	10,000	196,757	213,688	127,621	174,501
		161	Shanghai Commercial Bank Ltd.	3,541	2,274	49,231	70,362	26,914	32,885
		162	Siam Commercial Bank Ltd. (m,x)	126,538	120,161	179,399	182,623	140,333	118,995
		163	Societe Generale (x)	121,549	240,633	1,774,701	2,180,875	1,456,173	1,136,493
		164	Standard Chartered Bank Plc (f,x)	220,165	231,268	821,505	848,408	456,326	538,163
		165	State Bank of India (Brdwy) (H)	4,249	0	11,135	0	0	0
		166	State Bank of India (H,k,x)	47,108	26,018	135,032	95,531	53,311	53,842
		167	State Bank of New South Wales (H)	61,322	25,063	107,338	103,297	20,255	283
		168	State Bank of Victoria	0	0	1,713	0	639	0
		169	Sumitomo Bank Ltd.(x)	2,218,631	917,726	8,430,465	6,459,909	4,817,414	4,333,225
		170	Sumitomo Trust & Banking Co. Ltd. (H,x)	694,243	330,006	3,409,491	3,620,290	2,516,516	2,884,928
		171	Swiss Bank Corp. (f,x)	2,315,000	1,918,379	11,551,000	5,623,290	5,018,000	2,928,457
		172	Swiss Credit Bank (x)	256,156	362,086	1,897,530	2,040,134	1,086,392	1,221,757

(Continued on Page 24)

Footnotes appear on page 16.

U.S. Branches of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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(Continued from Previous Page)

				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
NEW YORK (Cont.)	New York	173	Thai Farmers Bank (H,x)	14,405	14,407	44,451	40,687	13,783	13,367
		174	Tokai Bank Ltd. (x)	824,425	858,319	4,816,765	4,223,139	3,000,836	2,376,681
		175	Toronto Dominion Bank (H,x)	613,735	637,809	5,114,406	5,190,538	3,478,687	3,029,592
		176	Toyo Trust & Banking Co. Ltd. (H,x)	330,419	249,330	2,159,471	1,671,104	1,590,555	1,449,299
		177	Turkiye Cumhuriyeti Ziraat Bankasi (H,x)	15,602	263	134,218	109,021	98,277	42,209
		178	Udruzena Beogradska Banka (H,m,x)	40,834	23,740	189,365	229,123	94,983	81,648
		179	Uniao de Bancos Brasileros (H,x)	600	3,547	88,908	84,059	45,030	34,680
		180	Union Bank of Finland Ltd. (H,x)	20,816	0	190,654	0	164,005	0
		181	Union Bank of Switzerland (x)	393,298	239,467	5,334,726	4,252,412	1,217,883	2,519,682
		182	Union Bank of the Middle East Ltd. (H,x)	22,625	40,782	106,009	106,951	62,484	11,455
		183	United Bank Ltd. (H,x)	52	8	34,454	26,200	12,325	15,200
		184	United Bank for Africa Ltd. (H,x)	0	0	411,478	246,578	379,058	223,540
		185	United Bank of Kuwait Ltd. (H,x)	1,753	2,503	124,039	92,852	119,915	78,789
		186	Westdeutsche Landesbank (H,x)	153,148	195,477	1,069,526	930,077	824,046	702,006
		187	Westpac Banking Corp. (H,x)	27,128	87,390	429,247	281,816	71,590	20,622
		188	Yasuda Trust & Banking Co. Ltd. (H,x)	718,906	748,872	2,307,166	2,844,457	1,604,672	1,787,268
OREGON	Portland	1	Bank of Nova Scotia	11,549	16,568	188,232	506,784	186,786	500,416
		2	Bank of Tokyo Ltd.	158,391	126,866	670,362	1,014,320	654,364	952,279
		3	Canadian Imperial Bank of Commerce	35,044	40,634	487,988	636,137	481,452	623,977
		4	Hongkong & Shanghai Banking Corp.	22,410	8,273	40,117	20,156	3,280	11,453
		5	Royal Bank of Canada, Portland	377,447	596,969	499,183	725,510	135,885	218,171
PENNSYLVANIA	Philadelphia	1	Bank Hapoalim (x)	102,866	104,699	130,040	143,850	71,042	62,637
		2	Bank Leumi le-Israel	25,986	39,639	82,904	90,791	70,310	76,675
	Pittsburgh	1	Algemene Bank Nederland	25,378	21,422	35,870	36,624	1,862	1,651
		2	Canadian Imperial Bank of Commerce	315,949	54,205	319,007	113,029	404	4
		3	Lloyds Bank Plc (x)	373,739	330,542	381,714	336,005	1,752	1,113
PUERTO RICO	San Juan	1	Royal Bank of Canada, San Juan	290,569	286,272	585,825	514,326	527,331	495,453
VIRGIN ISLANDS	Charlotte Amalie	1	Bank of Nova Scotia, Charlotte Amalie (s)	33,837	8,337	79,614	176,448	67,503	158,125
		2	Barclays Bank International, Charlotte Amalie (t)	39,868	22,310	111,924	159,257	106,127	156,470
WASHINGTON	Seattle	1	Algemene Bank Nederland	80,268	17,714	88,924	14,555	111	155
		2	Bank of Tokyo Ltd.	184,173	160,149	263,120	182,903	247,826	156,781
		3	Barclays Bank Plc	85,383	104,213	103,373	122,323	1,678	796
		4	Canadian Imperial Bank of Commerce	21,814	42,040	59,885	93,325	29,898	38,840
		5	Hokkaido Takushoku Bank Ltd.(x)	101,151	69,715	350,455	163,695	101,267	3,701
		6	Hongkong & Shanghai Banking Corp.	31,558	11,894	42,587	32,792	28,612	23,805
		7	Korea Exchange Bank (x)	30,020	30,649	129,010	113,236	210	323
		8	Mitsui Bank Ltd. (a,x)	38,455	35,913	280,041	277,502	139,991	177,906
		9	Standard Chartered Bank	17,308	8,078	34,612	16,325	7,178	7,148
		10	Sumitomo Bank Ltd. (x)	148,190	106,144	283,748	335,024	135,898	203,489
		11	Taiyo Kobe Bank Ltd.(x)	74,231	82,389	415,181	390,475	117,675	92,704

Footnotes appear on first page of series.

U.S. Agencies of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
CALIFORNIA	Beverly Hills	1	Israel Discount Bank Ltd.	26,333	21,310	48,122	32,567	22,142	20,572
	Los Angeles	1	Algemene Bank Nederland	43,232	90,010	72,120	66,416	447	502
		2	Australia & New Zealand Banking Group(x)	57,263	43,946	240,365	218,980	10,133	32,639
		3	Banca Commerciale Italiana (x)	93,903	118,839	313,823	233,187	873	64,728
		4	Banca Nazionale del Lavoro (x)	56,830	78,088	272,054	406,834	493	54,913
		5	Banca Serfin (x)	36,067	42,938	123,192	138,841	42,095	91,079
		6	Banco Agricola Comm'l de el Salvador	0	0	796	0	2	0
		7	Banco Exterior de Espana (x)	40,519	28,077	74,611	84,099	8,227	31,427
		8	Banco Nacion de Mexico (H,x)	37,706	38,461	87,507	102,060	5	41,039
		9	Banco Real (x)	1,884	382	28,360	47,734	590	39,165
		10	Banco di Sicilia (x)	74,324	49,128	146,427	80,380	60	25,066
		11	Banco do Brasil (H,x)	1,069	1,076	677,460	637,577	82,124	82,939
		12	Bancomer (H,x)	171,122	209,721	344,427	390,871	14,187	253,432
		13	Bank Bumiputra Malaysia Berhad (x)	14,260	18,008	38,090	54,799	298	23,785
		14	Bank Dagang Negara	1,007	0	84,596	0	11,022	0
		15	Bank Melli Iran	0	0	1,787	2,200	42	7
		16	Bank of Credit & Commerce Int'l (x)	27,051	9,965	143,157	130,961	74,131	97,503
		17	Bank of New Zealand (x)	79,519	11,305	198,095	76,488	70,415	10,112
		18	Bank of Seoul	73,939	58,293	149,376	108,747	383	332
		19	Bank of Tokyo Ltd. (H,x)	387,893	207,538	1,014,964	1,979,055	8	214,679
		20	Bank of Yokohama Ltd.	85,308	43,970	593,361	63,208	430,856	1,864

(Continued on Page 26)

Compiled from data taken from the Federal Reserve Board's report of assets and liabilities of U.S. branches and agencies of foreign banks for June 30, 1986. C&I loans are commercial and industrial loans as of 6/30/86. Assets and deposits are average balances for the 30-day period ended June 30, 1986. (a)—Under New York State banking law, some agencies have been granted power to issue large denomination deposits to both foreign and domestic residents. For that reason, the Federal Reserve considers these agencies as branches. American Banker also classifies these agencies as branches. In the listing of New York branches, these special agencies are identified with a footnote "m". (x)— Has a international banking facility (IBF) office. (H)—Office is located in the bank's "home state."

U.S. Agencies of Foreign Banks

Listed Alphabetically, Within City, With C&I Loans, Assets, and Deposits June 30, 1986, Compared with June 30, 1985 (Dollar Figures in Millions)

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(Continued from Previous Page)

				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
CALIFORNIA (Cont.)	Los Angeles	21	Banque Nationale de Paris	83,143	153,870	84,088	114,390	0	0
		22	Banque Paribas	128,435	120,096	332,123	312,376	306	746
		23	Bayerische Vereinsbank (H)	32,665	70,908	200,915	95,995	0	29
		24	Canadian Imperial Bank of Commerce	7,031	0	93,863	0	0	0
		25	Commercial Bank of Korea (x)	102,557	85,052	196,334	173,841	730	199
		26	Commonwealth Bank of Australia	128,007	49,553	209,257	103,777	0	8,910
		27	Copenhagen Handelsbank (x)	54,475	26,863	68,377	57,821	11,806	20,277
		28	Credit Lyonnais (H)	36,701	22,046	41,748	23,911	132	719
		29	Credito Italiano (x)	45,378	56,578	169,341	187,379	771	57,810
		30	Dai-Ichi Kangyo Bank (H,x)	506,156	434,933	2,906,944	2,603,425	1,559,627	1,173,633
		31	Daiwa Bank Ltd. (x)	372,059	313,674	1,157,702	999,079	499,929	418,409
		32	Deutsche Genossenschaft Bank (H,x)	38,806	33,769	176,521	120,506	16,276	42,282
		33	Development Bank of Singapore, Ltd.	1,273	1,714	14,441	11,532	6,749	2,304
		34	Dresdner Bank (H)	87,760	104,973	96,992	114,713	830	797
		35	Fuji Bank Ltd. (x)	33,067	728,515	3,580,097	2,606,023	2,035	1,107,609
		36	Hanil Bank Ltd.	66,221	79,573	111,193	131,768	5,121	1,446
		37	Hokkaido Takushoku Bank Ltd. (H,x)	83,891	116,995	368,254	314,552	897	157,500
		38	Industrial Bank of Japan Ltd. (x)	1,314,069	917,441	2,528,343	2,280,906	705,997	853,942
		39	Korea Exchange Bank (x)	96,603	78,374	233,561	172,100	749	653
		40	Korea First Bank	34,588	28,085	123,086	165,743	339	156
		41	Kredietbank	0	0	44,557	18,570	0	463
		42	Kyowa Bank (H,x)	326,110	250,053	1,163,715	763,970	0	240,803
		43	Long-Term Credit Bank of Japan (x)	435,866	434,836	1,141,937	930,041	1,483	414,328
		44	Mitsubishi Bank Ltd. (H,x)	433,169	307,206	2,895,036	2,535,410	0	901,641
		45	Mitsubishi Trust & Banking Corp. (x)	510,038	227,332	2,154,566	2,497,886	117	1,386,056
		46	Mitsui Bank Ltd. (H,x)	407,704	403,456	1,009,127	942,139	163	197,262
		47	Mitsui Trust & Banking Co. Ltd. (x)	117,626	116,222	1,419,370	2,324,450	1,063	1,734,219
		48	National Australia Bank (x)	197,578	171,524	304,112	254,785	87,762	58,036
		49	Nippon Credit Bank Ltd. (x)	310,822	138,009	822,512	588,044	135,454	480,986
		50	Overseas Union Bank Ltd. (x)	10,850	18,047	36,133	51,910	7,417	7,886
		51	Philippine Commercial International Bank (x)	12,226	12,311	17,317	20,128	1,256	2,268
		52	Scandinavian Bank Ltd. (x)	95,154	129,068	240,630	254,011	44,430	114,872
		53	State Bank of India	19,293	17,609	46,917	54,776	1,326	347
		54	Sumitomo Trust & Banking Co. Ltd. (x)	248,104	250,042	1,276,667	1,127,292	466,681	819,136
		55	Taiyo Kobe Bank Ltd.	299,101	215,048	966,463	671,678	415,595	86,997
		56	Thai Farmers Bank Ltd. (x)	41,862	14,910	58,986	45,711	318	20,772
		57	Tokai Bank Ltd. (H,x)	287,133	277,749	1,425,976	1,447,912	31	269,097
		58	Toyo Trust & Banking Co. Ltd. (x)	105,437	112,415	895,170	976,569	4,526,762	787,637
		59	Union Bank of Switzerland (H,x)	135,982	89,886	285,409	256,305	8,490	6,070
		60	United Overseas Bank Ltd.	615	2,906	10,736	13,940	1,929	1,938
		61	Yasuda Trust & Banking Co. Ltd. (x)	210,386	139,293	1,498,645	1,792,539	165	1,398,742
	San Francisco	1	Algemene Bank Nederland	135,648	53,569	143,011	58,787	1,107	1,218
		2	Banco Central	52,548	52,608	239,873	277,701	543	91
		3	Banco de Vizcaya (x)	2,410	3,159	48,568	46,521	39,508	39,141
		4	Banco de la Nacion Argentina (x)	16,778	37,113	95,589	128,702	10,099	10,195
		5	Banco di Roma (x)	469,048	192,640	1,760,656	1,415,644	10,219	1,097,887
		6	Banco do Brasil (H,x)	0	0	801,261	746,027	192,577	126,900
		7	Banco do Estado de Sao Paulo (x)	35,756	41,438	172,770	179,059	2,398	84,096
		8	Bangkok Metropolitan Bank Ltd. (x)	5,399	4,806	45,687	43,198	2,616	2,761
		9	Bank of Credit & Commerce Hong Kong Ltd. (x)	3,054	4,207	173,803	156,468	171,981	97,097
		10	Bank of India	21,344	19,756	91,116	51,830	40,316	39,591
		11	Bank of Nova Scotia	242,814	144,633	975,980	1,453,790	6,874	7,012
		12	Bank of Tokyo Ltd. (H,x)	51,717	60,094	64,231	67,608	31	8
		13	Banque Francaise du Commerce Exterieur	41,510	23,508	42,486	24,940	0	0
		14	Banque Nationale de Paris (x)	97,538	246,720	515,792	669,415	54,148	159,133
		15	Barclays Bank Plc	61,828	104,811	237,085	210,217	0	56
		16	Canadian Imperial Bank of Commerce	137,480	183,062	207,743	362,796	0	0
		17	Chekiang First Bank Ltd.	13,808	16,079	90,658	97,444	89,257	83,723
		18	Cho-Heung Bank Ltd. (x)	75,309	78,202	116,935	220,566	1,075	390
		19	Credit Lyonnais (H)	7,952	19,090	8,351	39,611	0	0
		20	International Bank of Singapore Ltd.	1,667	2,040	9,898	12,569	2,200	168
		21	Liu Chong Hing Bank	955	611	34,973	48,107	34,405	47,072
		22	National Westminster Bank Plc	181,377	186,795	373,817	381,556	1,611	1,767
		23	Royal Bank of Canada	0	17	1,535	1,278	0	0
		24	Royal Bank of Scotland Plc	6,810	20,889	15,007	32,583	48	43
		25	Sanwa Bank Ltd. (H,x)	216,609	94,553	1,798,028	2,570,602	271	618,968
		26	Shanghai Commercial Bank Ltd.	11,489	12,085	156,200	149,174	154,085	146,107
		27	Standard Chartered Bank (H)	17,377	44,029	18,470	49,943	0	0
		28	Sumitomo Bank Ltd. (H)	364,256	289,133	1,379,910	1,351,527	273,400	207,713
		29	Toronto Dominion Bank	378,726	259,081	632,750	552,062	0	0
FLORIDA	Boca Raton	1	Bank of Credit & Commerce Int'l	1,883	3,723	41,317	7,323	40,711	6,051
	Coral Gables	1	Banco de Vizcaya (x)	7,301	5,997	60,711	63,238	60,362	59,416
		2	Bank of Tokyo Ltd. (x)	18,860	15,772	78,968	80,255	77,853	78,998
	Miami	1	Algemene Bank Nederland (x)	9,733	2,767	171,509	164,920	169,999	161,788
		2	Banca Nazionale del Lavoro (x)	11,332	18,088	167,141	138,639	157,618	134,881
		3	Banco Central (x)	16,657	13,827	100,746	116,668	20,512	15,673
		4	Banco Colpatria (x)	486	517	3,482	4,377	0	0
		5	Banco Espanol de Credito (x)	4,164	3,791	53,125	50,324	52,445	49,130
		6	Banco Exterior de Espana (x)	50,344	42,324	199,827	200,535	126,199	107,398
		7	Banco Ganadero (x)	341	985	110,022	73,743	108,345	73,479
		8	Banco Industrial de Venezuela	83	3	64,656	61,974	1,184	735
		9	Banco International de Costa Rica (x)	19,226	4,253	52,644	48,373	13,107	7,579
		10	Banco Mercantil (x)	12,738	11,352	232,860	93,626	221,572	84,391

(Continued on Page 28)

Footnotes appear on page 24.

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				C&I Loans		Assets		Deposits	
				6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85
FLORIDA (Cont.)	Miami	11	Banco Nacional (x)	24,491	25,269	88,525	81,227	86,742	74,287
		12	Banco Real (x)	6,073	9,643	12,135	17,498	12,038	13,320
		13	Banco de Bilbao (x)	29,975	11,085	79,049	51,978	37,890	30,338
		14	Banco de Iberoamerica (x)	32,730	6,809	128,313	105,853	122,879	98,950
		15	Banco de Santander (H,x)	0	0	37,294	20,995	406	22
		16	Banco de la Nacion Argentina	1,613	3,574	158,400	156,663	8,072	28,569
		17	Banco do Brasil (x)	0	8	168,674	123,231	13,811	8,985
		18	Banco do Estado de Sao Paulo (x)	30,042	23,906	117,997	106,158	28,494	13,454
		19	Bank of Credit & Commerce International Ltd. (x)	22,740	24,316	255,692	303,245	248,754	275,598
		20	Bank of Nova Scotia	4,149	2,194	25,625	29,292	2,112	1,439
		21	Banque Nationale de Paris	64,183	73,204	94,941	84,897	84,941	68,545
		22	Banque Paribas (x)	20,001	12,163	21,036	16,092	304	12,868
		23	Banque Sudameris (x)	62,816	30,581	264,075	215,838	256,595	205,349
		24	Barclays Bank Plc (x)	37,135	24,280	521,478	538,710	477,228	499,437
		25	Credit Lyonnais (x)	1,914	67,054	51,878	82,458	48,067	40,877
		26	Credit Suisse (x)	29,634	27,364	148,318	150,111	146,827	147,591
		27	Deutsch Sudamerikanische Bank (x)	78,216	53,595	409,670	351,159	358,137	302,862
		28	Lloyds Bank International Plc (x)	240,166	212,122	558,081	503,933	312,551	285,103
		29	Royal Bank of Canada (x)	30,132	29,952	388,174	337,942	379,721	272,539
		30	Standard Chartered Bank	70,569	45,001	77,228	53,969	2,869	2,327
		31	Vereins und Westbank (x)	134,955	95,072	208,410	145,891	80,397	38,852
	Miami Beach	1	Bank Hapoalim (x)	52,281	21,355	73,164	38,137	71,903	37,906
		2	Bank Leumi le-Israel (x)	19,217	19,583	182,087	149,219	180,033	148,030
		3	Israel Discount Bank Ltd.	19,722	13,683	147,336	138,169	144,915	131,738
	Tampa	1	Bank of Credit & Commerce Int'l	7,527	662	14,788	11,399	13,170	9,577
GEORGIA	Atlanta	1	Algemene Bank Nederland	38,796	151,158	72,165	185,795	220	454
		2	Banca Nazionale del Lavoro (x)	172,977	92,325	663,157	434,776	268,827	3,692
		3	Bank of Nova Scotia	562,104	333,558	730,893	495,832	1,622	778
		4	Barclays Bank Plc	58,869	61,238	67,380	68,750	2,073	2,476
		5	Bayerische Vereinsbank (x)	41,834	35,081	102,741	85,721	30,466	14,467
		6	Canadian Imperial Bank of Commerce	196,417	136,293	259,053	192,713	100	350
		7	Commerzbank	40,907	65,470	42,719	62,898	0	0
		8	Lloyds Bank Plc	52,319	53,247	67,751	68,342	226	153
		9	Sanwa Bank Ltd.	45,741	37,867	49,818	30,535	0	52
		10	Standard Chartered Bank Plc	56,857	45,135	63,115	42,675	1,329	218
		11	Swiss Bank Corp.	97,834	111,404	99,285	121,999	38	63
		12	Toronto-Dominion Bank	798,788	917,705	1,553,043	1,801,181	11	907
GUAM	Agana	1	Hongkong & Shanghai Banking Corp.	17,822	11,706	33,499	28,187	32,669	24,535
HAWAII	Honolulu	1	Bank of Tokyo Ltd.	36,936	39,243	37,498	37,319	55	32
		2	Philippine National Bank	0	0	339	653	0	3
LOUISIANA	New Orleans	1	Barclays Bank International Plc	0	0	2,000	2,000	0	0
NEW YORK (a)	New York	1	Banca Serfin (x)	72,308	32,558	270,105	196,770	40,450	38,015
		2	Banco Atlantico	7,962	2,867	46,997	38,742	35,083	16,189
		3	Banco Fonsecas & Burnay (x)	24,085	0	62,892	0	517	0
		4	Banco Industrial de Venezuela (x)	20,300	61,443	451,467	526,232	88,603	12,834
		5	Banco Internacional (x)	135,121	11,333	516,904	369,583	198	202,363
		6	Banco Mexicano (x)	0	253	16,509	19,202	375	675
		7	Banco Nacional de Mexico (x)	342,129	516,134	502,500	739,023	152,389	157,794
		8	Banco Nacional (x)	52,603	57,110	125,935	131,317	47,313	52,060
		9	Banco Totta & Acores (x)	66,699	94,514	146,359	212,096	36,292	46,022
		10	Banco de Venezuela (H)	1,806	124	12,245	4,666	3	68
		11	Banco de la Provincia de Buenos Aires (x)	10,031	10,296	244,975	207,138	102,827	85,216
		12	Banco do Estado de Sao Paulo (x)	110,957	92,482	181,220	203,774	13,781	8,073
		13	Bancomer (x)	575,909	773,456	893,769	1,162,637	530,707	559,717
		14	Bangkok Metropolitan Bank Ltd. (x)	20,482	5,613	180,741	96,772	76,914	21,489
		15	Bank Dagang Negara	56,648	0	201,901	0	39,635	0
		16	Bank Ekspor Impor Indonesia (x)	22,704	0	237,911	222,160	161,747	137,660
		17	Bank Leumi le-Israel	21,851	21,401	25,686	22,967	0	0
		18	Bank Melli Iran	22	35	32,126	21,419	2,198	886
		19	Bank Saderat Iran	0	0	14,294	12,287	6,289	1,263
		20	Bank Sepah Iran	0	0	58	256	0	0
		21	Bank of Credit & Commerce International (x)	50,020	9,449	142,893	105,289	88,649	97,169
		22	Canadian Imperial Bank of Commerce (H,x)	213,731	490,018	2,969,566	3,420,711	1,840,424	2,437,831
		23	Development Bank of Singapore Ltd. (x)	2,296	70,474	82,438	95,358	2,945	7,991
		24	Gulf Bank (x)	133,086	133,821	348,801	372,088	107,635	274,434
		25	Hanil Bank Ltd. (x)	72,769	68,513	172,871	134,924	2,758	2,499
		26	International Commercial Bank of China*(H,x)	61,425	52,862	2,906,977	607,444	41,828	135,596
		27	Jugobanka-United Bank (x)	58,038	24,410	243,269	284,375	197,603	198,238
		28	London & Continental Bankers	0	0	213	0	0	0
		29	Multibanco Comermex (x)	184,270	151,795	398,557	370,314	237,099	203,749
		30	Overseas Union Bank Ltd. (x)	0	0	109,791	83,104	979	5,985
		31	Saudi European Bank	52,946	51,484	84,115	51,358	5,000	7,976
		32	United Mizrahi Bank Ltd.	8,405	16,784	11,430	18,813	0	0
		33	United Overseas Bank Ltd. (x)	9,663	8,090	33,698	69,272	3,484	2,269
TEXAS	Dallas	1	Algemene Bank Nederland Inc.	187,213	0	199,614	0	463	0
		2	Sanwa Bank Ltd.	27,284	0	27,993	0	4	0
	Houston	1	Banque Paribas	89,106	0	90,114	0	0	0
		2	Fuji Bank Ltd.	74,397	0	74,841	0	6	0
		3	Hongkong & Shanghai Banking Corp.	4,400	1,095	13,391	2,376	491	205
		4	Mitsubishi Bank Ltd.	89,800	0	181,226	0	88,841	0
		5	Societe Generale	106,201	0	155,738	0	0	0
		6	Union Bank of Switzerland	0	0	19	0	19	0

Footnotes appear on page 24.

Loans Outstanding at Foreign Banks' Bank Subsidiaries

Listed Alphabetically, within City, with Loans, Assets, and Deposits on June 30, 1986, Compared with June 30, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1987

Name and Location of Edge Subsidiary Name of Parent	Total Loans Outstanding			Total Assets		Total Deposits		Deposit Rank (a)
	Total 6/30/86	Domestic 6/30/86	Total 6/30/85	6/30/86	6/30/85	6/30/86	6/30/85	6/30/86
CALIFORNIA								
Grossmont Bank, La Mesa Bancomer, Mexico City	56,264	56,264	42,750	235,993	198,602	210,768	N.A.	...
National Bank of Long Beach Aktivbanken, Vejle, Denmark	36,131	36,131	36,004	141,098	123,095	122,654	110,352	...
California Commerce Bank, Los Angeles Banco Nacional de Mexico, Mexico City	47,661	42,236	23,075	199,926	181,690	183,837	165,368	...
California Korea Bank, Los Angeles Korea Exchange Bank, Seoul	76,204	76,204	65,596	243,440	213,077	221,173	192,755	...
Canadian Imperial Bank of Commerce (California), Los Angeles Canadian Imperial Bank of Commerce, Toronto	93,238	93.238	139,272	503,395	664,998	232,074	425,855	...
Dai-Ichi Kangyo Bank of California, Los Angeles Dai-Ichi Kangyo Bank Ltd., Tokyo	99,602	98,084	85,542	202,209	172,706	162,525	133,284	...
First Los Angeles Bank Istituto Bancario San Paolo di Torino, Turin, Italy	211,227	211,227	236,202	610,498	519,931	541,716	450,366	...
International Bank of California, Los Angeles Metropolitan Bank & Trust Co. Co., Manila, Philippines	10,248	10,248	4,880	49,024	50,212	42,219	43,427	...
Kyowa Bank of California, Los Angeles Kyowa Bank Ltd., Tokyo	18,374	18,374	18,934	91,577	97,859	72,972	78,870	...
Lloyds Bank California, Los Angeles (b) Lloyds Bank Plc, London	754,114	748,524	738,428	2,950,084	2,847,892	2,370,458	2,259,277	123
Manilabank California, Los Angeles Manila Banking Corp., Philippines	4,122	4,122	4,307	26,650	30,044	21,144	24,508	...
Mitsubishi Bank of California, Los Angeles Mitsubishi Bank Ltd., Tokyo	146,620	146,620	129,110	1,353,692	1,047,971	1,236,713	960,765	219
Mitsui Manufacturers Bank, Los Angeles Mitsui Bank Ltd., Tokyo	726,394	726,394	714,283	1,867,934	1,909,549	1,683,832	1,699,751	172
State Bank of India (California), Los Angeles State Bank of India, Bombay	3,978	3,978	2,647	11,407	11,207	8,599	8,473	...
Tokai Bank of California, Los Angeles Tokai Bank Ltd., Nagoya, Japan	271,862	271,862	174,419	664,837	484,685	599,353	429,107	...
Union Bank, Los Angeles Standard Chartered Bank Plc, London	2,683,037	2,670,060	2,315,771	8,575,067	8,434,951	6,370,655	6,529,456	32
Bank of California NA, San Francisco Mitsubishi Bank Ltd., Tokyo	833,264	694,662	717,238	4,117,701	3,421,281	2,549,107	2,205,586	108
Bank of the West, San Francisco Banque Nationale de Paris	305,677	305,677	328,034	1,256,661	1,186,654	1,070,329	992,527	247
Barclays Bank of California, San Francisco Barclays Plc, London	252,339	252,339	224,005	1,192,529	964,901	1,083,826	836,944	243
California First Bank, San Francisco Bank of Tokyo Ltd.	1,609,422	1,491,488	1,542,800	5,423,113	5,000,530	4,760,441	4,386,610	58
Century Bank, San Francisco See footnote (c) below.	11,695	11,695	4,007	66,817	70,815	50,613	54,402	...
Harris Trust Co. of California, San Francisco Bank of Montreal	0	0	0	7,056	6,537	139	161	...
Oceanic Bank, San Francisco Allied Banking Corp., Manila, Philippines	7,695	4,775	4,740	41,332	32,096	29,817	19,848	...
Sanwa Bank California, San Francisco (d) Sanwa Bank Ltd., Osaka, Japan	647,153	647,153	450,203	1,620,349	1,519,086	1,307,296	1,273,828	213
Sumitomo Bank of California, San Francisco Sumitomo Bank Ltd., Osaka, Japan	740,038	731,560	656,692	3,129,596	2,698,274	2,813,624	2,463,722	99
Commercial Center Bank, Santa Ana (e) Canadian Commercial Bank, Edmonton	87,131	87,131	75,795	372,776	386,870	302,566	315,431	...
First State Bank of Southern California, Santa Fe Springs Hanil Bank Ltd., Seoul, Korea	18,928	18,928	25,520	89,482	86,847	78,806	77,169	...
DELAWARE								
Barclays Bank of Delaware NA, Wilmington Barclays Plc, London	0	0	0	148,264	0	1,008	0	...
First Omni Bank NA, Millsboro Allied Irish Banks Plc, Dublin	58	58	0	405,681	0	221,378	0	...
Marine Midland Bank (Delaware), Wilmington Hongkong & Shanghai Banking Corp., Hong Kong	203,834	203,834	116,291	720,238	430,789	223,705	5,817	...
FLORIDA								
Miami National Bank, Coral Gables Banco Zaragozano, Spain	15,132	15,132	18,624	52,978	70,532	48,442	57,959	...
Eagle National Bank, Miami Banco do Colombia, Bogota	39,102	36,991	27,649	167,431	147,472	150,857	131,800	...
International Bank of Miami NA Banco Zaragozano, Spain	9,831	9,831	0	56,699	0	48,767	0	...
Pacific National Bank, Miami (f) Banco del Pacifico, Guayaquil, Ecuador	8,301	5,894	0	91,063	56,900	77,335	51,028	...
ILLINOIS								
Banco di Roma (Chicago) Banco di Roma	95,569	66,101	109,955	236,360	219,409	135,004	134,152	...
First National Bank, Winnetka Bank of Montreal	34,046	34,046	34,937	158,028	141,965	138,379	125,683	...
First National Bank & Trust Co., Barrington Bank of Montreal	18,095	0	0	370,530	0	332,061	0	...
Harris Bank Glencoe-Northbrook NA, Glencoe Bank of Montreal	24,105	24,105	43,410	144,945	127,478	133,373	116,467	...
Harris Bank Hinsdale NA Bank of Montreal	35,165	35,165	28,000	204,335	174,000	180,530	153,000	...
Harris Bank Naperville Bank of Montreal	52,809	52,809	39,057	273,111	226,889	249,639	196,639	...
Harris Bank Roselle Bank of Montreal	29,129	29,129	20,301	214,640	195,133	199,498	182,484	...
Harris Bank Argo, Summit Bank of Montreal	5,823	5,823	N.A.	75,951	65,104	68,369	58,781	...
Harris Bank Wilmette NA Bank of Montreal	4,117	4,117	N.A.	26,549	23,283	24,196	21,350	...

Footnotes appear on page 31.

Loans Outstanding at Foreign Banks' Bank Subsidiaries

Listed Alphabetically, within City, with Loans, Assets, and Deposits on June 30, 1986, Compared with June 30, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Name and Location of Edge Subsidiary Name of Parent	Total Loans Outstanding			Total Assets		Total Deposits		Deposit Rank (a)
	Total 6/30/86	Domestic 6/30/86	Total 6/30/85	6/30/86	6/30/85	6/30/86	6/30/85	6/30/86
ILLINOIS (continued)								
Harris Trust & Savings Bank, Chicago Bank of Montreal	1,906,826	1,822,529	1,735,614	8,170,046	7,417,518	5,825,773	5,434,340	37
LaSalle National Bank, Chicago Algemene Bank Nederland, Amsterdam, Netherlands	533,410	514,110	448,007	1,454,033	1,362,685	1,040,269	960,985	254
MARYLAND								
First National Bank of Maryland, Baltimore Allied Irish Banks Plc, Dublin	988,627	833,289	0	4,331,287	0	3,244,541	0	85
NEW YORK								
Marine Midland Bank NA, Buffalo Hongkong & Shanghai Banking Corp., Hong Kong	6,042,899	4,510,195	6,687,135	20,539,046	21,892,669	15,482,660	15,524,447	13
Long Island Trust Co. NA, Garden City (g) Banca Commerciale Italiana, Milan, Italy	396,946	386,460	334,593	1,675,963	1,538,052	1,480,253	1,371,124	189
Atlantic Bank of New York National Bank of Greece, Athens	155,064	148,343	108,656	714,104	591,898	558,641	525,098	421
Banco Central of New York Banco Central, Madrid, Spain	14,978	9,200	14,225	399,706	375,440	360,617	346,810	...
Banco de Bogota Trust Co., New York Banco de Bogota, Colombia	33,513	4,809	36,049	178,167	192,242	144,072	150,628	...
Bank Audi, New York See footnote (h) below	22,686	22,686	19,233	222,185	180,290	168,773	138,856	...
Bank Leumi Trust Co., New York Bank Leumi le-Israel, Tel-Aviv	1,103,648	948,065	1,107,673	2,733,185	2,602,248	2,508,171	2,387,500	111
Bank of Montreal Trust Co., New York Bank of Montreal	0	0	0	46,355	76,833	39,615	70,593	...
Bank of Nova Scotia Trust Co., New York Bank of Nova Scotia, Toronto, Canada	0	0	N.A.	5,637	6,961	3,350	4,775	...
Bank of Tokyo Trust Co., New York Bank of Tokyo Ltd.	1,882,900	1,553,180	1,746,517	5,777,418	5,186,626	4,796,958	4,482,115	56
Barclays Bank of New York NA Barclays Plc, London	474,418	474,418	445,561	2,126,506	1,762,256	1,789,417	1,502,476	160
Canadian Imperial Bank of Commerce (New York) Canadian Imperial Bank of Commerce, Toronto	387,083	387,083	504,559	475,165	539,594	59,529	41,041	...
Chinese American Bank, New York International Commercial Bank of China, Taipei, Taiwan	10,056	10,056	0	462,424	0	428,529	0	...
Daiwa Bank Trust Co., New York Daiwa Bank Ltd., Osaka, Japan	169,846	145,892	138,014	1,114,694	1,034,625	947,435	815,203	284
European American Bank, New York See footnote (i) below	1,949,090	1,693,011	2,560,141	6,151,148	7,547,616	4,628,973	5,299,013	60
Fuji Bank & Trust Co., New York Fuji Bank Ltd., Tokyo	669,028	613,181	716,727	3,347,326	2,679,490	2,949,660	2,295,918	94
Habib American Bank, New York Habib Bank, Zurich, Switzerland	4,872	4,872	2,783	44,187	30,990	35,794	21,646	...
Hill Samuel International Banking Corp., New York (j) Hill Samuel & Co., Ltd., London	5,926	N.A.	0	5,941	3,733	0	0	...
Industrial Bank of Japan Trust Co., New York Industrial Bank of Japan Ltd., Tokyo	739,996	633,186	611,101	3,158,752	2,666,117	2,491,288	2,215,035	112
Israel Discount Bank of New York Israel Discount Bank, Tel-Aviv	546,886	486,266	567,119	3,727,940	3,707,310	3,433,004	3,423,501	81
IBJ Schroder Bank & Trust Co., New York (k) Industrial Bank of Japan Ltd., Tokyo	503,220	341,303	463,864	2,010,634	1,927,874	1,647,808	1,513,486	176
Korea Commercial Bank of New York Commercial Bank of Korea Ltd., Seoul	10,670	10,670	6,313	48,633	26,230	39,019	18,142	...
Korea First Bank of New York Korea First Bank, Seoul	5,890	5,890	5,149	38,359	28,983	27,371	18,516	...
National Westminster Bank USA, New York National Westminster Bank Plc, London	3,779,422	3,541,567	3,122,950	10,428,803	8,942,047	8,145,954	6,994,468	24
Royal Bank & Trust Co., New York Royal Bank of Canada, Montreal	130,703	130,703	194,833	450,880	528,975	386,857	380,240	...
Toronto Dominion Bank & Trust Co., New York Toronto Dominion Bank, Canada	1,400	1,400	1,350	22,621	5,470	17,347	698	...
UBAF Arab American Bank, New York See footnote (l) below.	189,103	60,355	173,060	1,129,390	1,161,416	870,981	909,651	302
UMB Bank & Trust Co., New York United Mizrahi Bank Ltd., Tel-Aviv, Israel	123,697	90,121	203,645	628,517	620,310	447,322	425,125	490
Union Chelsea National Bank, New York Banco Union, Caracas, Venezuela	72,066	64,448	48,455	270,196	238,861	246,332	213,646	...
Extebank, Stony Brook Banco Exterior de Espana, Madrid, Spain	199,003	196,721	182,085	502,223	396,898	443,445	338,158	...
PUERTO RICO								
Banco Central Corp., Hato Rey, P.R. Banco Central, Madrid, Spain	184,000	184,000	167,125	1,243,727	1,122,911	975,115	817,660	274
Banco Commercial de Mayaguez, San Juan, P.R. Banco Occidental de Madrid, Spain	43,112	43,112	57,727	381,096	371,512	310,249	304,550	...
Banco de Santander-Puerto Rico, Hato Rey Banco de Santander, Spain	148,638	148,638	189,130	1,262,679	1,094,149	1,018,923	1,006,608	259
Royal Bank de Puerto Rico, Santurce Royal Bank of Canada, Montreal	19,896	19,896	20,809	416,664	425,512	354,012	364,985	...
Scotiabank de Puerto Rico, San Juan Bank of Nova Scotia, Toronto, Canada	64,627	064,627	50,100	425,108	416,684	356,419	354,767	...

*** Data are for U.S.-chartered commercial banks 50% or more owned by foreign banks. Included are banks majority-owned by a group of foreign banks. Excluded are banks owned by foreign individuals and banks less than 50% owned by foreign banks. Data are from the banks' report of condition or 'Call Report' submitted to the regulatory authorities. Most of the data were supplied to American Banker by the banks themselves. If the banks failed to provide data, ADP Network Services, New York, provided the data from their computer file of the call report. Total commercial and industrial loans are consolidated for the bank and its domestic (U.S.) and foreign offices. Domestic C&I loans are those loans booked in domestic (U.S.) offices only.**

(a)—Deposit rank of bank among all commercial banks in the U.S. on June 30, 1986. **(b)**— Bank was acquired by Sanwa Bank Ltd., Osaka, and merged into Sanwa Bank California 9/86. **(c)**—The bank, which moved head office to Los Angeles in 2/86, is owned by: (1)-Philippine National Bank; (2)-Land Bank of the Philippines; (3)-Development Bank of the Philippines; (4)-Government Services Insurance System; and (5)-Social Security System. **(d)**—Formerly Golden State Sanwa Bank. Changed title after merging Lloyds Bank California 9/86. **(e)**—Parent bank failed on 9/3/85. **(f)**—On 7/22/85, Banco del Pacifico International, the Miami-based Edge bank, merged with Pacific National Bank, which is 49.8% owned by Banco del Pacifico. **(g)**—Acquired by Bank of New York Co., Inc. 9/86. **(h)**—Owned by three banks of the Audi Group; (1)-Banque Audi, Beirut, Lebanon; (2)-Bank Audi (Switzerland), Zurich; and (3)-Banque Audi (France), Paris. **(i)**—The bank is owned by the following six banks: (1)-Amsterdam-Rotterdam Bank, Netherlands; (2)-Creditanstalt-Bankverein, Vienna, Austria; (3)-Deutsche Bank, Frankfurt, Germany; (4)-Midland Bank Plc., London; (5)-Societe Generale de Banque, Brussels; and (6)-Societe Generale, Paris. **(j)**—Converted from an Edge bank, 3/86. **(k)**—Acquired from Schroders Plc., London, 12/85, and changed title 1/87. Formerly known as J. Henry Scroder Bank & Trust Co. **(l)**—The bank, which is part of the Al UBAF Banking Group, Neuilly, France, has 20 shareholders. These 20 shareholders are: (1) Alahli Bank of Kuwait; (2) Arab African International Bank, Cairo; (3) Arab Bank Ltd., Aman, Jordan; (4) Bankers Trust New York Corp.; (5) Banque du Maroc, Rabat, Morocco; (6) Central Bank of Egypt, Cairo; (7) Commercial Bank of Syria, Damascus; (8) First Chicago Corp.; (9) Government of the Sultanate of Oman, Directorate General of Finance, Muscat; (10) Libyan Arab Foreign Bank, Tripoli; (11) National Bank of Abu Dhabi, United Arab Emirates; (12) Riyad Bank, Jeddah, Saudi Arabia; (13) Security Pacific Corp., Los Angeles; (14) Sudan Commercial Bank, Khartoum; (15) Texas Commerce Bancshares Inc., Houston; (16) U.B.A.E. Arab German Bank SA, Luxembourg/Frankfurt; (17) U.B.A.E. Arab Italian Bank SpA, Rome; (18) UBAF Bank Ltd., London; (19) UBAN International Ltd., Hong Kong; and (20) UBIC Nederland B.V., The Hague. **N.A.**—Not Available.

Loans Outstanding at Foreign Banks' Edge Subsidiaries

Listed Alphabetically with Loans, Assets, and Deposits on June 30, 1986, Compared with June 30, 1985

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1987

Name and Location of Edge Subsidiary Name of Parent	C&I Loans Outstanding*		Total Assets		Total Deposits		Deposit Rank (a)
	6/30/86	6/30/85	6/30/86	6/30/85	6/30/86	6/30/85	12/31/85
ABN Bank International USA, Chicago (h) Algemene Bank Nederland, Amsterdam, Netherlands	0	0	5,948	5,883	0	0	43
ABN Bank International USA, Houston (b) Algemene Bank Nederland, Amsterdam, Netherlands	1,594	5,720	4,905	9,319	4,141	2,525	43
BNP International Corp., Houston Banque Nationale de Paris	649	126	4,960	3,416	2,281	775	5
Banco Cafetero International Corp., Miami (b) Banco Cafetero, Bogota, Colombia	2,577	3,489	20,888	18,188	18,215	13,447	0
Banco Cafetero International Corp., New York (h) Banco Cafetero, Bogota, Colombia	8,489	45,905	91,869	126,299	80,474	111,118	...
Banco Latino International, Miami Banco Latino, Caracas, Venezuela	22,048	60,585	110,288	97,078	102,121	88,195	...
Banco Real International, Inc., Chicago (h) Banco Real, Sao Paulo, Brazil	5,984	6,546	9,208	6,843	2	2	747
Banco Real International, Inc., Houston (b) Banco Real, Sao Paulo, Brazil	1,045	539	13,102	15,494	11,305	15,467	747
Banco de Bogota International Corp., Miami Banco de Bogota, Colombia	4,895	14,741	32,047	24,741	28,801	21,286	...
Banco de Santander International Inc., Miami (h) Banco de Santander, Spain	5,170	14,492	444,092	386,336	421,489	369,535	129
Banco de Venezuela International, Miami (h) Banco de Venezuela, Caracas	287	966	224,332	198,064	124,565	103,346	984
Bank of Bermuda International Ltd., New York Bank of Bermuda Ltd., Hamilton	395	406	91,145	42,668	8,120	3,236	540
Bank of Bermuda International, Chicago (b) Bank of Bermuda Ltd., Hamilton	0	0	0	0	0	0	540
Bank of California International, New York (b) Mitsubishi Bank Ltd., Tokyo	1,051	2,169	91,634	66,476	80,868	54,252	4
Bank of California International, San Francisco (h) Mitsubishi Bank Ltd., Tokyo	0	0	8,404	7,773	0	0	4
Bank of Oman Overseas (USA), New York Bank of Oman Ltd., Dubai, U.A.E.	2,338	4,649	21,475	18,865	11,346	8,332	624
Bank of Tokyo International USA, Coral Gables, Fla. Bank of Tokyo Ltd.	0	440	7,175	5,171	2,210	221	24
Banque Paribas International (Houston) Co. Banque Paribas, Paris	2,808	2,666	11,727	44,374	7,535	39,520	81
Consolidado International Bank, New York (h) Banco Consolidado, Caracas, Venezuela (i)	1,522	1,792	113,088	76,310	105,720	71,048	...
Fuji Bank International, Inc., San Francisco Fuji Bank Ltd., Tokyo	1,573	59,279	188,244	99,209	4,380	14,909	2
Harris Bank International Corp., New York Bank of Montreal	837	48,832	119,951	53,932	25,370	33,324	37
Indosuez Bank International, Houston Banque Indosuez, Paris	0	161	2,594	2,470	1	4	89
J. Henry Schroder International Bank, Miami Industrial Bank of Japan Ltd., Tokyo	4,001	1,742	37,137	53,195	29,683	46,746	10
Marine Midland International Bank, Miami Marine Midland Bank NA, Buffalo, N.Y. (k)	9,241	19,053	194,230	229,497	172,157	206,893	27†
National Westminster USA International Bank, Miami National Westminster Bank Plc, London	3,193	2,953	142,346	61,706	107,681	49,204	11
Petra International Banking Corp., Washington, D.C. Petra Bank, Amman, Jordon	33,506	33,744	60,944	85,964	29,233	44,893	...
Skandinaviska Enskilda Banken International Corp., New York Skandinaviska Enskilda Banken, Stockholm, Sweden	0	7,091	130,374	107,392	33,717	55,130	98
Societe Generale International, Inc., Dallas (b) Societe Generale, Paris	0	0	0	0	0	0	15
Societe Generale International, Inc., Houston (h) Societe Generale, Paris	56,163	1,769	58,719	2,398	1	121	15
Standard Chartered Bank International, Houston (m) Standard Chartered Bank Plc, London	10,265	4,749	16,389	11,071	2,854	2,480	57
Tokyo Bancorp International (Houston) (j) Bank of Tokyo Ltd.	4,992	4,052	7,046	6,647	2,460	2,173	24
Union Chelsea International Corp., Miami Banco Union, Caracas, Venezuela	2,558	4,820	44,754	40,464	41,699	37,249	...

*—Based on report of condition submitted by Edge Act banks to the Federal Reserve. Commercial and industrial loans are shown for June 30, 1986, while total loans are shown for June 30, 1985. (a)— Deposit rank of parent among world commercial banks on 12/31/85. (b)— branch office, (h)— Head Office. (i)— Owns 51% of the Edge bank. The other 49% is owned by First National Bank of Greater Miami. (j)— An agreement corporation. (k)— Bank is a subsidiary of Hongkong & Shanghai Banking Corp., Hong Kong. (m)— Converted to an agency in July 1986. (†)— World deposit rank shown is for Hongkong & Shanghai Banking Corp. N.A.—Not available.

Other U.S. Subsidiaries of Foreign Banks

New York Investment Companies and U.S. Finance Companies

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Name and Location of Subsidiary Name of Parent	Date Operations Began	C&I Loans Outstanding 6/30/86	C&I Loans Outstanding 6/30/85	Total Assets 6/30/86	Total Assets 6/30/85	Total Deposits And Credit Balances 6/30/86	Total Deposits And Credit Balances 6/30/85
NEW YORK INVESTMENT COMPANIES*							
American Scandinavia Banking Corp.(a) **Union Bank of Finland Ltd., Helsinki**	March 2, 1981	N.A.	266,110	N.A.	403,713	N.A.	636,647
BAII Banking Corp. **BAII Bank Group, Paris**	May 7, 1984	N.A.	132,081	N.A.	338,562	N.A.	39,952
Baer American Banking Corp **Bank Julius Baer & Co., Ltd., Zurich**	March 1976	N.A.	3,000	N.A.	32,861	N.A.	19,220
Banesto Banking Corp. **Banco Espanol de Credito, Madrid, Spain**	July 1978	298,000	81,004	392,000	187,948	319,000	10,791
Christiania Banking (U.S.) Corp. **Christiana Bank og Kreditkasse, Oslo**	July 1, 1986	......	......	......	......	......	......
DnC American Banking Corp. (b) **Norske Creditbank, Oslo**	August 1975	441,338	320,221	729,491	406,612	350,306	59,399
French American Banking Corp. **Banuqe Nationale de Paris**	1919	N.A.	360,043	N.A.	1,427,698	N.A.	472,969
Generale Investment Banking Corp. (c) **Societe General de Banque, Brussels**	July 1984	N.A.	963	N.A.	11,089	N.A.	0
PKBanken International U.S. Banking **PK Banken, Stockholm**	Oct. 22, 1986	......	......	......	......	......	......
J. Henry Schroder Banking Corp. (d) **Industrial Bank of Japan, Ltd., Tokyo**	1978	N.A.	0	N.A.	15,193	N.A.	8,308
Skandinaviska Enskilda Banken Corp. **Skandinaviska Enskilda Banken, Stockholm**	May 16, 1982	248,905	175,860	388,809	441,196	90	47

* —A corporation organized unter Article XII of the New York State Banking Law. An investment company is similar to a state-chartered commercial bank. However there are three major differences: (1) an investment company is not subject to the 10% lending limitation, while a commercial bank cannot lend to any one person an amount greater than 10% of its capital stock, surplus, and undivided profits; (2) an investment company has no restriction on investing in stocks of corporations, while banks cannot acquire the stock of any corporation; and (3) an investment company cannot accept deposits, but can only maintain credit balances incidental to the conduct of its lawful business. **(a)**— American Scandinavia Banking Corp. was formerly owned by American Scandinavia Group. The group was comprised of four banks: Christiana Bank og Kreditkasse, Oslo; Danske Bank, Copenhagen; Post-och Kreditbanken, Stockholm; and Union Bank of Finland Ltd., Helsinki. **(b)**— Formerly known as Nordic American Banking Corp.. Changed title and ownership on Jan. 21, 1986. It was owned by four European Banks: Copenhagen Handelsbank, Denmark; Kansallis Osake-Pankki, Helsinki;3. Norske Creditbank, Oslo; and Svenska Handelsbanken, Stockholm **(c)**— Formerly known as Belgian General Banking Corp.
(d)— Schroder Group Plc, London, sold the company to Industrial Bank of Japan, Ltd., in Dec. 1985. N.A.—Not available.

Name and Location of Subsidiary Name of Parent	Commercial Receivables 12/31/85	Total Assets 12/31/85	Total Capital Funds 12/31/85	Capital Funds Rank-12/85
FINANCE COMPANIES†				
Barclays American Corp., Charlotte, N.C. **Barclays Bank Plc., London, U.K.**	3,145,501	3,390,702	731,925	19
Deutsche Credit Corp., Bannockburn, Ill. **Deutsche Bank, Frankfurt, Germany**	374,125	393,377	20,560	104
Heller Financial, Inc., Chicago **Fuji Bank Ltd., Tokyo, Japan**	3,185,858	3,309,939	742,992	18
Slavenburg Corp., New York Credit Lyonnais Bank Nederland, Rotterdam, Netherlands	N.A.	N.A.	N.A.	N.A.
Sanwa Business Credit Corp., Chicago **Sanwa Bank Ltd., Osaka, Japan**	N.A.	N.A.	N.A.	N.A.

† —Data were taken from American Banker's survey of the Top 100 Finance Companies published on June 13, 1986. The listing today incorporates corrections and revisions to that original listing. **Total capital funds** is the sum of shareholders' equity plus noncurrent subordinated debt. **The capital funds rank** is the company's rank among all finance companies in the U.S. on Dec. 31, 1985.

Definitions and Data Sources Used In Statistical Listings of Foreign Banks

American Banker's study of foreign banking in the United States shows the business loans (commercial and industrial loans), deposits, and assets of the U.S. banking offices of foreign banks as of June 30, 1986.

Sources of the data are given here as well as in the footnotes of the tables. Definitions of the various terms used in the study are presented below.

Full banking offices of foreign banks include commercial bank subsidiaries, branches, agencies, Edge Act banks, New York State investment companies, and finance company subsidiaries.

According to the International Banking Act of 1978, an agency is "any office or any place of business of a foreign bank located in any state of the United States or District of Columbia at which credit balances are maintained, checks are paid, or money is lent, but at which deposits may not be accepted from a citizen or resident of the United States."

A branch is defined as "any office or any place of business of a foreign bank located in any state of the United States or District of Columbia thay may accept domestic deposits that are incidental to, or for the purpose of, carrying out transactions in foreign countries."

In New York state, a large number of agencies of foreign banks have been granted powers by the state to issue large-denomination deposits to both domestic and foreign residents. For that reason, *American Banker* follows the Federal Reserve Board's policy of classifying these agencies as branches. These agencies are listed in the branch listing and are identified by a footnote "m" after their name.

The source of the branch and agency data is the Federal Reserve Board's Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks (FFIEC 002), a quarterly report that these institutions are required to submit to the Fed.

According to the Fed's instructions, each branch and agency is required to file a separate report, unless there is more than one such office in the city. If a foreign bank has more than one branch or agency office in a city, one consolidated report may be filed.

An Edge Act banking corporation is a nationally chartered organization set up to engage in international banking and investment, under the rules established in the 1919 Edge Act. The International Banking Act of 1978 permitted foreign banks to establish Edge banking offices.

An Edge bank can make loans, accept deposits, and provide a wide range of banking services, but all of these must be directly related to foreign or international transactions.

The source of the Edge bank data is a the Federal Reserve Board's Report of Condition for Edge and Agreement Corporations (FR2886B). These are unconsolidated data for the Edge and for each domestic branch of the Edge.

An investment company, which is established under Article XII New York State banking law, is similar to a state-chartered commercial bank. However there are three major differences: (1) an investment company is not subject to the 10% lending limitation, while a commercial bank cannot lend to any one person an amount greater than 10% of its capital stock, surplus, and undivided profits; (2) an investment company has no restriction on investing in stocks of corporations, while banks cannot acquire the stock of any corporation; and (3) an investment company cannot accept deposits, but can only maintain credit balances incidental to the conduct of its lawful business. Only investment companies more than 50% owned by foreign banks are included in the listings.

American Banker was unable to obtain data for investment companies from the Federal Reserve Board this year. Therefore, *American Banker* contacted the 11 firms directly for data. Only five have responded to this request. The source of the 1985 investment company data was the Federal Reserve Board.

The data for most of the commercial banks were provided to the *American Banker* by the banks. When banks did not provide data, ADP Data Services, New York, provided the data from their data base of commercial banks, which is based on the Federal Reserve's computer tape of the Consolidated Report of Condition for a Bank and Its Domestic and Foreign Subsidiaries (FFIEC 014), or "call report" for June 30, 1985.

Commercial and industrial loans are defined as loans for commercial and industrial purposes to business enterprises (proprietorships, partnerships, and corporations), whether secured or unsecured, single payment or installment. These loans may take the form of direct or purchased loans, such as commercial paper or bankers acceptances.

For commercial banks, data are consolidated, including these banks' domestic and foreign branches and their Edge bank subsidiaries.

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TOP HOLDING COMPANIES
— TABLES START ON P.7

American Banker
The Daily Financial Services Ne

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TODAY

CALFED INC. STOCK tumbled $1.875 last week on the same day that the company announced plans to move into London's sophisticated property/casualty insurance business... 2

EARNINGS

REPORTS WERE MIXED at four leading thrift holding companies. Results were up at CalFed Inc., Los Angeles, flat at First Federal of Michigan, Detroit, and down at Golden West Financial Corp., Oakland, Calif., and the Dime Savings Bank of New York FSB........2.

IN TEXAS, Allied Bancshares reported a large loss of $20.5 million, or 49 cents per share, in the first quarter; Texas American Bancshares reported a profit of $339,000, or 3 cents per share; and RepublicBank Corp. reported a profit of $10.4 million, or 30 cents per share... 2

THE BANK OF BOSTON CORP. reported first-quarter net income of $70.8 million, up 35% from $52.4 million for the year-earlier period... 13

SECURITY PACIFIC reported first-quarter profits of $98.6 million, or $1.21 a share, up 12.2% over the comparable period in 1986... 13

A CONSUMER FINANCE FIRM in Upper Darby, Pa., Equitable Credit & Discount Co., has completed its conversion to a national bank...2

ALMOST HALF of the consumers who have individual retirement accounts say they will probably invest in those IRAs this year, according to a Princeton, N.J.-based survey firm, Opinion Research Corp... 2

FIVE POTENTIAL BUYERS have contacted the Financial Corporation of America since word leaked out that the Federal Home Loan Bank Board was anxiously seeking new sources of capital for the troubled institution... 3

SELF-REVIEW is the answer to the unrealistic federal policy on bank capital, writes David C. Cates..... 4

THE FEDERAL RESERVE BOARD has proposed a regulatory change that would permit investors to buy a broader range of private mortgage-backed securities on margin... 17

CHEMICAL NEW YORK CORP. has hired Edward E. Madden, an executive from Fidelity Investments, to market and sell its institutional money management services through a new subsidiary... 19

WHEN EMPLOYEES ARE ANGRY, it's better that they complain in-house than to an outside party. And that is where the ombudsman comes in... 24

KEEPING CURRENT

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Stockholders Meetings... 19

Rise in Primary Capital Outpaces Assets

Loss Provisions For 1986 Cited

By L. MICHAEL CACACE

NEW YORK — Primary capital increased more than twice as fast as assets at the nation's top 10 banking companies again last year, according to an *American Banker* survey.

Primary capital jumped 15.8%, while assets rose 7.8%, the survey found. In 1985, primary capital rose by 16%, compared with a 7.5% gain in total assets.

The faster growth in capital last year was due to the sharp rise in the allowance for loan and lease losses. That allowance, which makes up more than 17% of primary capital at the top 10 firms, jumped 30.7%.

The sharp rise in the allowance last year was caused, in part, by the changes in federal tax laws. The year 1986 was the last in which additions to the loan-loss reserve were at least partially deductible for banks with over $500 million in assets. This made additions to the loan-loss reserve very attractive in the fourth quarter.

Meanwhile, at the nation's top 100 banking companies, as ranked by primary capital, primary capital rose 15.7%, while assets rose 10.3%. In 1985, primary capital rose 19% at these firms, compared with an 11% increase in assets.

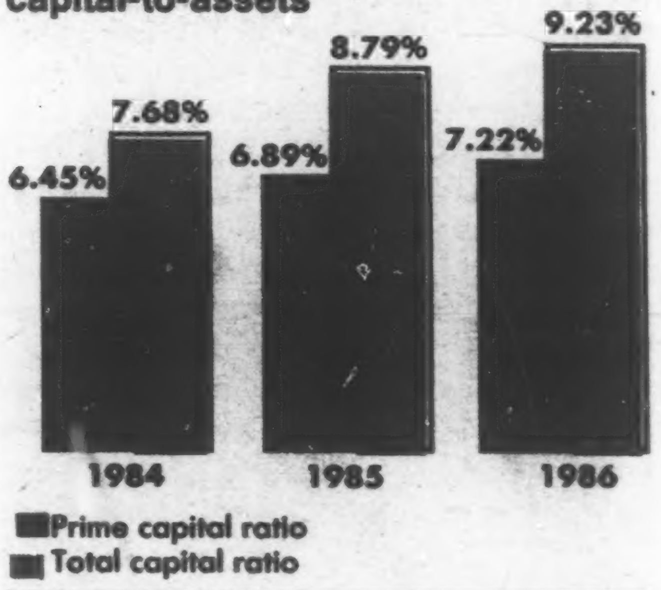
These are some of the findings of the *American Banker*'s annual bank holding company review published today.

The review consists of five major statistical listings: the top 100 bank holding companies in total assets on Dec. 31, 1986; a geographical breakdown of the top 100 companies, showing their total assets and employees at yearend; the top 100 bank holding companies in primary capital; the top 100 banks and bank holding companies in net income for 1986; and a list of the nonrecurring income items included in the earnings reported by the top 100 firms in net in-

Primary Capital: Page 9 ➻

Firms in Primary Capital

Ratios of primary capital-to-assets and total capital-to-assets



House Panel Clears St Germain in Ethics Probe

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — The House ethics committee, while citing minor violations of House rules, has largely cleared Banking Committee Chairman Fernand J. St Germain, D-R.I., of charges that he abused his office for private gain.

In a 1,405-page report released Wednesday, the ethics committee pointed to a number of minor infractions, such as deficiencies in his required financial disclosures and the acceptance of one free airline ride that violated House rules about taking gifts.

In addition, the report suggested that at least one episode — involving repeated inquiries by Mr. St Germain's staff about a thrift industry application before the Federal Home Loan Bank Board — left an inference of improper activity. The committee, however, decided it "would be inappropriate to attribute improper action to an individual based solely on inference."

The panel, formally known as the House Committee on Standards of Official Conduct, did not recommend further action, and its report apparently closes the matter.

Mr. St Germain, who is vacationing in Florida with his family, issued a

House: Page 23 ➻

> **Nothing is tougher than to have one's** integrity questioned. It is gratifiying to know that my family — my wife, my children, and my mother and father — no longer have to hear that our finances are in question.
>
> **— Rep. Fernand St Germain, D-R.I.**

Georgia Passes New Credit Card Law

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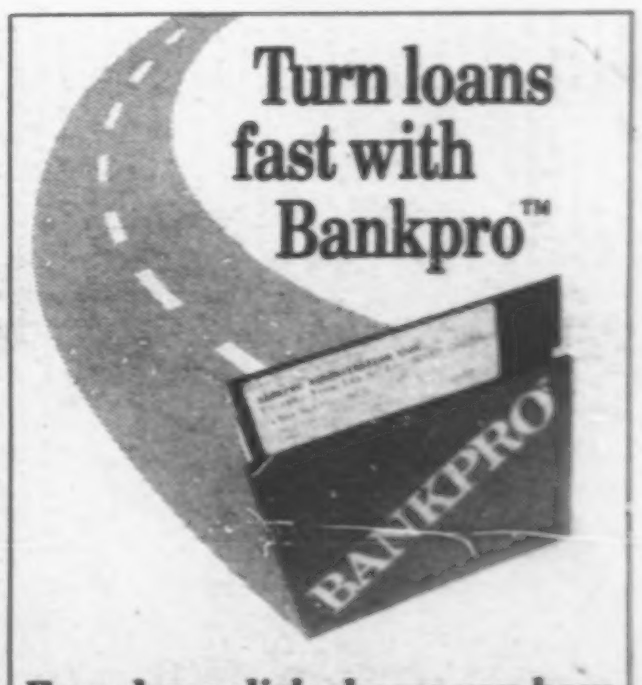

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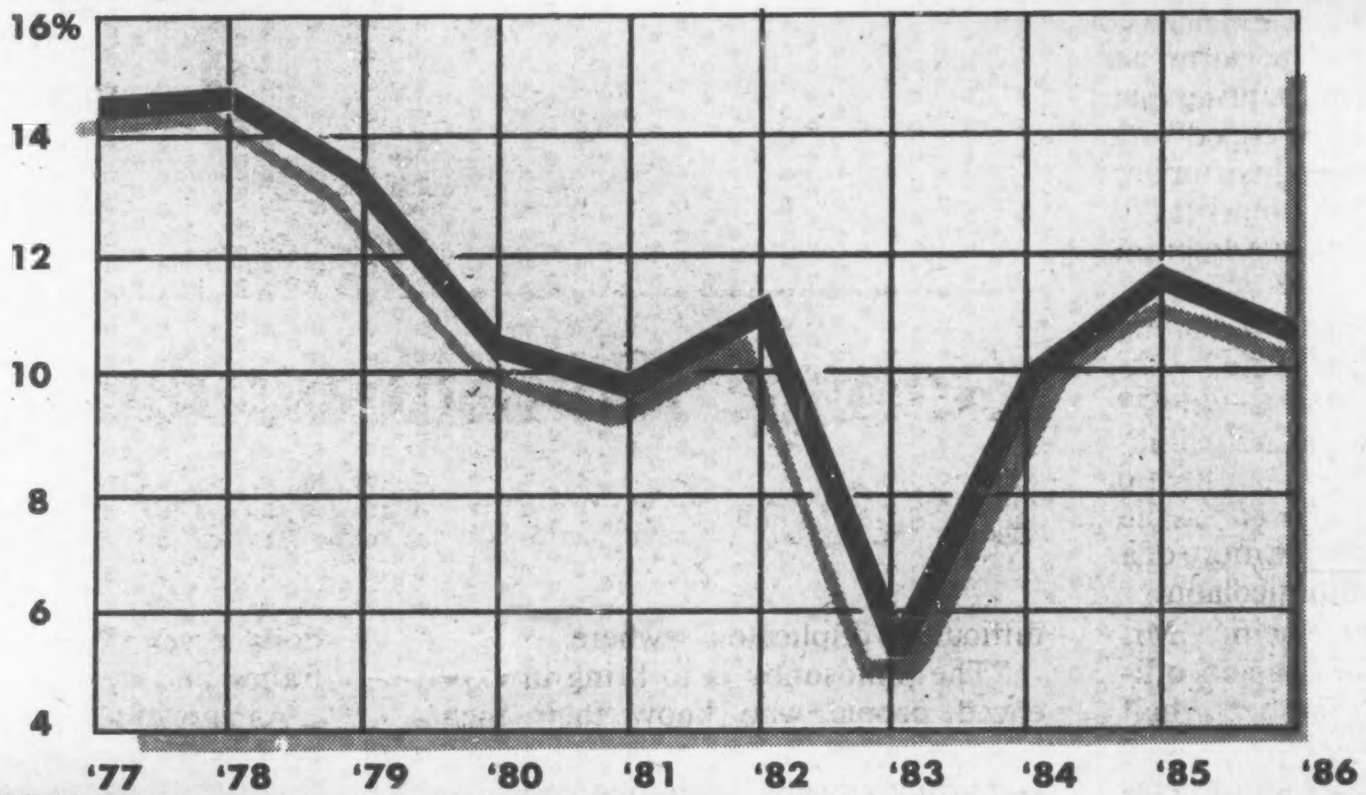
American Banker

HOLDING COMPANY REVIEW

The Top 100

Bank Holding Companies in Assets

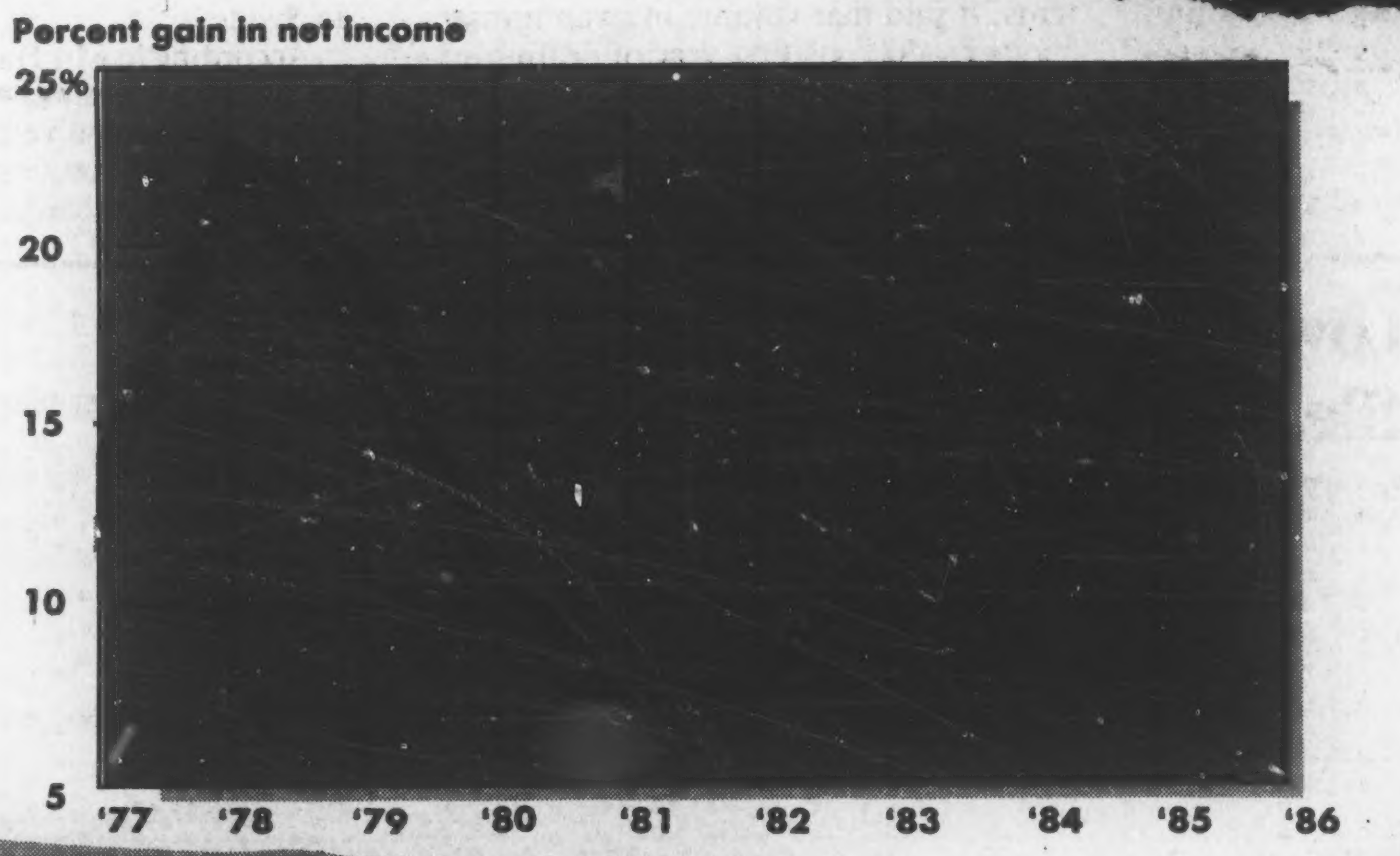
Asset growth 1977-1986



The Top 100

Earners in Banking

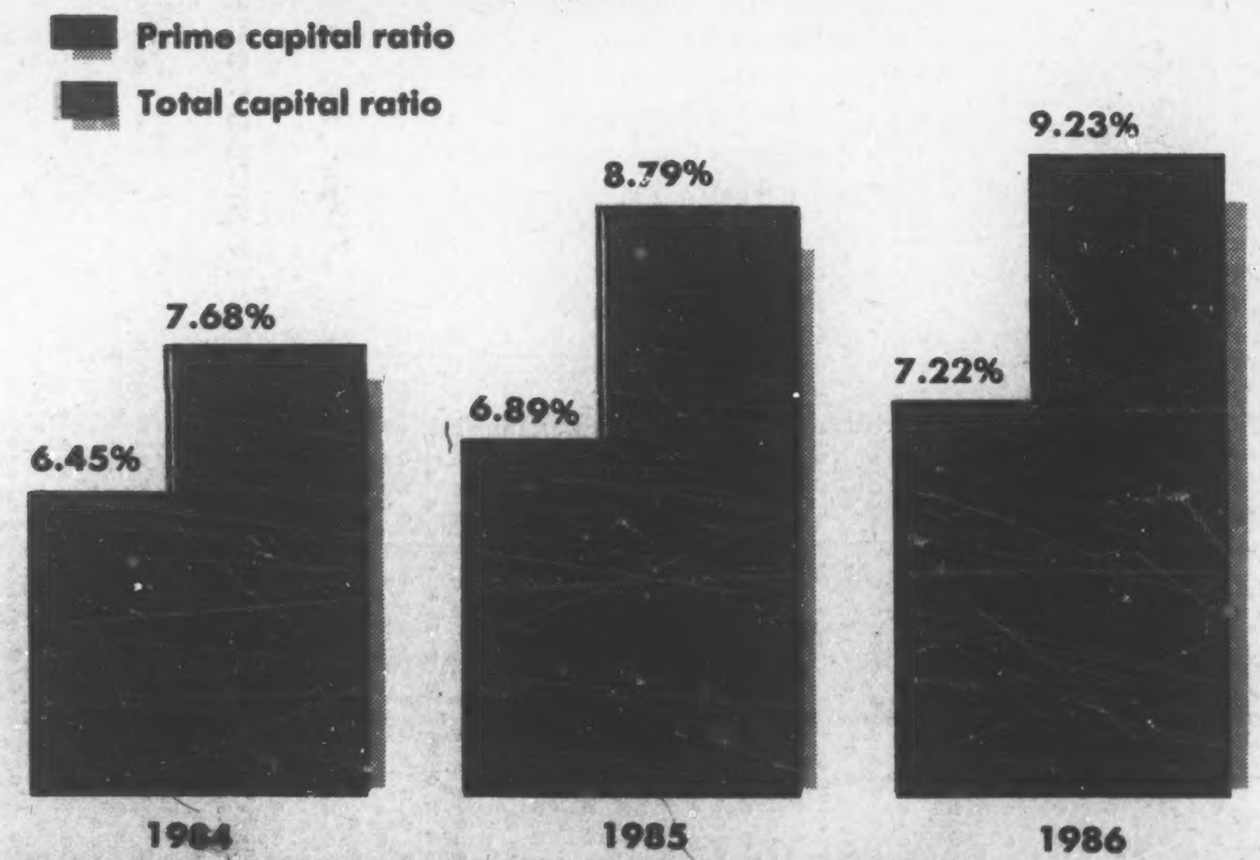
Net income growth 1977-1986



The Top 100

Firms in Primary Capital

Ratios of primary capital-to-assets and total capital-to-assets 1984-1986



Top 100 U.S. Bank Holding Companies

Ranked by Assets Dec. 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1986

Rank 12/31/86	Bank Holding Company Largest Controlled Bank in Deposits	TOTAL ASSETS 12/31/86	TOTAL ASSETS 12/31/85	Rank 12/31/85	Gain	TOTAL DEPOSITS 12/31/86	TOTAL DEPOSITS 12/31/85	CONTROLLED Banks	CONTROLLED Branches
1	**Citicorp, New York** Citibank NA, New York	196,124,000,000	173,597,000,000	1		114,689,000,000	104,959,000,000	7	347
2	**BankAmerica Corp., San Francisco** Bank of America NT&SA, San Francisco	104,189,297,000	118,541,125,000	2		82,205,359,000	94,210,950,000	2	1,053
3	**Chase Manhattan Corp., New York** Chase Manhattan Bank NA, New York	94,765,815,000	87,685,442,000	3		66,002,844,000	61,353,049,000	7	405
4	**J.P. Morgan & Co., Inc., New York** Morgan Guaranty Trust Co., New York	76,039,000,000	69,375,000,000	5	+1	42,960,000,000	39,845,000,000	2	4
5	**Manufacturers Hanover Corp., New York** Manufacturers Hanover Trust Co., New York	74,397,389,000	76,525,769,000	4		45,544,277,000	46,261,146,000	2	213
6	**Security Pacific Corp., Los Angeles** Security Pacific National Bank, Los Angeles	62,606,000,000	53,503,000,000	7	+1	38,408,000,000	32,873,000,000	4	700
7	**Chemical New York Corp.** Chemical Bank, New York	60,564,123,000	56,990,174,000	6		39,054,910,000	34,505,315,000	3	269
8	**Bankers Trust New York Corp.** Bankers Trust Co., New York	56,419,945,000	50,581,041,000	8		29,535,520,000	28,723,505,000	2	6
9	**First Interstate Bancorp., Los Angeles** First Interstate Bank of California, Los Angeles	55,421,736,000	48,991,000,000	9	+1	39,457,006,000	35,554,000,000	24	987
10	**Wells Fargo & Co., San Francisco** Wells Fargo Bank NA, San Francisco	44,577,100,000	29,429,394,000	13	+3	32,992,800,000	19,501,300,000	1	513
11	**First Chicago Corp.** First National Bank, Chicago	39,147,996,000	38,892,506,000	10		27,024,943,000	27,147,535,000	5	0
12	**Mellon Bank Corp., Pittsburgh** Mellon Bank NA, Pittsburgh	34,499,370,000	33,406,195,000	11		21,647,152,000	18,582,625,000	9	360
13	**Bank of Boston Corp.** First National Bank, Boston	34,045,409,000	28,296,340,000	14	+1	21,724,988,000	19,214,058,000	4	264
14	**Continental Illinois Corp., Chicago** Continental Illinois Nat'l Bank & Trust Co., Chicago	32,808,986,000	30,527,810,000	12		18,032,406,000	17,759,219,000	8	0
15	**First Bank System, Inc., Minneapolis** First National Bank, Minneapolis	28,011,495,000	25,484,355,000	15		16,260,609,000	16,039,194,000	78	148
16	**NCNB Corp., Charlotte, N.C.** NCNB National Bank of North Carolina, Charlotte	27,472,434,000	19,754,317,000	23	+7	18,519,315,000	13,950,398,000	6	589
17	**First Union Corp., Charlotte, N.C.** First Union National Bank, Charlotte	26,820,240,000	16,567,276,000	32	+15	17,003,549,000	9,885,309,000	4	722
18	**SunTrust Banks, Inc., Atlanta** Trust Company Bank, Atlanta	26,165,455,000	19,405,563,000	24	+6	21,284,007,000	14,728,105,000	53	634
19	**Marine Midland Banks, Inc., Buffalo, N.Y.** Marine Midland Bank NA, Buffalo	24,789,596,000	23,385,612,000	16		17,418,418,000	16,593,427,000	2	321
20	**Irving Bank Corp., New York** Irving Trust Co., New York	24,232,521,000	21,650,661,000	20		15,327,955,000	14,026,275,000	14	140
21	**Bank of New England Corp., Boston** Bank of New England NA, Boston	22,472,935,000	17,803,573,000	28	+7	17,676,987,000	14,054,637,000	6	361
22	**PNC Financial Corp, Pittsburgh** Pittsburgh National Bank	22,198,930,000	18,777,723,000	26	+4	14,315,971,000	11,826,293,000	6	254
23	**MCorp, Dallas** MBank Dallas NA	21,886,812,000	22,586,271,000	18		17,492,106,000	17,583,421,000	62	0
24	**Norwest Corp., Minneapolis** Norwest Bank Minneapolis NA	21,539,400,000	21,418,621,000	21		14,099,800,000	14,336,824,000	77	212
25	**NBD Bancorp., Inc., Detroit** National Bank of Detroit	21,176,031,000	16,675,877,000	31	+6	15,011,323,000	12,024,673,000	26	346
26	**RepublicBank Corp., Dallas** RepublicBank Dallas NA	20,944,300,000	23,205,593,000	17		15,997,462,000	15,764,377,000	41	0
27	**Bank of New York Co., Inc.** Bank of New York	20,708,850,000	18,486,200,250	27		15,112,849,000	12,369,020,549	2	143
28	**Barnett Banks of Florida, Inc., Jacksonville** Barnett Bank of South Florida NA, Miami	20,228,949,000	14,829,078,000	34	+6	17,736,767,000	13,082,311,000	35	456
29	**Texas Commerce Bancshares, Inc., Houston** Texas Commerce Bank NA, Houston	19,192,000,000	20,076,000,000	22		14,139,000,000	14,612,000,000	71	0
30	**Citizens & Southern Corp., Atlanta** Citizens & Southern National Bank, Atlanta	18,757,000,000	13,590,529,000	35	+5	14,026,000,000	9,651,877,000	3	466
31	**First Wachovia Corp., Winston-Salem, N.C.** Wachovia Bank & Trust Co. NA, Winston-Salem	18,689,550,000	17,706,535,000	29		13,780,612,000	12,674,943,000	5	332
32	**InterFirst Corp., Dallas** InterFirst Bank Dallas NA	17,986,000,000	22,071,000,000	19		14,878,000,000	17,504,000,000	68	0
33	**Republic New York Corp.** Republic National Bank, New York	17,464,897,000	15,323,510,000	33		10,797,367,000	9,729,221,000	1	29
34	**First Fidelity Bancorporation, Newark, N.J.** First Fidelity Bank NA, Newark	15,170,304,000	12,620,015,000	36	+2	12,054,723,000	9,778,708,000	7	305
35	**Sovran Financial Corp., Norfolk, Va.** Sovran Bank NA, Richmond	14,952,156,000	9,671,676,000	46	+11	11,610,599,000	7,227,581,000	4	357
36	**CoreStates Financial Corp., Philadelphia** Philadelphia National Bank	14,595,402,000	11,080,230,000	38	+2	10,636,974,000	7,838,513,000	4	210
37	**National City Corp., Cleveland** National City Bank, Cleveland	14,107,259,000	12,505,476,000	37		10,427,356,000	9,448,398,000	9	330
38	**Hartford National Corp., Conn.** Connecticut National Bank, Hartford	13,879,294,000	8,342,637,000	53	+15	10,778,917,000	6,649,023,000	7	250
39	**First City Bancorporation of Texas, Inc., Houston** First City National Bank, Houston	13,681,179,000	16,819,100,000	30		11,045,079,000	12,902,685,000	63	0
40	**Banc One Corp., Columbus, Ohio** Bank One Columbus NA	12,662,000,000	10,823,485,000	40		10,195,000,000	8,140,636,000	34	372
41	**Southeast Banking Corp., Miami** Southeast Bank NA, Miami	12,468,984,000	11,052,012,000	39		9,555,874,000	8,337,897,000	6	175
42	**Midlantic Corp., Edison, N.J.** Midlantic National Bank, Newark	11,873,756,000	10,354,933,000	41		9,033,834,000	8,069,144,000	6	289
43	**Fleet Financial Group, Inc., Providence, R.I.** Fleet National Bank, Providence	11,690,346,000	7,122,294,000	61	+18	6,713,681,000	3,944,775,000	7	141
44	**Fidelcor, Inc., Philadelphia** Fidelity Bank NA, Malvern	11,391,725,000	6,760,455,000	66	+22	9,026,105,000	5,226,685,000	3	189
45	**Norstar Bancorp, Inc., Albany, N.Y.** Norstar Bank of Upstate NY, Albany	11,132,015,000	8,998,271,000	49	+4	9,009,416,000	7,350,948,000	7	372
46	**AmeriTrust Corp., Cleveland** AmeriTrust Co. NA, Cleveland	11,068,113,000	7,787,223,000	57	+11	7,972,168,000	5,095,079,000	13	210
47	**Valley National Corp., Phoenix, Ariz.** Valley National Bank, Phoenix	10,715,497,000	9,930,532,000	43		9,186,694,000	8,136,820,000	1	257
48	**Shawmut Corp., Boston** Shawmut Bank NA, Boston	10,697,446,000	7,822,566,000	55	+7	7,751,252,000	5,527,348,000	15	240
49	**Harris Bankcorp, Inc., Chicago** Harris Trust & Savings Bank, Chicago	10,277,701,000	9,245,095,000	48		7,600,616,000	6,841,346,000	9	0
50	**Comerica, Inc., Detroit** Comerica Bank-Detroit	9,982,511,000	9,769,540,000	45		8,310,549,000	8,073,385,000	18	194

Where a holding company has more than one bank, only the lead bank is shown. The lead bank is the company's largest bank as measured by total deposits on 12/31/86. **Assets** and **Deposits** include all consolidated subsidiaries. The 1985 data are as reported in 1986, and are not adjusted for 1986 merger and acquisition activity. **Banks Controlled** includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. **Branches Controlled** are domestic only.

Primary Capital Grew Twice as Fast as Assets Again in 1986

➔ Continued from Page 1

come. (The review begins on page 7.)

Primary capital is the sum of total shareholders' equity capital (perpetual preferred stock, common stock, surplus, and undivided profits and capital reserves), mandatory convertible instruments, the allowance for possible loan and lease losses, and minority interest in equity accounts of consolidated subsidiaries.

Mandatory convertible instruments are subordinated debt that eventually is transformed into common or perpetual preferred stock within a specified time not to exceed 12 years. Mandatory convertible debt includes equity contract notes and equity commitment notes issued prior to May 15, 1985.

According to the Federal Reserve Board, adequate capital "provides a buffer for individual banking organizations in times of poor performance, helps maintain public confidence in particular banking organizations and the banking system, promotes the safety of depositors' funds, and supports the reasonable growth of banking organizations."

For the top 10 firms, primary capital totaled $58.6 billion on Dec. 31, 1986, up 15.8% from $50.8 billion a year earlier. The allowance for the loan and lease losses component of primary capital totaled $10.1 billion, up 31% from $7.7 billion a year earlier. The total shareholders' equity component was $38.1 billion, up 11.7% from $34.1 billion, and mandatory capital notes were up 15.5%, to $10.4 billion from $9 billion.

For the top 10 firms, total shareholders' equity made up 65% of primary capital at yearend 1986, down from 67.1% the year before. The allowance for loan and lease losses accounted for 17.2% of primary capital at yearend, compared with 15.2% a year earlier, and mandatory convertible capital notes made up 17.7% of primary capital, the same percentage as the year before.

For the top 100 firms, primary capital totaled $139.4 billion, up 15.7% from $120.5 billion a year earlier. And total capital was $178.2 billion, up 17.3% from $151.9 billion the year before.

Total capital is primary capital plus secondary capital. Secondary capital is the sum of limited-life preferred stock and subordinated notes and debentures and long-term debt with an original maturity of seven years or more.

For the top 10 firms, the ratio of primary capital to total assets rose 46 basis points last year, to 7.10% at yearend from 6.64% the year before. For the top 100 firms, the ratio of primary capital to total assets rose 33 basis points last year, to 7.22% at yearend from 6.89% the year before.

Primary Capital Leaders

December 31, 1986 (In Millions)

1. Citicorp	13,490
2. BankAmerica Corp.	7,361
3. Chase Manhattan Corp.	6,661
4. J.P. Morgan & Co., Inc.	6,407
5. Manufacturers Hanover Corp.	5,396

Other Survey Findings

The *American Banker* surveyed the 200 largest bank holding companies and banks in the United States to prepare today's rankings. Listed below are some of the more important findings.

- Total assets of the top 100 bank holding companies was $1.93 trillion on Dec. 31, 1986, up 10.3% from $1.75 trillion a year earlier.
- These top holding companies had $1.33 trillion in deposits, up 10.2% from $1.21 trillion on Dec. 31, 1985. They also controlled 1,428 domestic banks with 20,739 domestic branches at yearend 1986.
- The top 100 earners among banks and bank holding companies had combined net income of $13 billion in 1986, up 15.2% from $11.3 billion a year earlier.
- Included in the net income of the top 100 earners last year was $954 million in nonrecurring items, compared with $497 million in 1985. That category includes such items as the sale of buildings, branches, and subsidiaries; venture capital profits; and pension settlement gains. Net income for the top 100 firms, when adjusted for nonrecurring items, was up 11.7% in 1986.
- Among the top 100 earners, Boston Safe Deposit & Trust Co. had the largest percentage gain in net income, 123%. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our annual bank holding company review meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the review to make it more useful? What would you add?

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(2.) What did you like **best** about the review?

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(3.) What did you like **least** about the review?

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(4.) How do you use the review in your work?

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____

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Name (optional)________________
Title________________
Company________________
Address________________
____
Phone________________

Corporate Finance Group

MERGERS AND ACQUISITIONS	PRIVATE PLACEMENTS	THRIFT CONVERSIONS	PUBLIC UNDERWRITINGS
SunTrust Banks, Inc.* Atlanta, Georgia has acquired Third National Corporation Nashville, Tennessee KEEFE, BRUYETTE & WOODS, INC.	$10,000,000 First Maryland Bancorp Baltimore, Maryland Senior Notes Due June 1, 1996 KEEFE, BRUYETTE & WOODS, INC.	1,664,871 Shares The Central Bank For Savings Common Stock (Par Value $1) Price: $12.50 Per Share KEEFE, BRUYETTE & WOODS, INC.	2,250,000 Shares Bank of New England Corporation Common Stock ($5.00 Par Value) Price: $55.50 Per Share KEEFE, BRUYETTE & WOODS, INC.
USAmeribancs, Inc.* Chicago, Illinois has been acquired by NBD Bancorp, Inc. Detroit, Michigan KEEFE, BRUYETTE & WOODS, INC.	125,000 Shares Howard Bancorp Burlington, Vermont Common Stock ($5 Par Value) KEEFE, BRUYETTE & WOODS, INC.	2,742,820 Shares Somerset Savings Bank Common Stock (Par Value $1) Price: $11.25 Per Share KEEFE, BRUYETTE & WOODS, INC.	1,500,000 Shares Central Fidelity Banks, Inc. Common Stock ($5 Par Value) Price: $30.00 Per Share KEEFE, BRUYETTE & WOODS, INC.
Keystone Financial, Inc.* State College, Pennsylvania has acquired through merger Pennsylvania National Financial Corp.* Harrisburg, Pennsylvania KEEFE, BRUYETTE & WOODS, INC.	320,000 Shares (Par Value $50 Per Share) San Diego Financial Corporation San Diego, California Adjustable Rate Preferred Stock KEEFE, BRUYETTE & WOODS, INC.	194,123 Shares Tolland Bank, F.S.B. Common Stock (Par Value $1) Price: $9.20 Per Share KEEFE, BRUYETTE & WOODS, INC.	$50,000,000 Independence Bancorp, Inc. Perkasie, Bucks County, PA 7% Convertible Subordinated Debentures Due 2011 KEEFE, BRUYETTE & WOODS, INC.

Michael C. Connor
Senior Vice President
Mergers and Acquisitions

John M. Boyle
Vice President
Private Placements

C. Edward McConnell
Senior Vice President
Capital Markets

As leaders in capital formation, M&A and thrift conversions, our Corporate Finance specialists play major roles in advising banks on strategies that enhance their financial and competitive strength. The above represent some of the transactions and financings consummated by our Corporate Finance specialists.

KBW
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The Banking Industry Specialists
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NEW YORK HARTFORD SAN FRANCISCO LONDON**

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Top 100 U.S. Bank Holding Companies

Ranked by Assets Dec. 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1986

Rank	Bank Holding Company	TOTAL ASSETS		Rank		TOTAL DEPOSITS		CONTROLLED	
12/31/86	Largest Controlled Bank in Deposits	12/31/86	12/31/85	12/31/85	Gain	12/31/86	12/31/85	Banks	Branches
51	**Boatmen's Bancshares, Inc., St. Louis, Mo.** Boatmen's National Bank, St. Louis	9,919,003,000	7,054,560,000	63	+12	7,472,492,000	5,222,273,000	37	154
52	**Union Bancorp, Los Angeles** Union Bank, Los Angeles	9,901,273,000	9,559,746,000	47		7,744,176,000	6,884,710,000	1	31
53	**Allied Bancshares, Inc., Houston** Allied Bank of Texas, Houston	9,863,646,000	10,245,507,000	42		8,103,275,000	8,171,034,000	51	0
54	**Maryland National Corp., Baltimore** Maryland National Bank, Baltimore	9,513,341,000	7,791,531,000	56	+2	6,350,913,000	5,146,937,000	2	154
55	**U.S. Bancorp., Portland, Ore.** United States National Bank of Oregon, Portland	9,491,354,000	8,349,721,000	51		5,762,464,000	5,166,798,000	4	198
56	**Signet Banking Corp., Richmond** Signet Bank/Virginia, Richmond	9,471,496,000	7,744,633,000	58	+2	6,664,928,000	5,353,682,000	3	234
57	**United Virginia Bankshares, Inc., Richmond** United Virginia Bank, Richmond	9,412,574,000	8,099,556,000	54		6,896,462,000	5,956,414,000	3	216
58	**Rainier Bancorporation, Seattle** Rainier National Bank, Seattle	9,216,090,000	8,348,846,000	52		6,630,999,000	5,843,157,000	3	148
59	**Northern Trust Corp., Chicago** Northern Trust Co., Chicago	9,090,107,000	7,500,172,000	59		6,207,109,000	5,032,241,000	13	0
60	**KeyCorp, Albany, N.Y.** Key Bank NA, Albany	9,072,750,000	7,122,181,000	62	+2	7,390,982,000	5,725,326,000	13	423
61	**Society Corp., Cleveland** Society National Bank, Cleveland	9,060,948,000	8,749,066,000	50		7,327,461,000	7,094,718,000	7	238
62	**Manufacturers National Corp., Detroit** Manufacturers National Bank, Detroit	8,110,207,000	6,980,430,000	64	+2	6,159,383,000	5,483,795,000	9	132
63	**United Jersey Banks, Princeton, N.J.** United Jersey Bank, Hackensack	8,023,961,000	4,428,253,000	92	+29	6,672,853,000	3,609,766,000	13	195
64	**First of America Bank Corp., Kalamazoo, Mich.** First of America Bank-Detroit NA	7,869,918,000	5,326,355,000	78	+14	6,927,313,000	4,657,544,000	45	347
65	**Huntington Bancshares, Inc., Columbus, Ohio** Huntington National Bank, Columbus	7,717,915,000	6,240,444,000	72	+7	5,952,839,000	4,761,575,000	8	200
66	**Michigan National Corp., Farmington Hills** Michigan National Bank, Detroit	7,672,215,000	7,251,727,000	60		6,759,164,000	6,328,176,000	21	271
67	**BayBanks, Inc., Boston** BayBank Boston NA	7,627,668,000	6,269,012,000	71	+4	6,348,201,000	5,081,852,000	8	238
68	**First American Bankshares, Washington, D.C.** First American Bank of Virginia, McLean	7,209,709,000	5,725,786,000	75	+7	5,917,510,000	4,820,662,000	6	219
69	**State Street Boston Corp., Boston** State Street Bank & Trust Co., Boston	7,189,818,000	6,652,695,000	68		5,269,596,000	4,569,901,000	1	5
70	**First Wisconsin Corp., Milwaukee** First Wisconsin National Bank, Milwaukee	7,090,197,000	6,477,324,000	69		5,666,903,000	5,126,600,000	28	90
71	**Florida National Banks of Florida Inc., Jacksonville** Florida National Bank, Jacksonville	6,876,822,000	5,980,814,000	74	+3	5,816,445,000	4,990,929,000	2	184
72	**Meridian Bancorp., Inc., Reading, Pa.** Meridian Bank, Reading	6,801,115,000	6,229,735,000	73	+1	5,453,125,000	4,850,487,000	2	156
73	**European American Bancorp, New York** European American Bank, New York	6,744,465,000	6,654,672,000	67		4,539,610,000	4,658,606,000	1	87
74	**Mercantile Bancorporation, Inc., St. Louis, Mo.** Mercantile Bank NA, St. Louis	6,586,179,000	6,762,725,000	65		5,057,652,000	4,985,187,000	32	97
75	**Riggs National Corp., Washington, D.C.** Riggs National Bank, Washington, D.C.	6,253,385,000	5,434,021,000	77	+2	4,988,877,000	4,293,366,000	2	34
76	**Marshall & Ilsley Corp., Milwaukee, Wis.** M&I Marshall & Ilsley Bank, Milwaukee	6,000,935,000	4,741,013,000	87	+11	4,331,830,000	3,589,843,000	33	93
77	**Texas American Bankshares, Inc., Fort Worth** Texas American Bank/Fort Worth NA	5,985,740,000	6,413,155,000	70		5,152,193,000	5,398,603,000	33	0
78	**First American Corp., Nashville, Tenn.** First American National Bank, Nashville	5,950,777,000	4,789,093,000	86	+8	4,676,966,000	3,786,127,000	11	117
79	**AmSouth Bancorporation, Birmingham, Ala.** AmSouth Bank NA, Birmingham	5,942,706,000	5,227,042,000	81	+2	4,449,827,000	3,740,354,000	3	142
80	**Dominion Bankshares Corp., Roanoke, Va.** Dominion Bank NA, Roanoke	5,920,662,000	4,688,508,000	89	+9	4,460,769,000	3,661,672,000	7	218
81	**First Pennsylvania Corp., Philadelphia** First Pennsylvania Bank NA, Philadelphia	5,887,589,000	5,652,398,000	76		3,998,842,000	3,861,911,000	2	64
82	**Centerre Bancorp., St. Louis, Mo.** Centerre Bank NA, St. Louis	5,664,526,000	5,171,671,000	82		3,983,641,000	3,682,753,000	15	60
83	**Old Kent Financial Corp., Grands Rapids, Mich.** Old Kent Bank & Trust Co., Grand Rapids	5,582,276,000	4,323,291,000	94	+11	4,863,209,000	3,634,290,000	25	188
84	**First Tennessee National Corp., Memphis** First Tennessee Bank NA, Memphis	5,555,707,000	5,248,667,000	80		4,250,695,000	3,883,641,000	1	146
85	**First Maryland Bancorp., Baltimore** First National Bank of Maryland, Baltimore	5,487,202,000	4,493,068,000	90	+5	3,906,087,000	3,177,348,000	2	192
86	**Continental Bancorp, Inc., Philadelphia** Continental Bank, Norristown	5,311,046,000	4,717,962,000	88	+2	4,508,373,000	4,042,666,000	3	114
87	**Commerce Bancshares, Inc., Kansas City, Mo.** Commerce Bank of St. Louis NA, Clayton, Mo.	5,293,463,000	4,923,886,000	84		4,441,591,000	4,065,984,000	23	107
88	**First Kentucky National Corp., Louisville** First National Bank of Louisville	5,128,486,000	4,141,503,000	100	+12	3,657,002,000	2,995,621,000	7	70
89	**Indiana National Corp., Indianapolis** Indiana National Bank, Indianapolis	5,106,296,000	4,391,469,000	93	+4	3,815,917,000	3,361,859,000	6	88
90	**SouthTrust Corp., Birmingham, Ala.** SouthTrust Bank of Alabama NA, Birmingham	5,101,073,000	4,210,302,000	97	+7	3,973,842,000	3,238,587,000	27	148
91	**First Security Corp., Salt Lake City, Utah** First Security Bank of Utah NA, Salt Lake City	5,079,578,000	5,293,620,000	79		3,923,672,000	3,831,148,000	4	164
92	**Bancorp Hawaii, Inc., Honolulu** Bank of Hawaii, Honolulu	5,060,018,000	4,438,585,000	91		4,342,847,000	3,857,284,000	1	60
93	**First Florida Banks, Inc., Tampa** First Florida Bank NA, Tampa	4,845,177,000	4,026,340,000	102	+9	4,043,714,000	3,271,240,000	1	131
94	**United Banks of Colorado, Inc., Denver** United Bank of Denver NA	4,836,872,000	4,849,939,000	85		3,705,554,000	3,753,083,000	32	0
95	**Louisiana Bancshares Inc., Baton Rouge** Louisiana National Bank, Baton Rouge	4,740,502,000	4,302,336,000	95		4,046,520,000	3,565,512,000	8	100
96	**South Carolina National Corp., Columbia** South Carolina National Bank, Columbia	4,740,286,000	4,212,058,000	96		3,327,023,000	3,050,063,000	1	160
97	**Citizens Fidelity Corp., Louisville, Ky.** Citizens Fidelity Bank & Trust Co., Louisville	4,737,125,000	3,983,022,000	103	+6	3,294,601,000	2,807,614,000	6	77
98	**American Security Corp., Washington, D.C.** American Security Bank NA, Washington, D.C.	4,657,065,000	4,154,599,000	99	+1	3,556,945,000	3,077,970,000	1	31
99	**Central Bancorporation, Inc., Cincinnati** Central Trust Co. NA, Cincinnati	4,509,645,000	3,855,503,000	105	+6	3,541,594,000	2,936,926,000	7	120
100	**First Alabama Bancshares, Inc., Montgomery** First Alabama Bank, Montgomery	4,396,627,000	3,684,056,000	111	+11	3,721,365,000	3,021,928,000	4	136

Where a holding company has more than one bank, only the lead bank is shown. The lead bank is the company's largest bank as measured by total deposits on 12/31/86. Assets and Deposits include all consolidated subsidiaries. The 1985 data are as reported in 1986, and are not adjusted for 1986 merger and acquisition activity. **Banks Controlled** includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. **Branches Controlled** are domestic only.

Top 100 U.S. Bank Holding Companies

Listed Georgraphically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86		Total Assets 12/31/86	Employees 12/31/86
	ALABAMA		
79	AmSouth Bancorporation, Birmingham	5,942,706,000	4,325
90	SouthTrust Corp., Birmingham	5,101,073,000	3,700
100	First Alabama Bancshares, Inc., Montgomery	4,396,627,000	3,782
	ARIZONA		
47	Valley National Corp., Phoenix	10,715,497,000	7,321
	CALIFORNIA		
2	BankAmerica Corp., San Francisco	104,189,297,000	68,497
6	Security Pacific Corp., Los Angeles	62,606,000,000	35,100
9	First Interstate Bancorp., Los Angeles	55,421,736,000	36,000
10	Wells Fargo & Co., San Francisco	44,577,100,000	21,500
52	Union Bancorp, Los Angeles	9,901,273,000	4,500
	COLORADO		
94	United Banks of Colorado, Inc., Denver	4,836,872,000	3,239
	CONNECTICUT		
38	Hartford National Corp.	13,879,294,000	7,500
	DISTRICT OF COLUMBIA		
68	First American Bankshares, Washington	7,209,709,000	4,353
75	Riggs National Corp., Washington	6,253,385,000	1,989
98	American Security Corp., Washington	4,657,065,000	1,623
	FLORIDA		
28	Barnett Banks of Florida, Inc., Jacksonville	20,228,949,000	16,187
41	Southeast Banking Corp., Miami	12,468,984,000	7,364
71	Florida National Banks of Florida Inc., Jacksonville	6,876,822,000	4,739
93	First Florida Banks, Inc., Tampa	4,845,177,000	3,829
	GEORGIA		
18	SunTrust Banks, Inc., Atlanta	26,165,455,000	19,711
30	Citizens & Southern Corp., Atlanta	18,757,000,000	13,319
	HAWAII		
92	Bancorp Hawaii, Inc., Honolulu	5,060,018,000	3,258
	ILLINOIS		
11	First Chicago Corp.	39,147,996,000	13,161
14	Continental Illinois Corp., Chicago	32,808,986,000	9,477
49	Harris Bankcorp, Inc., Chicago	10,277,701,000	4,893
59	Northern Trust Corp., Chicago	9,090,107,000	4,895
	INDIANA		
89	Indiana National Corp., Indianapolis	5,106,296,000	2,917
	KENTUCKY		
88	First Kentucky National Corp., Louisville	5,128,486,000	4,474
97	Citizens Fidelity Corp., Louisville	4,737,125,000	2,247
	LOUISIANA		
95	Louisiana Bancshares Inc., Baton Rouge	4,740,502,000	3,277
	MARYLAND		
54	Maryland National Corp., Baltimore	9,513,341,000	N.A.
85	First Maryland Bancorp., Baltimore	5,487,202,000	4,077
	MASSACHUSETTS		
13	Bank of Boston Corp.	34,045,409,000	20,000
21	Bank of New England Corp., Boston	22,472,935,000	14,827
48	Shawmut Corp., Boston	10,697,446,000	6,729
67	BayBanks, Inc., Boston	7,627,668,000	5,565
69	State Street Boston Corp., Boston	7,189,818,000	5,732
	MICHIGAN		
25	NBD Bancorp., Inc., Detroit	21,176,031,000	10,162
50	Comerica, Inc., Detroit	9,982,511,000	5,877
62	Manufacturers National Corp., Detroit	8,110,207,000	4,413
64	First of America Bank Corp., Kalamazoo	7,869,918,000	6,341
66	Michigan National Corp., Farmington Hills	7,672,215,000	6,800
83	Old Kent Financial Corp., Grands Rapids	5,582,276,000	3,500
	MINNESOTA		
15	First Bank System, Inc., Minneapolis	28,011,495,000	10,101
24	Norwest Corp., Minneapolis	21,539,400,000	14,962
	MISSOURI		
51	Boatmen's Bancshares, Inc., St. Louis	9,919,003,000	5,567
74	Mercantile Bancorporation, Inc., St. Louis	6,586,179,000	4,572
82	Centerre Bancorp., St. Louis	5,664,526,000	3,581
87	Commerce Bancshares, Inc., Kansas City	5,293,463,000	3,997
	NEW JERSEY		
34	First Fidelity Bancorporation, Newark	15,170,304,000	9,886
42	Midlantic Corp., Edison	11,873,756,000	6,890
63	United Jersey Banks, Princeton	8,023,961,000	5,346
	NEW YORK		
1	Citicorp, New York	196,124,000,000	88,500
3	Chase Manhattan Corp., New York	94,765,815,000	47,480
4	J.P. Morgan & Co., Inc., New York	76,039,000,000	14,518
5	Manufacturers Hanover Corp., New York	74,397,389,000	30,316
7	Chemical New York Corp.	60,564,123,000	20,993
8	Bankers Trust New York Corp.	56,419,945,000	11,069
19	Marine Midland Banks, Inc., Buffalo	24,789,596,000	12,543
20	Irving Bank Corp., New York	24,232,521,000	10,200
27	Bank of New York Co., Inc.	20,708,850,000	9,304
33	Republic New York Corp.	17,464,897,000	2,850
45	Norstar Bancorp, Inc., Albany	11,132,015,000	8,679
60	KeyCorp, Albany	9,072,750,000	7,990
73	European American Bancorp, New York	6,744,465,000	3,181
	NORTH CAROLINA		
16	NCNB Corp., Charlotte	27,472,434,000	13,510
17	First Union Corp., Charlotte	26,820,240,000	19,266
31	First Wachovia Corp., Winston-Salem	18,689,550,000	12,589
	OHIO		
37	National City Corp., Cleveland	14,107,259,000	9,013
40	Banc One Corp., Columbus	12,662,000,000	9,945
46	AmeriTrust Corp., Cleveland	11,068,113,000	5,811
61	Society Corp., Cleveland	9,060,948,000	6,151
65	Huntington Bancshares, Inc., Columbus	7,717,915,000	4,855
99	Central Bancorporation, Inc., Cincinnati	4,509,645,000	2,826
	OREGON		
55	U.S. Bancorp., Portland	9,491,354,000	5,468
	PENNSYLVANIA		
12	Mellon Bank Corp., Pittsburgh	34,499,370,000	18,419
22	PNC Financial Corp, Pittsburgh	22,198,930,000	9,328
36	CoreStates Financial Corp., Philadelphia	14,595,402,000	7,716
44	Fidelcor, Inc., Philadelphia	11,391,725,000	6,260
72	Meridian Bancorp., Inc., Reading	6,801,115,000	5,462
81	First Pennsylvania Corp., Philadelphia	5,887,589,000	3,616
86	Continental Bancorp, Inc., Philadelphia	5,311,046,000	3,321
	RHODE ISLAND		
43	Fleet Financial Group, Inc., Providence	11,690,346,000	8,410
	SOUTH CAROLINA		
96	South Carolina National Corp., Columbia	4,740,286,000	4,131
	TENNESSEE		
84	First Tennessee National Corp., Memphis	5,555,707,000	3,944
78	First American Corp., Nashville	5,950,777,000	3,580
	TEXAS		
23	MCorp, Dallas	21,886,812,000	10,846
26	RepublicBank Corp., Dallas	20,944,300,000	8,053
29	Texas Commerce Bancshares, Inc., Houston	19,192,000,000	8,298
32	InterFirst Corp., Dallas	17,986,000,000	8,636
39	First City Bancorporation of Texas, Inc., Houston	13,681,179,000	7,612
53	Allied Bancshares, Inc., Houston	9,863,646,000	3,350
77	Texas American Bankshares, Inc., Fort Worth	5,985,740,000	3,022
	UTAH		
91	First Security Corp., Salt Lake City	5,079,578,000	4,313
	VIRGINIA		
35	Sovran Financial Corp., Norfolk	14,952,156,000	10,961
56	Signet Banking Corp., Richmond	9,471,496,000	6,146
57	United Virginia Bankshares, Inc., Richmond	9,412,574,000	6,020
80	Dominion Bankshares Corp., Roanoke	5,920,662,000	4,088
	WASHINGTON		
58	Rainier Bancorporation, Seattle	9,216,090,000	5,693
	WISCONSIN		
70	First Wisconsin Corp., Milwaukee	7,090,197,000	5,373
76	Marshall & Ilsley Corp., Milwaukee	6,000,935,000	4,377

Highest Assets-Per-Employee Ratios Among Top 100 Firms in Assets

		Assets per Employee	Total Assets	Total Empl.	Asset Rank
1	Republic New York Corp.	$6,128,034	$17,464,897,000	2,850	33
2	J.P. Morgan & Co., Inc.	5,237,567	76,039,000,000	14,518	4
3	Bankers Trust New York	5,097,113	56,419,945,000	11,069	8
4	Continental Illnois Corp., Chicago	3,461,959	32,808,986,000	9,477	14
5	Riggs National Corp., Washington, D.C.	3,143,984	6,253,385,000	1,989	75
6	First Chicago Corp.	2,974,546	39,147,996,000	13,161	11
7	Allied Bancshares, Inc., Houston	2,944,372	9,863,646,000	3,350	53
8	Chemical New York Corp.	2,884,968	60,564,123,000	20,993	7
9	American Security Corp.,Washington, D.C.	2,869,418	4,657,065,000	1,623	98
10	First Bank System, Inc., Minneapolis	2,773,141	28,011,495,000	10,101	15

Lowest Assets-Per-Employee Ratios Among Top 100 Firms in Assets

		Assets per Employee	Total Assets	Total Empl.	Asset Rank
1	Michigan National Corp., Farmington Hills	$1,128,267	$7,672,215,000	6,800	66
2	KeyCorp, Albany	1,135,513	9,072,750,000	7,990	60
3	First Kentucky National Corp., Louisville	1,146,287	5,128,486,000	4,474	88
4	South Carolina National Corp., Columbia	1,147,491	4,740,286,000	4,131	96
5	First Alabama Bancshares, Inc., Montgomery	1,162,514	4,396,627,000	3,782	100
6	First Security Corp., Salt Lake City	1,177,737	5,079,578,000	4,313	91
7	First of America Bank Corp., Kalamazoo	1,241,116	7,869,918,000	6,341	64
8	Meridian Bancorp., Inc., Reading	1,245,169	6,801,115,000	5,462	72
9	Barnett Banks of Florida, Inc., Jacksonville	1,249,703	20,228,949,000	16,187	28
10	State Street Boston Corp., Boston	1,254,330	7,189,818,000	5,732	69

Top 100 Bank Holding Companies in Primary Capital

As of December 31, 1986, Compared with December 31, 1985

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Primary Rank 12/86		Primary Capital		Rank & Gain from 1985		Ratio: Primary Capital to Total Assets (%)		Total Capital Funds		Total Assets	
		12/31/86	12/31/85			1986	1985	12/31/86	12/31/85	12/31/86	12/31/85
1	Citicorp, New York	13,490,000,000	10,892,000,000	1		6.88	6.27	21,531,000,000	15,948,000,000	196,124,000,000	173,597,000,000
2	BankAmerica Corp., San Francisco	7,361,423,000	7,337,470,000	2		7.07	6.19	8,606,402,000	8,267,687,000	104,189,297,000	118,541,125,000
3	Chase Manhattan Corp., New York	6,661,000,000	6,090,000,000	3		7.03	6.95	8,882,000,000	8,176,000,000	94,765,815,000	87,685,442,000
4	J.P. Morgan & Co., Inc., New York	6,407,000,000	5,583,000,000	4		8.43	8.05	7,728,000,000	6,395,000,000	76,039,000,000	69,375,000,000
5	Manufacturers Hanover Corp., New York	5,396,266,000	4,900,000,000	5		7.25	6.40	8,729,589,000	8,300,000,000	74,397,389,000	76,525,789,000
6	Chemical New York Corp.	4,407,000,000	4,043,000,000	6		7.28	7.09	5,192,000,000	4,970,000,000	60,564,123,000	56,990,174,000
7	Security Pacific Corp., Los Angeles	4,081,000,000	3,465,000,000	7		6.52	6.48	5,132,000,000	3,932,000,000	62,606,000,000	53,503,000,000
8	Bankers Trust New York Corp.	3,713,000,000	3,241,000,000	8		6.58	6.41	4,600,000,000	4,062,000,000	56,419,945,000	50,581,041,000
9	Wells Fargo & Co., San Francisco	3,551,200,000	2,217,475,000	13	+4	7.97	7.53	6,094,700,000	4,333,472,000	44,577,100,000	29,429,394,000
10	First Interstate Bancorp., Los Angeles	3,435,564,000	3,066,612,000	9		6.20	6.26	4,769,781,000	4,458,181,000	55,421,736,000	48,991,000,000
11	First Chicago Corp.	3,311,832,000	2,846,000,000	10		8.46	7.32	3,873,948,000	3,348,000,000	39,147,996,000	38,892,508,000
12	Mellon Bank Corp., Pittsburgh	2,530,840,000	2,235,481,000	12		7.34	6.69	3,030,304,000	2,674,663,000	34,499,370,000	33,406,195,000
13	Continental Illinois Corp., Chicago	2,493,423,000	2,289,572,000	11		7.60	7.50	3,148,423,000	2,880,572,000	32,808,986,000	30,527,810,000
14	Bank of Boston Corp.	2,335,406,000	1,864,187,000	14		6.86	6.59	3,135,381,000	2,298,376,000	34,045,409,000	28,296,340,000
15	First Bank System, Inc., Minneapolis	2,006,336,000	1,721,401,000	15		7.16	6.75	2,518,926,000	2,237,208,000	28,011,495,000	25,484,355,000
16	First Union Corp., Charlotte, N.C.	1,912,026,000	1,261,065,000	28	+12	7.13	7.61	2,315,094,000	1,439,756,000	26,820,240,000	16,567,276,000
17	Marine Midland Banks, Inc., Buffalo, N.Y.	1,837,230,000	1,678,248,000	16		7.41	7.18	2,383,243,000	2,243,833,000	24,789,596,000	23,386,812,000
18	SunTrust Banks, Inc., Atlanta	1,763,868,000	1,235,890,000	29	+11	6.74	6.37	2,073,382,000	1,428,776,000	26,165,455,000	19,405,563,000
19	MCorp, Dallas	1,715,796,000	1,600,000,000	17		7.84	7.08	2,065,173,000	1,950,000,000	21,886,812,000	22,586,271,000
20	Norwest Corp., Minneapolis	1,714,100,000	1,500,414,000	18		7.96	7.01	2,812,600,000	2,708,304,000	21,539,400,000	21,418,821,000
21	NCNB Corp., Charlotte, N.C.	1,668,611,000	1,334,625,000	25	+4	6.07	6.76	2,003,079,000	1,591,981,000	27,472,434,000	19,754,317,000
22	PNC Financial Corp, Pittsburgh	1,665,886,000	1,390,939,000	23	+1	7.50	7.41	1,960,268,000	1,511,114,000	22,198,930,000	18,777,723,000
23	Irving Bank Corp., New York	1,551,985,000	1,387,000,000	24	+1	6.40	6.41	1,879,037,000	1,746,000,000	24,232,521,000	21,650,861,000
24	RepublicBank Corp., Dallas	1,528,670,000	1,445,043,000	20		7.30	6.23	1,970,468,000	1,886,873,000	20,944,300,000	23,206,593,000
25	Texas Commerce Bancshares, Inc., Houston	1,528,000,000	1,461,000,000	19		7.96	7.28	1,808,000,000	1,741,000,000	19,192,000,000	20,076,000,000
26	Bank of New York Co., Inc.	1,525,400,000	1,294,110,000	27	+1	7.37	7.00	1,675,883,000	1,501,091,000	20,708,850,000	18,486,200,250
27	First Wachovia Corp., Winston-Salem, N.C.	1,467,241,000	1,309,762,000	26		7.85	7.40	1,632,633,000	1,476,954,000	18,689,550,000	17,706,535,000
28	NBD Bancorp., Inc., Detroit	1,406,790,000	1,172,133,000	31	+3	6.64	7.03	1,690,440,000	1,457,000,000	21,176,031,000	16,675,877,000
29	Bank of New England Corp., Boston	1,404,410,000	1,073,169,000	33	+4	6.25	6.03	1,649,223,000	1,144,987,000	22,472,935,000	17,803,573,000
30	Citizens & Southern Corp., Atlanta	1,381,421,000	999,923,000	34	+4	7.36	7.36	1,639,121,000	1,229,523,000	18,757,000,000	13,590,529,000
31	Barnett Banks of Florida, Inc., Jacksonville	1,345,268,000	1,104,920,000	32	+1	6.65	7.45	1,371,744,000	1,138,668,000	20,228,949,000	14,829,078,000
32	InterFirst Corp., Dallas	1,269,000,000	1,436,000,000	21		7.06	6.51	1,692,000,000	1,865,000,000	17,986,000,000	22,071,000,000
33	Republic New York Corp.	1,243,147,000	987,790,000	35	+2	7.12	6.45	2,030,897,000	1,644,768,000	17,464,897,000	15,323,510,000
34	First Fidelity Bancorporation, Newark, N.J.	1,134,968,000	834,408,000	39	+5	7.48	6.61	1,272,018,000	972,558,000	15,170,304,000	12,620,015,000
35	CoreStates Financial Corp., Philadelphia	1,127,397,000	901,358,000	37	+2	7.72	8.13	1,559,844,000	1,099,979,000	14,595,402,000	11,080,230,000
36	Banc One Corp., Columbus, Ohio	1,078,409,000	810,927,000	40	+4	8.52	7.49	1,127,830,000	977,229,000	12,662,000,000	10,823,485,000
37	Sovran Financial Corp., Norfolk, Va.	1,052,847,000	687,984,000	45	+8	7.04	7.11	1,200,908,000	753,328,000	14,952,156,000	9,671,678,000
38	Fleet Financial Group, Inc., Providence, R.I.	1,012,828,000	622,754,000	52	+14	8.66	8.74	1,324,678,000	844,931,000	11,690,346,000	7,122,294,000
39	National City Corp., Cleveland	1,009,755,000	912,881,000	36		7.16	7.30	1,202,727,000	1,004,346,000	14,107,259,000	12,505,476,000
40	Union Bancorp, Los Angeles	972,255,000	601,864,000	55	+15	9.82	6.30	1,277,255,000	756,864,000	9,901,273,000	9,559,746,000
41	First City Bancorporation of Texas, Inc., Houston	952,927,000	1,234,808,000	30		6.97	7.34	1,097,806,000	1,381,645,000	13,681,179,000	16,819,100,000
42	Norstar Bancorp, Inc., Albany, N.Y.	918,221,000	849,061,000	38		8.25	9.44	1,095,591,000	976,155,000	11,132,015,000	8,998,271,000
43	AmeriTrust Corp., Cleveland	916,270,000	786,156,000	41		8.28	10.10	1,122,563,000	786,156,000	11,068,113,000	7,787,223,000
44	Southeast Banking Corp., Miami	900,315,000	752,549,000	43		7.22	6.81	1,001,246,000	876,174,000	12,468,984,000	11,052,012,000
45	Fidelcor, Inc., Philadelphia	844,486,000	410,601,000	72	+27	7.41	6.07	965,383,000	498,361,000	11,391,725,000	6,760,455,000
46	Midlantic Corp., Edison, N.J.	802,519,000	697,636,000	44		6.76	6.74	1,001,140,000	897,467,000	11,873,756,000	10,354,933,000
47	Hartford National Corp., Conn.	782,147,000	571,857,000	57	+10	5.64	6.85	884,147,000	656,912,000	13,879,294,000	8,342,637,000
48	Harris Bankcorp, Inc., Chicago	762,576,000	682,674,000	46		7.42	7.38	792,076,000	714,299,000	10,277,701,000	9,245,095,000
49	United Virginia Bankshares, Inc., Richmond	755,028,000	624,511,000	51	+2	8.02	7.71	786,338,000	676,248,000	9,412,574,000	8,099,556,000
50	Allied Bancshares, Inc., Houston	743,614,000	777,952,000	42		7.54	7.59	812,688,000	777,952,000	9,863,646,000	10,245,507,000
51	KeyCorp, Albany, N.Y.	733,485,000	578,594,000	56	+5	8.08	8.12	809,356,000	655,214,000	9,072,750,000	7,122,181,000
52	Maryland National Corp., Baltimore	725,654,000	631,654,000	50		7.63	8.11	806,622,000	752,772,000	9,513,341,000	7,791,531,000
53	Shawmut Corp., Boston	713,274,000	542,944,000	60	+7	6.67	6.94	741,812,000	597,755,000	10,697,446,000	7,822,566,000
54	Comerica, Inc., Detroit	706,958,000	656,138,000	47		7.08	6.72	753,012,000	704,[illegible]93,000	9,982,511,000	9,769,540,000
55	U.S. Bancorp., Portland, Ore.	696,272,000	631,795,000	49		7.34	7.57	911,977,000	837,[illegible]00,000	9,491,354,000	8,349,721,000
56	Valley National Corp., Phoenix, Ariz.	694,271,000	612,610,000	53		6.48	6.17	894,271,000	712,610,000	10,715,497,000	9,930,532,000
57	Boatmen's Bancshares, Inc., St. Louis, Mo.	684,302,000	483,402,000	63	+6	6.90	6.85	842,169,000	602,077,000	9,919,003,000	7,054,560,000
58	Signet Banking Corp., Richmond	645,354,000	528,299,000	61	+3	6.81	6.82	769,766,000	650,311,000	9,471,496,000	7,744,633,000
59	Society Corp., Cleveland	644,386,000	603,110,000	54		7.11	6.89	828,613,000	704,649,000	9,060,948,000	8,749,066,000
60	Rainier Bancorporation, Seattle	636,320,000	569,869,000	58		6.90	6.83	736,502,000	574,551,000	9,216,090,000	8,348,846,000
61	Meridian Bancorp., Inc., Reading, Pa.	626,678,000	543,870,000	59		9.21	8.73	642,978,000	561,781,000	6,801,115,000	6,229,736,000
62	First of America Bank Corp., Kalamazoo, Mich.	607,426,000	358,389,000	83	+21	7.72	6.73	715,678,000	413,144,000	7,869,918,000	5,326,365,000
63	United Jersey Banks, Princeton, N.J.	593,244,000	293,410,000	100	+37	7.39	6.63	621,820,000	314,740,000	8,023,981,000	4,428,253,000
64	Michigan National Corp., Farmington Hills	581,401,000	522,269,000	62		7.58	7.20	585,902,000	540,497,000	7,672,215,000	7,251,727,000
65	Northern Trust Corp., Chicago	572,105,000	462,035,000	66	+1	6.29	6.16	673,605,000	562,035,000	9,090,107,000	7,500,172,000
66	Florida National Banks of Florida, Jacksonville	537,135,000	474,224,000	65		7.81	7.93	537,135,000	475,839,000	6,876,822,000	5,980,914,000
67	Manufacturers National Corp., Detroit	535,353,000	430,376,000	70	+3	6.60	6.17	588,340,000	452,571,000	8,110,207,000	6,980,430,000
68	Huntington Bancshares, Inc., Columbus, Ohio	528,533,000	431,319,000	69	+1	6.85	6.91	679,525,000	483,561,000	7,717,915,000	6,240,444,000
69	Mercantile Bancorporation, Inc., St. Louis, Mo.	524,826,000	479,409,000	64		7.97	7.09	615,997,000	570,580,000	6,586,179,000	6,762,725,000
70	First Wisconsin Corp., Milwaukee	523,513,000	427,466,000	71	+1	7.38	6.60	628,686,000	480,456,000	7,090,197,000	6,477,324,000
71	First American Bankshares, Washington, D.C.	496,956,000	395,733,000	74	+3	6.89	6.91	581,332,000	420,864,000	7,209,709,000	5,725,796,000
72	European American Bancorp, New York	469,353,000	453,364,000	67		6.96	6.81	756,478,000	654,495,000	6,744,465,000	6,654,872,000
73	Riggs National Corp., Washington, D.C.	464,431,000	333,074,000	91	+18	7.43	6.13	568,420,000	478,562,000	6,253,386,000	5,434,021,000
74	BayBanks, Inc., Boston	463,749,000	351,931,000	89	+15	6.08	5.61	540,113,000	443,447,000	7,627,668,000	6,269,012,000
75	First Security Corp., Salt Lake City, Utah	458,468,000	407,524,000	73		9.03	7.70	619,321,000	600,216,000	5,079,578,000	5,293,620,000
76	Marshall & Ilsley Corp., Milwaukee, Wis.	439,345,000	375,668,000	78	+2	7.32	7.92	520,689,000	462,102,000	6,000,935,000	4,741,013,000
77	First American Corp., Nashville, Tenn.	438,970,000	314,430,000	93	+16	7.38	6.57	474,063,000	349,523,000	5,950,777,000	4,789,063,000
78	AmSouth Bancorporation, Birmingham, Ala.	438,332,000	391,749,000	75		7.38	7.49	440,399,000	393,796,000	5,942,706,000	5,227,042,000
79	State Street Boston Corp., Boston	434,719,000	359,422,000	82	+3	6.05	5.40	466,947,000	400,069,000	7,189,818,000	6,652,695,000
80	Old Kent Financial Corp., Grands Rapids, Mich.	430,680,000	381,632,000	77		7.72	8.83	495,941,000	395,871,000	5,582,276,000	4,323,291,000
81	First Alabama Bancshares, Inc., Montgomery	420,303,000	372,077,000	79		9.56	10.10	405,734,000	387,916,000	4,396,627,000	3,684,056,000
82	First Pennsylvania Corp., Philadelphia	418,142,000	390,760,000	76		7.10	6.91	483,190,000	439,854,000	5,887,589,000	5,652,398,000
83	Dominion Bankshares Corp., Roanoke, Va.	417,286,000	309,334,000	95	+12	7.05	6.60	429,763,000	323,904,000	5,920,662,000	4,688,528,000
84	United Banks of Colorado, Inc., Denver	394,102,000	352,417,000	87	+3	8.15	7.27	434,102,000	377,417,000	4,836,872,000	4,849,326,000
85	Centerre Bancorp., St. Louis, Mo.	392,233,000	364,241,000	81		6.92	7.04	454,483,000	398,116,000	5,664,526,000	5,171,671,000
86	SouthTrust Corp., Birmingham, Ala.	389,804,000	348,496,000	90	+4	7.64	8.28	436,672,000	348,496,000	5,101,073,000	4,210,302,000
87	First Maryland Bancorp., Baltimore	387,504,000	326,901,000	92	+5	7.06	7.28	503,792,000	435,213,000	5,487,202,000	4,493,068,000
88	Louisiana Bancshares Inc., Baton Rouge	381,686,000	356,593,000	85		8.05	8.29	441,061,000	407,593,000	4,740,502,000	4,302,336,000
89	Commerce Bancshares, Inc., Kansas City, Mo.	380,655,000	358,000,000	84		7.19	7.27	432,085,000	358,000,000	5,293,463,000	4,923,888,000
90	Fifth Third Bancorp, Cincinnati	378,231,000	285,204,000	104	+14	10.83	10.33	378,231,000	325,204,000	3,492,052,000	2,761,463,000
91	Indiana National Corp., Indianapolis	375,871,000	298,311,000	98	+7	7.36	6.79	426,007,000	348,456,000	5,106,298,000	4,391,469,000
92	Texas American Bankshares, Inc., Fort Worth	375,678,000	437,090,000	68		6.28	6.82	375,678,000	540,110,000	5,985,740,000	6,413,156,000
93	Continental Bancorp, Inc., Philadelphia	366,902,000	352,359,000	88		6.91	7.47	374,905,000	359,377,000	5,311,048,000	4,717,962,000
94	First National Cincinnati Corp.	351,736,000	283,210,000	105	+11	8.05	8.28	351,736,000	298,210,000	4,367,674,000	3,418,856,000
95	First Florida Banks, Inc., Tampa	350,806,000	300,420,000	97	+2	7.24	7.46	350,806,000	300,420,000	4,845,177,000	4,026,340,000
96	Bancorp Hawaii, Inc., Honolulu	349,875,000	290,933,000	101	+5	6.91	6.55	366,313,000	309,915,000	5,060,018,000	4,436,585,000
97	Citizens Fidelity Corp., Louisville, Ky.	349,838,000	269,198,000	109	+12	7.39	6.76	403,788,000	303,451,000	4,737,125,000	3,983,022,000
98	First Tennessee National Corp., Memphis	346,328,000	312,093,000	94		6.23	5.95	404,983,000	371,488,000	5,556,707,000	5,248,667,000
99	Trustcorp. Inc., Toledo, Ohio	345,279,000	212,991,000	128	+29	8.17	6.98	395,279,000	212,991,000	4,226,973,000	3,051,187,000
100	South Carolina National Corp., Columbia	343,047,000	303,834,000	96		7.24	7.21	394,147,000	321,234,000	4,740,288,000	4,212,058,000

Primary capital is the sum of total shareholders' equity; mandatory convertible debt; allowance for possible loan and lease losses; and minority interest in equity accounts of consolidated subsidiaries. Total capital is primary capital plus secondary capital. Secondary capital is limited-life preferred stock plus qualifying debt. The primary capital ratio is calculated by dividing primary capital on Dec. 31 by total assets on Dec. 31, expressed as a percentage. Note: The American Banker ratio is not calculated in the same manner as the Federal Reserve Board ratio. The American Banker does not add back the allowance for possible loan and lease losses to total assets, as the Fed does. Therefore, for most of the firms listed, the American Banker ratio will be from 5-to-12 basis points higher than the Fed ratio, depending on the size of the bank's allowance for possible loan and lease losses. N.A.— Not available.

Top 100 Earners in Banking

Banks and Bank Holding Companies Ranked by 1986 Net Income

Compiled by American Banker Copyright 1987

Rank		Net Income For Full Year		Rank	Gain	Adjusted Net Income		Profitability Ratios			
								Return on Assets		Return on Equity	
1986		1986	1985	1985	in Rank	1986	1985	1986	1985	1986	1985
1	Citicorp, New York (c)	1,058,000,000	998,000,000	1		1,058,000,000	998,000,000	0.58	0.62	12.60	15.10
2	J.P. Morgan & Co., Inc., New York (c)	872,500,000	705,400,000	2		872,500,000	683,300,000	1.19	1.06	18.25	17.40
3	Chase Manhattan Corp., New York (c)	585,363,000	564,818,000	3		471,363,000	526,518,000	0.65	0.65	13.20★	13.60
4	Bankers Trust New York Corp. (c)	427,912,000	371,248,000	6	+2	313,412,000†	371,248,000	0.79	0.79	16.30★	16.59
5	Manufacturers Hanover Corp., New York (c)	410,674,000	407,475,000	4		177,117,000	407,475,000	0.54	0.54	12.08	12.33
6	Chemical New York Corp. (c)	402,431,000	390,187,000	5		402,431,000	390,187,000	0.70	0.70	13.63	14.59
7	Security Pacific Corp., Los Angeles (c)	385,900,000	322,800,000	7		287,100,000†	322,800,000	0.71	0.69	14.60	15.30
8	First Interstate Bancorp., Los Angeles (c)	337,934,000	313,058,000	8		298,434,000	313,058,000	0.68	0.67	12.92	13.11
9	First Union Corp., Charlotte, N.C. (c)	278,695,000	173,624,000	14	+5	261,560,000	148,739,000	1.21	1.24	18.39	19.05
10	First Chicago Corp. (c)	276,202,000	168,999,000	15	+5	160,477,000	168,999,000	0.71	0.43	13.32	8.33
11	Wells Fargo & Co., San Francisco (d)	273,500,000	190,034,000	10		268,000,000	157,934,000	0.73	0.67	14.81	14.05
12	SunTrust Banks, Inc., Atlanta (c)	245,118,000	166,831,000	16	+4	238,547,000	160,944,000	1.03	1.01	16.76	16.26
13	Bank of Boston Corp. (c)	232,764,000	173,797,000	13		206,138,000	166,104,000	0.78	0.73	16.18	13.72
14	PNC Financial Corp, Pittsburgh (c)	222,600,000	187,794,000	11		222,600,000	187,794,000	1.14	1.12	17.41	17.29
15	First Bank System, Inc., Minneapolis (c)	202,921,000	166,781,000	17	+2	236,901,000	163,781,000	0.76	0.70	15.99	14.60
16	NCNB Corp., Charlotte, N.C. (c)	198,765,000	164,489,000	18	+2	198,765,000	130,531,000	0.84	0.92	16.31	17.23
17	First Wachovia Corp., Winston-Salem, N.C. (c)	193,780,000	187,678,000	12		187,878,000	178,426,000	1.15	1.18	17.67	19.56
18	Mellon Bank Corp., Pittsburgh (c)	183,253,000	201,695,000	9		189,953,000	201,695,000	0.50	0.63	9.90	12.19
19	Bank of New England Corp., Boston (c)	171,803,000	131,189,000	22	+3	170,560,000	114,791,000	0.93	0.88	16.66	17.25
20	Banc One Corp., Columbus, Ohio (c)	164,738,000	130,362,000	23	+3	164,738,000	130,362,000	1.36	1.37	17.71	17.77
21	Barnett Banks of Florida, Inc., Jacksonville (c)	161,951,000	128,267,000	25	+4	161,951,000	128,267,000	0.92	0.97	16.77	17.21
22	Citizens & Southern Corp., Atlanta (c)	155,848,000	124,588,000	27	+5	155,848,000	124,588,000	0.95	1.03	17.20	18.11
23	Bank of New York Co., Inc. (c)	155,218,000	130,255,892	24	+1	145,018,000	130,255,892	0.85	0.84	15.24	15.48
24	Republic New York Corp. (d)	148,492,000	122,069,000	28	+4	148,492,000	122,069,000	0.69	0.79	14.14	14.47
25	CoreStates Financial Corp., Philadelphia (c)	148,127,000	114,690,000	32	+7	148,127,000	114,690,000	1.02	1.10	15.80	16.45
26	Sovran Financial Corp., Norfolk, Va. (c)	147,956,000	92,577,000	37	+11	141,821,000	92,577,000	1.08	1.08	18.10	17.27
27	NBD Bancorp., Inc., Detroit (c)	145,805,000	117,992,000	30	+3	145,805,000	117,992,000	0.83	0.78	13.97	12.84
28	Marine Midland Banks, Inc., Buffalo, N.Y. (c)	144,944,000	125,119,000	26		121,686,000	125,119,000	0.65	0.55	12.05	11.05
29	Fleet Financial Group, Inc., Providence, R.I. (c)	136,744,000	82,243,000	39	+10	136,744,000	82,743,000	1.37	1.38	20.05	19.01
30	National City Corp., Cleveland (c)	134,553,000	108,447,000	33	+3	134,553,000	107,847,000	1.09	0.92	16.76	15.52
31	Irving Bank Corp., New York (c)	128,107,000	115,979,000	31		123,510,000	115,979,000	0.60	0.55	12.76	12.64
32	Norwest Corp., Minneapolis (c)	121,700,000	107,645,000	34	+2	61,800,000†	36,043,000	0.67	0.54	9.60	9.00
33	First Fidelity Bancorporation, Newark, N.J. (c)	119,543,000	93,795,000	35	+2	119,543,000	93,795,000	0.90	0.87	14.37	13.81
34	Boston Safe Deposit & Trust Co. (m)	117,789,000	52,794,000	59	+25	117,789,000	52,794,000	2.06*	1.84*	38.39*	33.37*
35	Hartford National Corp., Conn. (c)	114,000,000	80,360,000	41	+6	114,000,000	83,060,000	1.11	1.09	16.66	17.20
36	Midlantic Corp., Edison, N.J. (c)	112,795,000	90,634,000	38	+2	112,795,000	90,634,000	1.06	1.04	18.04	18.01
37	Norstar Bancorp, Inc., Albany, N.Y. (c)	104,830,000	93,005,000	36		104,830,000	93,005,000	1.07	1.12	14.40	14.05
38r	Continental Illinois Corp., Chicago (c)	98,663,000r	133,189,000	20		98,663,000	96,189,000	0.59	0.53	8.45	8.31
39	Fidelcor, Inc., Philadelphia (c)	92,267,000	45,551,000	72	+33	91,067,000	45,551,000	0.90	0.80	16.10	15.78
40	Maryland National Corp., Baltimore (c)	91,756,000	73,015,000	43	+3	91,756,000	70,933,000	1.11	1.02	17.67	17.35
41	AmeriTrust Corp., Cleveland (c)	88,480,000	80,384,000	40		88,612,000	77,351,000	1.03	1.18	11.10	11.56
42	Southeast Banking Corp., Miami (c)	86,522,000	64,913,000	49	+7	82,771,000	59,887,000	0.81	0.65	14.09	12.08
43	Signet Banking Corp., Richmond (c)	86,277,000	71,073,000	44	+1	86,277,000	66,074,000	1.04	1.06	18.01	18.26
44	Society Corp., Cleveland (c)	84,122,000	60,307,000	51	+7	82,464,000	55,439,000	0.97	0.87	15.16	14.39
45	KeyCorp, Albany, N.Y. (c)	82,190,000	68,407,000	45		82,190,000	68,407,000	1.09	1.10	15.36	15.96
46	United Virginia Bankshares, Inc., Richmond (c)	81,927,000	67,595,000	46		81,927,000	67,595,000	0.97	1.05	15.30	16.71
47	Shawmut Corp., Boston (c)	78,642,000	57,290,000	55	+8	78,642,000	57,290,000	0.88	0.87	13.42	14.62
48	Boatmen's Bancshares, Inc., St. Louis, Mo. (c)	78,052,000	59,163,000	52	+4	78,052,000	59,163,000	0.88	0.98	13.02	14.89
49	U.S. Bancorp., Portland, Ore. (c)	77,165,000	66,237,000	47		72,065,000	63,313,000	0.90	0.85	12.80	12.03
50	United Jersey Banks, Princeton, N.J. (c)	71,505,000	35,800,000	94	+44	71,505,000	34,427,000	1.00	0.87	15.28	14.91
51	State Street Boston Corp., Boston (d)	71,395,000	55,254,000	56	+5	67,823,000	55,254,000	1.08	1.12	19.00	18.80
52	Rainier Bancorporation, Seattle (c)	70,023,000	65,202,000	48		69,925,000	62,263,000	0.84	0.88	13.40	13.98
53	Meridian Bancorp., Inc., Reading, Pa. (c)	69,100,000	57,601,000	53		69,100,000	57,601,000	1.09	1.02	15.57	16.29
54	Harris Bankcorp, Inc., Chicago (c)	68,167,000	57,510,000	54		68,167,000	57,510,000	0.69	0.64	10.40	10.05
55	National Westminster Bank USA, New York	67,673,000	54,575,000	57	+2	67,673,000	54,575,000	0.65	0.61	11.53	10.34
56	Valley National Corp., Phoenix, Ariz. (d)	65,233,000	76,976,000	42		65,233,000	76,976,000	0.67	0.86	11.61	15.20
57	Huntington Bancshares, Inc., Columbus, Ohio (c)	64,691,000	52,498,000	61	+4	64,691,000	52,498,000	0.94	0.92	14.87	14.85
58	Comerica, Inc., Detroit (c)	61,911,000	52,672,000	60	+2	61,911,000	52,672,000	0.67	0.59	12.02	11.12
59	AmSouth Bancorporation, Birmingham, Ala. (c)	61,102,000.	46,509,000	71	+12	61,102,000	44,116,000	1.17	1.08	16.64	15.79
60	Old Kent Financial Corp., Grands Rapids, Mich. (c)	60,585,000	49,414,000	68	+8	59,967,000	49,414,000	1.17	1.21	16.94	18.09
61	Manufacturers National Corp., Detroit (c)	60,009,000	50,026,000	66	+5	60,009,000	50,026,000	0.87	0.81	14.24	14.36
62	BayBanks, Inc., Boston (c)	58,852,000	48,579,000	69	+7	58,852,000	48,579,000	0.88	0.87	15.20	16.30
63	Mercantile Bancorporation, Inc., St. Louis, Mo. (c)	55,264,000	52,176,000	62		47,224,000	52,176,000	0.86	0.89	12.52	13.17
64	Fifth Third Bancorp, Cincinnati (c)	55,125,000	44,231,000	73	+9	55,125,000	44,231,000	1.80	1.74	18.50	18.10
65	Marshall & Ilsley Corp., Milwaukee, Wis. (c)	55,018,000	42,950,000	76	+11	51,242,000	41,089,000	1.02	1.02	16.56	15.63
66	First Alabama Bancshares, Inc., Montgomery (c)	54,078,000	51,089,000	63		54,026,000	51,089,000	1.36	1.49	14.62	15.76
67	RepublicBank Corp., Dallas (c)	53,969,000	140,179,000	19		53,969,000	133,091,000	0.25	0.64	4.40	11.90
68	SouthTrust Corp., Birmingham, Ala. (c)	53,737,000	43,604,000	74	+6	53,737,000	43,604,000	1.17	1.21	17.11	17.68
69	First American Corp., Nashville, Tenn. (c)	53,294,000	40,175,000	82	+13	47,294,000	40,175,000	1.01	0.95	15.04	15.48
70	Central Bancorporation, Inc., Cincinnati (c)	53,144,000	33,536,000	98	+28	45,111,000	33,536,000	1.30	1.00	21.40	16.10
71	First of America Bank Corp., Kalamazoo, Mich. (c)	52,904,000	43,191,000	75	+4	52,904,000	43,191,000	0.97	0.93	16.20	17.64
72	First Wisconsin Corp., Milwaukee (c)	52,694,000	39,599,000	84	+12	52,694,000	39,599,000	0.83	0.74	12.89	11.88
73	Northern Trust Corp., Chicago (c)	52,290,000	34,133,000	96	+23	28,290,000	26,429,000	0.70	0.49	12.75★	8.62
74	Michigan National Corp., Farmington Hills (c)	52,220,000	34,427,000	95	+21	52,220,000	34,427,000	0.70	0.50	12.03	8.96
75	First Kentucky National Corp., Louisville (c)	50,061,000	41,889,000	77	+2	49,052,000	41,889,000	1.15	1.14	17.61	17.63
76	Citizens Fidelity Corp., Louisville, Ky. (c)	48,925,000	41,037,000	80	+4	48,925,000	41,037,000	1.20	1.25	19.40	19.30
77	Union Bancorp, Los Angeles (d)	48,329,000	27,640,000	116	+39	45,129,000	27,640,000	0.53	0.45	6.76	5.81
78	First Virginia Banks, Inc., Falls Church (c)	47,709,000	40,020,000	83	+5	47,826,000	39,447,000	1.35	1.36	17.43	17.83
79	First Tennessee National Corp., Memphis (d)	47,446,000	37,816,000	89	+10	47,446,000	29,514,000	0.93	0.80	16.50	14.57
80	Dominion Bankshares Corp., Roanoke, Va. (c)	47,420,000	39,257,000	85	+5	47,420,000	39,257,000	0.92	0.90	15.40	15.60
81	First Florida Banks, Inc., Tampa (d)	47,152,000	47,972,000	70		46,265,000	43,032,000	1.31	1.26	15.95	19.08
82	Bancorp Hawaii, Inc., Honolulu (d)	46,185,000	38,561,000	86	+4	20,556,000	38,561,000	1.01	0.93	16.19	15.49
83	South Carolina National Corp., Columbia (d)	43,781,000	31,733,000	104	+21	39,095,000†	27,511,000	1.00	0.81	15.27	12.10
84	Indiana National Corp., Indianapolis (c)	43,008,000	32,095,000	103	+19	43,008,000	32,095,000	0.93	0.94	13.83★	14.11
85	Central Fidelity Banks Inc., Richmond (c)	41,653,000	33,285,000	99	+14	41,162,000	33,285,000	1.16	1.04	15.76	16.95
86	First American Bankshares, Washington, D.C. (c)	41,100,000	30,417,000	109	+23	41,100,000	30,417,000	0.76	0.69	11.84	9.82
87	Commerce Union Bancorp, Nashville, Tenn. (c)	40,063,494	23,349,448	136	+49	40,063,494	23,349,448	1.11	0.85	16.35	15.69
88	Mercantile Bankshares Corp., Baltimore (c)	39,467,000	36,729,000	91	+3	39,467,000	36,729,000	1.50	1.60	14.90	15.50
89	Commerce Bancshares, Inc., Kansas City, Mo. (c)	39,178,000	37,911,000	88		38,867,000	37,911,000	0.80	0.83	11.72	12.26
90	Conifer Group, Inc., Worcester, Mass. (c)	37,773,000	20,006,000	152	+62	37,773,000	20,006,000	1.00	0.90	17.77	16.28
91	Banco Popular de Puerto Rico, San Juan	37,456,774	32,511,000	101	+10	37,456,774	32,511,000	0.88	0.89	15.12	15.59
92	First Jersey National Corp, Jersey City, N.J. (c)	37,425,000	30,121,000	111	+19	37,425,000	(6,195,000)	0.99	1.04	15.80	15.94
93	Puget Sound Bancorp., Tacoma, Wash. (c)	37,153,000	20,443,000	148	+55	37,153,000	20,443,000	1.27	1.30	16.60	19.90
94	Equitable Bancorporation, Baltimore (c)	36,533,000	32,557,000	100	+6	31,601,000	32,557,000	0.94	0.94	17.85	18.31
95	Central Bancshares of the South, Inc., Birmingham, Ala. (c)	36,461,000	30,635,000	107	+12	36,461,000	30,635,000	1.05	1.00	16.40	15.30
96	First Maryland Bancorp., Baltimore (c)	36,054,000	28,279,000	114	+18	32,485,000	24,710,000	0.77	0.68	12.34	11.06
97	Riggs National Corp., Washington, D.C. (d)	35,623,000	30,975,000	106	+9	34,732,000	30,975,000	0.66	0.63*	11.63	12.95*
98	Marine Corporation, Milwaukee, Wis. (c)	35,448,000	26,624,000	121	+23	35,448,000	26,624,000	0.92	0.84	14.06	13.37
99	Hibernia Corp., New Orleans, La. (d,e)	35,323,000	24,261,000	132	+33	35,323,000	24,261,000	1.02	1.09	17.08	18.96
100	Northeast Bancorp., Inc., New Haven, Conn. (c)	34,838,000	26,364,000	122	+22	34,838,000	26,364,000	1.38	1.25	17.57	18.75

Top 100 earners based on net income for banks and bank holding companies. **Net income** is income after taxes and minority interest, but before preferred dividends, extraordinary items, and significant and unusual transactions. The 1985 net income is as reported in 1986 and has not been restated. **Adjusted net income** is net income for certain non-recurring items such as: gains (losses) from sales of buildings, branches, subsidiaries, securities sold to settle loans or debt, proceeds from equity/debt swaps, and other nonrecurring items such as venture capital profits (losses). All nonrecurring items, which are subtracted from net income, are on an after-tax basis, wherever possible (†)— Some or all of the nonrecurring items were reported on a pre-tax basis. **Return on Assets** is the return on average assets. **Return on equity** is the return on average (total) equity capital, whenever possible. (★)— Return on common equity capital. (*)— Calculated by American Banker. (c)— A multibank holding company. (d)— A one-bank holding company. (e)— Became a one-bank holding company on 1/1/87. (m)— A subsidiary of Boston Co. Inc., which in turn, is a subsidiary of Shearson Lehman Brothers. (r)— Revised since publication on 2/2/87.

10 Largest Gains in Net Income

Among The Nation's Top Banking Firms

	Net Income 1986	1985	% Chg.	1986 Rank
1. Imperial Bancorp., Inglewood, Calif.	33,326,000	2,704,000	1,132	105
2. Bank of California NA, San Francisco	13,758,000	(2,067,000)	766	156
3. Old National Bancorp., Spokane, Wash.	9,406,000	3,397,000	177	165
4. Canadian Imperial Hg. Co., Wilmington, Del.	14,053,000	5,198,000	170	155
5. Union Planters Corp., Memphis	19,100,000	7,627,000	150	144
6. Boston Safe Deposit & Trust Co.	117,789,000	52,794,000	123	34
7. Fidelcor, Inc., Philadelphia	92,267,000	45,551,000	103	39
8. United Jersey Banks, Princeton, N.J.	71,505,000	35,800,000	100	50
9. Conifer Group, Inc., Worceter, Mass.	37,773,000	20,006,000	89	90
10. Merchants National Corp., Indianapolis	32,082,000	17,267,203	86	107

10 Largest Losses in Banking

Among The Nation's Top Banking Firms

	Net Income 1986	1985
1. BankAmerica Corp., San Francisco	(517,615,000)	(337,215,000)
2. First City Bancorporation of Texas, Inc., Houston	(401,962,000)	41,811,,000
3. InterFirst Corp., Dallas	(326,500,000)	61,100,000
4. BancOklahoma Corp., Tulsa	(139,354,000)	3,543,000
5. Texas American Bankshares, Inc., Fort Worth	(115,159,000)	26,196,000
6. MCorp, Dallas	(82,098,000)	132,374,000
7. Banks of Mid-America, Inc., Oklahoma City	(49,482,000)	13,045,000
8. National Bancshares Corp. of Texas, San Antonio	(32,079,000)	25,424,000
9. Worthen Banking Corp., Little Rock, Ark.	(23,811,794)	(49,788,000)
10. Allied Bancshares, Inc., Houston	(17,593,000)	122,033,000

Adjustments to 1986 Net Income

Nonrecurring Items Included in the Net Income Reported by Top 100 Earners in Banking (In Millions of Dollars on an After-Tax Basis)

1986 Earnings Rank		1986 Net Income	Gain from Sale of Building	Gain from Subsidiary or Branch Sale	Venture Capital Profits	Pension Settlement Gain	All other Nonrecurring Items	Total Adjustments	1986 Adjusted Net Income
3	Chase Manhattan Corp., New York	585.363		69.000			45.000[1]	114.000	471.363
4	Bankers Trust New York Corp.	427.912	71.700†			42.800†		114.500	313.412
5	Manufacturers Hanover Corp., New York	410.674	29.291	117.000	77.500	9.766		233.557	177.117
7	Security Pacific Corp., Los Angeles	385.900		53.000†	45.800			98.800	287.100
8	First Interstate Bancorp., Los Angeles	337.934	12.700	9.300	17.500			39.500	298.434
9	First Union Corp., Charlotte, N.C.	278.695		17.135				17.135	261.560
10	First Chicago Corp.	276.202			115.725			115.725	160.477
11	Wells Fargo & Co., San Francisco	273.500					5.500[2]	5.500	268.000
12	SunTrust Banks, Inc., Atlanta	245.118		2.124[3]		7.173	(2.726)[4]	6.571	238.547
13	Bank of Boston Corp.	232.764	4.521	0.409	21.696			26.626	206.138
15	First Bank System, Inc., Minneapolis	202.921		(33.980)				(33.980)	236.901
17	First Wachovia Corp., Winston-Salem, N.C.	193.780		5.902				5.902	187.878
18	Mellon Bank Corp., Pittsburgh	183.253					(6.700)[5]	(6.700)	189.953
19	Bank of New England Corp., Boston	171.803			1.243			1.243	170.560
23	Bank of New York Co., Inc.	155.218		10.200[6]				10.200	145.018
26	Sovran Fiancial Corp., Norfolk, Va.	147.956		6.135				6.135	141.821
28	Marine Midland Banks, Inc., Buffalo, N.Y.	144.944		23.258				23.258	121.686
31	Irving Bank Corp., New York	128.107			4.597[7]			4.597	123.510
32	Norwest Corp., Minneapolis	121.700	9.900†		29.900†		20.100†[8]	59.900	61.800
39	Fidelcor, Inc., Philadelphia	92.267		7.200			(6.000)[9]	1.200	91.067
41	AmeriTrust Corp., Cleveland	88.480			(0.132)			(0.132)	88.612
42	Southeast Banking Corp., Miami	86.522					4.200[10]	4.200	82.322
44	Society Corp., Cleveland	84.122					1.658[11]	1.658	82.464
49	U.S. Bancorp., Portland, Ore.	77.165			1.300		3.800[12]	5.100	72.065
51	State Street Boston Corp.	71.395					3.572[13]	3.572	67.823
52	Rainier Bancorp., Seattle	70.023			0.098			0.098	69.925
60	Old Kent Financial Corp., Grand Rapids, Mich.	60.585		0.618				0.618	59.967
63	Mercantile Bancorp., Inc., St. Louis	55.264				8.040		8.040	47.224
65	Marshall & Ilsley Corp., Milwaukee	55.018				3.776		3.776	51.242
66	First Alabama Bancshares, Inc., Montgomery	54.078		0.052				0.052	54.026
69	First American Corp., Nashville, Tenn.	53.294	6.000					6.000	47.294
70	Central Bancorporation, Inc., Cincinnati	53.144					8.033[14]	8.033	45.111
73	Northern Trust Corp., Chicago	52.290				24.000[15]		24.000	28.290
75	First Kentucky National Corp., Louisville	50.061	1.009					1.009	49.052
77	Union Bancorp., Los Angeles	48.329				3.200		3.200	45.129
78	First Virginia Banks, Inc., Falls Church	47.709	0.158				(0.275)[11]	(0.117)	47.826
81	First Florida Banks, Inc., Tampa	47.152	0.887					0.887	46.265
82	Bancorp Hawaii, Inc., Honolulu	46.185	7.802			17.827		25.629	20.556
83	South Carolina National Corp., Columbia	43.781					4.686†[16]	4.686	39.095
85	Central Fidelity Banks Inc., Richmond	41.653	0.491					0.491	41.162
89	Commerce Bancshares, Inc., Kansas City, Mo.	39.178		(0.023)	0.334			0.311	38.867
94	Equitable Bancorp., Baltimore	36.533				4.932[15]		4.932	31.601
96	First Maryland Bancorp., Baltimore	36.054	3.569					3.569	32.485
97	Riggs National Corp. Washington, D.C.	35.623					0.891[11]	0.891	34.732
	TOTALS FOR 1986:	**6,329.6**	**148.0**	**287.3**	**315.6**	**121.5**	**81.7**	**954.1**	**5,375.5**
	TOTALS FOR 1985:	.....	**155.9**	**175.6**	**53.6**	.....	**95.7**	**480.8**	.....
	TOTALS FOR 1984:	.....	**336.1**	**76.1**	**83.2**	.....	**(150.4)**	**345.0**	.....
	TOTALS FOR 1983:	.....	**130.6**	**117.5**	**89.3**	.....	**184.3**	**521.7**	.....

1986 Net Income is income after taxes and minority interest, but before preferred dividends, extraordinary items, and significant and unusual transactions. **Pension settlement gains** are the gains attributable to Financial Accounting Board's Statements 87 and 88. These statements permit a company to settle all or part of its pension obligations and recognize a part of its excess pension fund assets as income without terminating the plan. **Total adjustments** are the sum of all non-recurring items included in net income, on an after-tax basis, whenever possible. **1986 Adjusted Net Income** is 1986 net income minus total adjustments. (1)— Includes a $30 million special addition to the Provision for Possible Loan Losses and a $15 million one-time expense related to selective reductions in Chase's domestic and overseas office network. (2)— Sales proceeeds in excess of equipment lease residual values. (3)— Gain on the sale of investment. (4)— A net loss on hedging transactions. (5)— The net loss is composed of two items: an after-tax loss of $7.8 million attributable to unauthorized trading by a foreign exchange dealer at Mellon Bank NA's Tokyo branch; and net non-recurring revenue of $1.1 million from various sources. (6)— Includes sale of branches in New York State and sale of real property on Wall Street. (7)— The gain on sale of venture capital securities. (8)— Includes a $10.9 million pre-tax gain on the final settlement for losses related to a major fire in 1982 and a $9.2 million decrease in income tax expense (on an after-tax basis) on leveraged lease income due to the Tax Reform Act of 1986. (9)— Merger costs. (10)— Includes gain on sale of equity and gain on sale of property. (11)— Not identified by the firm (12)— Redemption by Old National Bancorporation of its preferred stock. (13)— Gain attributable to change in Federal tax laws with respect to net investment in leveraged leases. (14)— Gain on sale of 80% of partnership interest. (15)— The bulk of the gain is attributable to pension settlement. (16)— Included in non-interest income for 1986 was a $4.686 million pre-tax recovery from the $8.008 million reserve established in the fourth quarter of 1985 against the value of uncleared customer items remaining from earlier operational difficulties. (†)— On a pre-tax basis, data on an after-tax basis were not available. ( )— Indicates a net loss.

4/30/87 C0175-1

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TODAY

THE CHAIRMAN of the Sovran Financial Corp. said the long-term strength of the company was his top concern, in response to critics of the $654 million purchase of Commerce Union. While noting that the price was not excessive, industry analysts calculated that the move would mean dilution of about 8% for Sovran's owners..... **3**

OLD STONE BANK is offering an automobile loan that preserves the tax deductibility of the customer's interest payments by automatically converting the loan into a home equity credit... .... **3**

IN A CHANGE OF STRATEGY, Salomon Inc. said it will start emphasizing more risky areas of merchant banking, including junk bond financing.. **3**

MICHAEL DESTEFANO, a rating officer at Standard & Poor's Corp., provides a general forecast for the thrift industry... .... **4**

THE SEC VOTED 5 to 0 to ask Congress for expanded authority over bank subsidiaries that sell or underwrite securities. The proposed legislation would change the Securities Exchange Act's definition of brokers and dealers to include bank securities subsidiaries under SEC regulations............................ **5**

TAKING ANOTHER STEP toward around-the-clock trading, the Chicago Board of Trade will today kick off the first evening trading sessions at a U.S. futures exchange...**6**

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There are serious long-term problems in Latin America. Brazil is in the limelight now, but who will be next?

William King, vice president and research director for McCarthy, Crisanti & Maffei Inc., on the impact of Latin debt on U.S. banks [Page 1]

Unquote

Discover Card Could Make Sears Largest Issuer

By LISABETH WEINER
Midwest Bureau

CHICAGO — Sears, Roebuck and Co. is close to surpassing Citicorp to become the nation's largest issuer of revolving bank credit cards.

Credit Cards

Sears disclosed this week that its Dean Witter Financial Services Group has 15 million Discover cards in circulation, up from 11.5 million at yearend 1986.

Only 15 months after its national launch, Discover is closing in on Citicorp's industry-leading bank card total, which experts estimate at between 15 million and 16 million MasterCard and Visa cards combined.

Discover cards are not often compared with bank cards because they are

Sears: Page 15 ➜

Merrill Ta [illegible] In Mortgage Securities Trading

By JED HOROWITZ

NEW YORK — Merrill Lynch & Co. announced Wednesday it has lost $250 million from trading mortgage-backed securities and said it has fired a senior trader held partly responsible.

The company is the first victim of the recent jump in interest rates that has sparked rumors of trading losses throughout Wall Street.

However, Merrill blamed the loss in part on "significant unauthorized activity" by Howard A. Rubin, a vice president and mortgage-backed securities trader, as well as on market volatility.

A Merrill spokesman would not comment on how much of the loss was due to any unauthorized trading. Mr. Rubin could not be reached for comment.

Analysts who attended a meeting at Merrill on Wednesday said the pretax loss occurred on $1 billion of Government National Mortgage Association securities that Merrill marked down to $750 million.

Merrill had purchased $500 million of the Ginnie Mae securities and converted them into strips. In a strip, a firm separates the interest portion of a security from the principal, auctioning each off separately. Merrill sold the interest portion quickly, but was stuck with the principal-only portion because of low liquidity and rising interest rates, analysts said.

The remaining $500 million of the position was purchased without authorization by Mr. Rubin, according to analysts who were briefed by Jerome P. Kenney, head of Merrill's capital markets division.

Sources in the mortgage-trading department said Mr. Rubin was suspended Monday and fired Wednesday.

Mr. Rubin's responsibilities in mortgage-backed trading had been broadened earlier this year to include trading collateralized mortgage obligations and government agency securities. Mr. Rubin was the sole employee to be dismissed over the loss, according to

Merrill: Page 15 ➜

Brazil Toll at 25 Banks: $15.6 Billion of Loans Reclassified

By LISABETH WEINER
Midwest Bureau

AN **American Banker** SPECIAL REPORT

CHICAGO — Twenty-five of the largest U.S. bank holding companies put more than $15.6 billion worth of medium- and long-term loans to Brazil on nonaccrual status during the first quarter, according to an *American Banker* survey.

This means that interest on the debt will be recorded only at the time payment is actually received.

The loans these banks put on nonaccrual represent about 70% of the banks' total loans to that country.

During the first quarter, the same banks also put nearly $1.4 billion of Ecuadoran loans on a cash basis, according to the survey. The decision to put the Ecuadoran loans on nonaccrual status followed news of an earthquake that ravaged oil pipelines in that Latin American country. Oil is a major source of Ecuador's revenues.

As a result of these two actions, first-quarter earnings for these banks were reduced by $253 million, according to the survey. Full-year earnings for all the banks could be clipped by about $912 million unless Brazil negotiates a new credit agreement with its more than 700 creditor banks by yearend.

After U.S. regulators reclassified the Brazilian debt as substandard, most banks, though not all, put their medium- and long-term debt to that country on a nonaccrual, or cash, basis.

For many banks this action increased the level of first-quarter nonperforming loans, and in some cases resulted in lower first-quarter earnings.

For the largest U.S. bank creditors to Brazil, these non-

Brazil Toll: Page 2 ➜

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Brazil Toll: $15.6 Billion of Bank Loans Reclassified

Continued from Page 1

performing loans also represent a sizable percentage of shareholders' equity. For Citicorp, the $3.8 billion of Brazilian debt placed on nonaccrual is about 40% of shareholders' equity. At Chase Manhattan Corp., $2.3 billion of nonperforming Brazilian debt is slightly more than 50% of $4.3 billion in shareholders' equity recorded at the end of the first quarter.

Meanwhile, bankers have expressed high levels of frustration with Brazil's unilateral decision on Feb. 20 not to remit interest payments on its foreign debt, an action described as severe and extreme. What may differentiate these negotiations from other Latin American credit restructurings of the past is that the bankers are likely to demand that a realistic and flexible plan be devised.

'A Pemanent-Temporary Solution'

"We see the Brazil debt being resolved this year. But it will be a permanent-temporary solution," said William King, vice president and research director for McCarthy, Crisanti & Maffei Inc. "There are serious long-term problems in Latin America. Brazil is in the limelight now, but who will be next?"

Mr. King is confident that the Brazilian debt situation will be resolved in 1987 and that the loans will, at least to some degree, return to a performing basis. "The debt is so large and there is so much political pressure that we just expect that somehow it will be worked out," he added.

Perhaps the most encouraging news supporting that position may be the resignation earlier this week of Brazilian Finance Minister Dilson Funaro, who instituted the debt moratorium. His replacement, economist Luiz Carlos Bresser Pereira, is likely to seek a compromise in foreign debt negotiations.

And the banking community seems optimistic that a renegotiated settlement will be reached before year's end.

At a press conference earlier this month, First Chicago Corp. chairman Barry Sullivan said it is probable that the debt renegotiations will be accomplished in 1987. "I don't think it's a sure thing, but I think it's probable."

Brazil Resists Scrutiny

Mr. Sullivan, who met with the former Brazilian finance minister in early April, sees two issues confronting Brazil. The first is Brazil's unwillingness to subject itself to external scrutiny and a program of monitoring. While this has been "very central" to debt negotiations with other countries, Brazil is resisting it, he said. The second issue is finding new, flexible instruments for the banks that will give the creditors more options in dealing with the restructured debt.

"I don't doubt the will of Brazil, which is to refinance," Mr. Sullivan said. "Brazil needs, in that refinancing, some new money, and they need the new money because they want to keep the plant and equipment up to date. They have a heck of an incentive to renegotiate, but they want to do it on a basis that they [can] live with longer-term," Mr. Sullivan said.

Meanwhile, U.S. bank regulators would like to be optimistic that an agreement with Brazil will be negotiated this year. But one source said a more likely scenario is that U.S. creditors may receive a kind of good-faith payment from Brazil. "My guess is," he said, "that in the second half of 1987 the banks will receive interest payments from Brazil. . . . It will not be enough to take the loans off nonaccrual status, but it will be enough to recapture some interest income."

Neal Farrell, vice chairman of Mercantile Bancorp., said the one thing differentiating the Brazilian debt situation from that of other Latin American countries is that Brazil is not destitute and does have the money to meet its interest obligations; it has just chosen not to remit payment. "The money owed is being kept in Brazil. This difference is a fine line, but it's an important line," Mr. Farrell said.

Unhappy Bankers

What is clear at this point, Mr. Farrell said, is that "all of the U.S. banks have been materially hurt by lower earnings, and the impact is hitting home to Brazil that there are unhappy bankers and unhappy shareholders out there." St. Louis-based Mercantile put $66.1 million of Brazilian loans and $3.1 million of Ecuadoran loans on nonaccrual status, which reduced first-quarter earnings by $798,000.

The extent of this unhappiness is being made known by a growing number of regional bankers who want to reduce their Latin American debt exposure. They are not eager to throw good money after bad — that is, to cough up additional new loans that might be mandatory under a restructuring but that might not resolve the country's long-term economic plight. Even Citibank has started to balk at granting concessions to some debtor countries.

In the past, Mr. Farrell said, debt restructurings have been negotiated by a steering committee made up of money center banks that simply told the smaller banks how much would be required in new money loans. A lot of people felt then that they were just throwing good money after bad, he said. "Then we found two years later we were doing it again, like a treadmill. It became the ultimate treadmill," he added.

Regionals Speak Out

The money center lenders to Latin American have made very little effort to get the smaller banks to participate in the restructuring talks in the past, Mr. Farrell said. "Regional bankers don't have time and we don't have a staff of officers who can get involved in a steering committee, so it's probably impractical on a day-to-day basis."

But the regional banks are getting more vocal in letting the Latin American countries and the money center banks know where they stand with regard to restructured debt.

"We're not clamoring to leave Brazil or Mexico totally," Mr. Farrell said. "We have done business there for 75 years and it was good, strong business for many years. But we have to find a way of working with them. The pressure is on to find a sensible way of dealing with the situation."

Smaller banks are intrigued with a number of new techniques that have been mentioned as a way for them to reduce their exposure to Brazil in a renegotiated debt accord. For instance, while it may not be the most lucrative option, there is a thinly traded market for the sale of Latin American credits. Currently that market is paying about $0.62 for each dollar of Brazilian debt and $0.55 for each dollar of debt to Mexico.

Debt-for-Equity Swaps

Another alternative some banks have explored is a debt-for-equity swap, which essentially allows a creditor to trade a certain amount of debt for an equity position in a Brazilian company.

Michael Moore, who heads Latin American business for Norwest Corp., Minneapolis, said earlier this month that his bank traded $12.5 million of Brazilian debt for a 14% interest in a Brazilian paper company. Mr. Moore termed it a "great deal" because it allows Norwest to continue doing business in Brazil while reducing its exposure. And that supports his contention that despite the current round of problems, there is an underlying economic strength in Brazil.

A recently negotiated debt restructuring with Argentina has in fact implemented such innovations as debt-for-equity swaps, and may become a model for future Latin American debt restructurings. "This Argentina negotiation," one regulator said, "may be the threshold for negotiating a menu of alternatives that satisfies the portfolio preference of very small regional or [superregional] banks."

One major point of contention has been using a bank's 1982 loan exposure level as the base for determining the amount of money to be put into a new credit agreement. In the Argentina accord the base date will be adjusted to account for debt that has been forgiven or debt that has been swapped into equity.

"It's more realistic to use a current base rather than a 1982 base," said Mr. Farrell of Mercantile. "Nobody feels good about putting up additional money based on losses that have already been sustained by your organization."

Using this menu approach for debt negotiations has been widely proposed by people like William Cline, an international debt expert from the Institute for International Research. "What you want to do here is tailor the vehicle to meet the interest of the particular bank."

A United Front

Meanwhile, negotiating the Brazilian and future Latin American debt will get more difficult, especially as each country hopes to improve upon the terms given to one of the other countries. "Banks have to stick together," said Mr. King of McCarthy, Crisanti & Maffei. "Banks have to try as best they can not to give in to each new demand that is more favorable than the previous demand, or it will just be a continuous cycle. Banks have simply got to stand together and say no, we're not going to provide any more favorable terms than you've got now."

While some of that "stick-togetherness" may be waning as regional banks and even Citibank have expressed an unwillingness to just hand out new money on restructured loans, the effect of this has been offset by the inability of the Latin American countries to form a debtors' cartel. "There are some very nationalistic feelings in the Latin American countries," Mr. King said. "Each country thinks maybe he's better than the guy next door and should get better terms."

While some bankers have expressed concern that other Latin American countries may attempt to mimic Brazil's action, Mr. Farrell does not expect that to happen. "Other Latin countries have disassociated themselves from Brazil's course of action. It was severe and extreme, and Brazil alienated itself," he said. "Brazil played the ultimate trump card. But the next move belongs to the banks." ■

Reclassified Brazil and Ecuador Loans Take Toll on Bank Holding Company Earnings

March 31 Data (In Millions of Dollars)

	Brazil Nonaccrual	Ecuador Nonaccrual	1st Qtr Impact	Full Year Impact
Citicorp, New York[1]	$3,800	$324	$56.0	$202.0
Chase Manhattan, New York[1]	2,300	280	36.6	146.4
BankAmerica Corp., San Francisco	1,900	180	47.0	150.0
Manufacturers Hanover Corp., New York[2]	1,400	150	21.0	72.0
J.P. Morgan & Co. Inc., New York[3]	1,300		20.0	72.0
Chemical New York Corp., New York	1,041	52	12.0	51.0
Bankers Trust New York Corp., New York	540	42	7.9	30.0
Wells Fargo & Co., San Francisco	423	29	7.0	24.0
Security Pacific Corp., Los Angeles	401	73	7.2	26.0
First Chicago Corp., Chicago	386	34	5.2	20.8
Continental Illinois Corp., Chicago	376	25	10.9	37.0
Marine Midland Banks, Inc., Buffalo[4]				
First Interstate Bancorp., Los Angeles	320	14	4.6	15.4
Mellon Bank Corp., Pittsburgh[5]	307	27		
Bank of Boston Corp., Boston	183	33	3.0	9.0
Irving Bank Corp., New York	215	33	4.4	15.3
Republic New York Corp., New York	179	0	2.4	9.8
Norwest Corp., Minneapolis	165	16	1.9	7.7
First Bank System, Inc. Minneapolis	140	9	1.7	6.9
PNC Financial Corp. Pittsburgh[1]	98	19	1.4	5.6
NCNB Corp., Charlotte, N.C.	77	14	1.4	5.6
Bank of New England Corp., Boston[1]	59	6	0.8	3.2
MCorp, Dallas	23	8	0.7	2.5
SunTrust Banks, Inc., Atlanta	20	22	N.A.	N.A.
NBD Bancorp., Inc., Detroit[6]	7	4	N.A.	N.A.
TOTALS	$15,660	$1,394	$253.1	$912.2

Source: Company earnings reports. [1] Full year impact is estimate by American Banker. [2] Projection of full-year impact covers Brazil only. [3] Ecuador exposure not disclosed. [4] Loans not placed on nonaccrual status until payment of principal or interest is 90 days past due. At March 31, Marine's total loans to borrowers in Brazil were $620.9 million, of which $4.3 million were on nonaccrual status. About $348.4 million of Marine's Brazilian loans are medium- or long-term. Because of uncertainty over the Brazilian loans, Marine has established a special reserve against interest due on the medium- and long-term loans. This resulted in a pretax provision of $9.7 million, which reduced first-quarter earnings by $5.7 million. [5] After-tax figures not available. Pretax impact of Brazilian loans was $8 million in the first quarter. Impact for the year is estimated at $25 million. The effect from Ecuador is insignificant. [6] Effect on earnings negligible.

Corrections

An article on April 29 ("Branch Banking Sweeps Texas in Challenge to State Officials," page 1) incorrectly reported the number of banks in Texas. The correct number is 1,900.

□

An article on April 28 ("Merrill Offers Two Issues of Japanese Bank Deposit Notes," page 16) incorrectly identified one of the issuing banks. The institution involved is Sumitomo Trust & Banking Co. Ltd., New York, not Sumitomo Ltd. ■

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PAY OF TOP EXECUTIVES — TABLES BEGIN ON P. 22

American Banker

The Daily Financial Services

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VOL. CLII NO. 86 Monday, May 4, 1987 Year

TODAY

EUROWEEK

A NEW COLUMN, Euroweek, will follow the Eurobond market from the *American Banker's* London bureau and will appear every Monday. Today's story covers the impact of last week's foreign-exchange fluctuations on the dollar.......2

NEWS MONDAY

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An Insider's Guide To Capital Issues

Banking legislation veered off in new directions last week, as the House leadership concluded that the FSLIC needed an injection of $15 billion.......13

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Quote

I think the dissent is troubling, to say the least.

An attorney for J.P. Morgan & Co., on the Fed's split decision on underwriting activities for banks [Page 1]

Unquote

1
Lewis T. Preston, 60
Chairman
J.P. Morgan & Co. Inc. and
Morgan Guaranty Trust Co.
$1,490,000

2
Alfred Brittain 3d, 64
Chairman
Bankers Trust New York
Corp. and Bankers Trust Co.
$1,300,000

3
Carl E. Reichardt, 55
Chairman and C.E.O.
Wells Fargo & Co.
$1,200,000

4
Willard C. Butcher, 60
Chairman
Chase Manhattan Bank NA
$1,189,397

5
John S. Reed, 48
Chairman
Citicorp
$1,183,933

6
Charles S. Sanford Jr., 50
President
Bankers Trust New York
Corp. and Bankers Trust Co.
$1,150,000

7
Richard J. Flamson 3d, 57
Chairman and C.E.O.
Security Pacific Corp.
$1,135,800

8
Robert V. Lindsay, 60
President
J.P. Morgan & Co. Inc. and
Morgan Guaranty Trust Co.
$1,123,250

9
Dennis Weatherstone, 56
President
J.P. Morgan & Co. Inc. and
Morgan Guaranty Trust Co.
$1,107,917

10
Barry F. Sullivan, 56
Chairman
First Chicago Corp. and
First National Bank
$996,593

3 from Morgan Among Top Paid

By KENNETH J. HICKS

NEW YORK — J.P. Morgan & Co. became the first banking company to pay its two top executives more than $1 million each in a year.

In fact, the top three executives at Morgan — Lewis T. Preston, chairman; Robert V. Lindsay, president until Dec. 31, 1986; and Dennis Weatherstone, president since Jan. 1 of this year — each made more than $1 million in 1986, and each ranked among the 10 highest-paid executives in the banking industry.

These are some of the findings of the *American Banker's* annual survey of executive remuneration at the nation's top 50 banking firms. The rankings are based on the combined remuneration of the two highest paid officers of the firm. The survey also identifies the 10 highest paid executives in banking.

Executive remuneration, as defined by the *American Banker*, is total compensation — whether current or deferred — paid or credited for services during 1986 to the two highest paid officers of a company. Included are salary, bonus incentive payments, profit sharing, and all other remuneration related to 1986 services. Excluded are pension and retirement plan payments, stock options exercised, stock appreciation rights, and contingent, long-term

AN **American Banker** SPECIAL REPORT

Executives: Page 12 ➸

Fed's Ruling Not Clear-cut Bank Victory

Decision on Underwriting Leaves Industry Worried

By JED HOROWITZ

NEW YORK — Bankers are more concerned than relieved by the Federal Reserve Board's approval of underwriting powers for three major banks. Particularly worrisome, they said, is the dissent in the 3-to-2 decision by Fed Chairman Paul A. Volcker and Governor Wayne Angell.

The dissent is likely to provide strong legal ammunition to groups opposed to new bank powers. On Friday, less than 24 hours after the board's approval, the Securities Industry Association filed suit in the U.S. Court of Appeals for the Second Circuit in Manhattan to overturn the decision.

The trade group simultaneously asked the Fed to stay its approval, pending the judicial review. A Fed spokesman said it was studying the request.

Matthew Fink, general counsel of the Investment Company Institute, said the mutual fund trade association is almost certain to join in the SIA suit.

"It is somewhat encouraging that Federal Reserve Board Chairman Paul Volcker and Governor Wayne Angell dissented from the decision," said SIA president Edward I. O'Brien. "In essence, they agreed with SIA's position concerning the prohibition of bank affiliates underwriting securities. They

GLASS-STEAGALL
The Year of Decision

Summary of Decision
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10 Highest Paid Bank Executives

Rank			Remuneration	
1986	1985		1986	1985
1	1	**Lewis T. Preston** Chairman of J.P. Morgan & Co., Inc. & Morgan Guaranty Trust Co.	$1,490,000	$1,246,875
2	3	**Alfred Brittain III** Chairman of Bankers Trust New York Corp. & Bankers Trust Co.	1,300,000	1,002,400
3	8	**Carl Reichardt** Chairman & CEO of Wells Fargo & Co.	1,200,000	925,002*
4	2	**Willard C. Butcher** Chairman of Chase Manhattan Bank NA	1,189,397	1,132,250
5	5	**John S. Reed** Chairman of Citicorp	1,183,933	969,500
6	10	**Charles S. Sanford, Jr.** President of Bankers Trust New York Corp. & Bankers Trust Co.	1,150,000	836,600
7	4	**R.J. Flamson III** Chairman & CEO of Security Pacific Corp.	1,135,800	970,634
8	7	**Robert V. Lindsay** President of J.P. Morgan & Co., Inc. & Morgan Guaranty Trust Co.	1,123,250	938,750
9	9	**Dennis Weatherstone** President of J.P. Morgan & Co. & Morgan Guaranty Trust Co.	1,107,917	889,937
10	--	**Barry F. Sullivan** Chairman First Chicago Corp. and First National Bank	996,593	682,741

* — Includes total dollar amount of salary, bonus or incentive payments, profit sharing, and all other remuneration (such as insurance premiums, club membership fees, and tax service fees paid by the corporation for the executive), whether current or deferred, attributable to services in 1986. Excluded are pension plan payments or accruals; stock options exercised; contingent, long-term performance awards; and amounts expensed as compensation arising from stock appreciation rights.

J.P. Morgan Takes Top Spot in Survey Of Bank Executives' Compensation

➛ Continued from Page 1

bonus payments.

Long-term incentive pay is excluded because it is contingent on the executive's performance over an extended period — generally two or three years. For the first time, however, bank executives who received long-term incentive payments during the year are listed, in a table on page 26.

The combined compensation given by Morgan to its two highest paid executives last year — Mr. Preston and Mr. Lindsay — was up almost 20%, to $2.6 million from $2.2 million in 1985. This gain enabled Morgan to maintain its No. 1 ranking for the third consecutive year.

Mr. Preston also maintained his title as the highest paid executive in banking, earning $1.49 million for services rendered in 1986, up 19.5% from $1.25 million in 1985. Mr. Lindsay was the eighth highest paid banker last year, earning $1.12 million, up 19.7% from $939,000 in 1985, when he ranked seventh in remuneration. Mr. Weatherstone again ranked as the nation's ninth highest paid bank executive last year, earning $1.1 million, up 24.5% from the $890,000 he earned as chairman of the executive committee in 1985.

Morgan is the fourth largest bank holding company in the nation, with assets of $76 billion. In addition, Morgan ranked second in earnings among banking firms, with net income of $872.5 million in 1986, up 24% from $705.4 million the year before.

Overall, most bank holding companies performed well relative to other segments of the business community. Deregulation has made it easier for banks to compete and given them more means to earn money.

Jacques P. Andre, senior vice president at Paul R. Ray & Co., a New York-based executive search firm, noted that more commercial banks have been active in investment banking. With the financial markets showing strength for the greater part of 1986, most of the bank holding companies had positive financial results.

"The financial services industry did very well in terms of financial results, especially investment banking . . . and so far the prognosis is strong for this year," Mr. Andre said.

Texas Drops from List

He also pointed out that "commercial bank performance was mixed, depending on loan losses" connected with energy and foreign lending.

This is illustrated by the disappearance of Texas bank holding companies from the rankings. Last year, there were three Texas holding companies in the survey, including RepublicBank Corp., which ranked ninth. In 1984, four of the holding companies appeared in the listing.

Other Salary Tables
Pages 22, 24, 26

Superregional bank holding companies continue to move up in the rankings of the top banking firms in executive compensation. Ten of the top 20 companies in remuneration were superregionals in 1986, compared with seven in 1985 and six in 1984. Executive pay was up 17.7% for the 24 executives of the superregional firms in today's survey, compared with a 15.7% gain for the 76 executives from nonsuperregional banking companies.

Of the 10 highest paid bankers, nine received over $1 million, compared with only three in 1985 and one in 1984. As in 1985, seven of the 10 highest paid bank executives were with New York-based firms. Carl E. Reichardt, chairman of Wells Fargo & Co., replaced Richard J. Flamson 3d, chairman of Security Pacific Corp., as the highest paid banker outside New York. Mr. Reichardt's compensation of $1.2 million made him the third-highest-paid bank executive.

Among the top 50 firms in remuneration, 49 paid their top two executives more than $1 million in combined salaries and bonuses for 1986 services. In 1985, 36 of the top 50 firms paid their two top executives over $1 million, and in 1984, only 23 did so.

Long-Term Incentive Pay

Dean E. Richardson, chairman of Manufacturers National Corp., Detroit, received the highest long-term incentive pay in 1986: $354,375. He was followed by Daniel P. Davison, chairman and CEO of U.S. Trust Corp., New York, with $339,226; Alfred Brittain 3d, chairman of Bankers Trust New York Corp., $300,000; Walter V. Shipley, chairman of Chemical New York Corp., $287,625; and Gerald V. MacDonald, president Manufacturers National Bank of Detroit, $275,625.

CoreStates Financial Corp. was the only major bank holding company that did not provide the *American Banker* with information on executive compensation. In last year's rankings, CoreStates ranked 35th in executive remuneration. ■

Top 50 Banks in 1986 Executive Remuneration

Compiled by American Banker Copyright 1987

Rank	Rank		Top Executive Remuneration				Individual Remuneration			
1986	1985		1986	1985	% Chg.	Top Executives	1986	1985	% Chg.	Notes
1	1	**J.P. Morgan & Co., Inc.**	2,613,250	2,185,625	19.6%	Lewis T. Preston, 60 Ch of HC & Morgan Guaranty Trust Co.	1,490,000	1,246,875	19.5%	R,Tr,t
						Robert V. Lindsay, 60 Pr of HC and bank	1,123,250	938,750	19.7%	T,r,t
2	3	**Bankers Trust New York Corp.**	2,450,000	1,839,000	33.2%	Alfred Brittain III, 64 Ch of HC & Bankers Trust Co.	1,300,000*	1,002,400	29.7%	R,T,r,t
						Charles S. Sanford, Jr. 50 Pr of HC and bank	1,150,000*	836,600	37.5%	R,T,r,t
3	4	**Citicorp**	2,064,766	1,797,333	14.9%	John S. Reed, 48 Ch of HC	1,183,933	969,500	22.1%	R,T,r
						Thomas C. Theobald, 49 VC & SE of HC	880,833	827,833	6.4%	R,T,r
4	7	**Wells Fargo & Co.**	2,050,000	1,557,504	31.6%	Carl E. Reichardt, 55 Ch & CEO of HC	1,200,000	925,002	29.7%	R,T,r,t
						Paul Hazen, 45 Pr of HC	850,000	632,502	34.4%	R,T,r
5	2	**Chase Manhattan Corp.**	2,040,107	1,941,125	5.1%	Willard C. Butcher, 60 Ch of Chase Manhattan Bank NA	1,189,397*	1,132,250	5.0%	R,T,r
						Thomas G. Labrecque, 48 Pr of bank	850,710*	808,875	5.2%	R,T,r
6	5	**Security Pacific Corp.**	1,964,800	1,692,216	16.1%	Richard J. Flamson III, 57 Ch & CEO of HC	1,135,800	970,634	17.0%	R,T,r,t
						George F. Moody, 56 Pr & COO of HC	829,000	721,582	14.9%	R,T,r,t
7	22	**First Chicago Corp.**	1,702,994	1,166,630	46.0%	Barry F. Sullivan, 56 Ch of HC & First National Bank	996,593	682,741	46.0%	R,r
						Richard L. Thomas, 56 Pr of HC and bank	706,401	483,889	46.0%	R,T,r,t
8	8	**Norwest Corp.**	1,699,894	1,412,955	20.3%	Richard S. Levitt, 56 VC of HC & COO Financial Group	886,560	780,345	13.6%	R,T
						Lloyd P. Johnson, 56 Ch, Pr and CEO of HC	813,334	632,610	28.6%	R,T,r
9	6	**Manufacturters Hanover Corp.**	1,586,575	1,611,316	–1.5%	John F. McGillicuddy, 56 Ch CEO of HC & Manufacturers Hanover Trust Co.	909,735	942,400†	–3.5%	V,r
						John R. Torell III, 47 Pr of HC and bank	676,840	668,916†	1.2%	V,r
10	12	**Irving Bank Corp.**	1,490,250	1,297,750	14.8%	Joseph A. Rice, 62 Ch & CEO of HC & Irving Trust Co.	905,125	807,750	12.1%	
						Samuel F. Chevalier, 52 Pr of HC and VC of bank	585,125	490,000	19.4%	
11	25	**First Union Corp.**	1,483,689	1,126,790	31.7%	Edward E. Crutchfield, Jr., 45 Ch & CEO of HC	852,552	677,223	25.9%	R,r
						Ben T. Craig, 54 Pr of HC	631,137	449,567	40.4%	R,r,t
12	15	**First Bank System, Inc.**	1,435,709	1,267,870	13.2%	DeWalt H. Ankeny, Jr., 54 Ch & CEO of HC	785,476*	592,533	32.6%	R,T,r,t
						D.E. Evans, 48 Pr & COO of HC	650,233*	......	...	R,T
13	14	**Bank of New York Co. Inc.**	1,402,974	1,269,827	10.5%	J. Carter Bacot, 54 Ch & CEO of HC & Bank of New York	845,446	757,710	11.6%	R,r,t
						Peter Herrick, 60 Pr of HC and Pr & C00 of bank	557,528	512,117	8.9%	R
14	20	**Midlantic Corp.**	1,367,739	1,189,340	15.0%	Robert van Buren, 61 Ch & CEO of HC and Midlantic National Bank, Newark	841,737	722,710	16.5%	R,T,r
						George E. Stock, 65 VC of HC and Pr of Pr of Midlantic National Bank/North, W. Patterson	526,002	466,630	12.7%	
15	18	**NBD Bancorp., Inc.**	1,346,981	1,199,042	+12.3%	Charles T. Fisher, III, 57 Ch & CEO of HC	865,052	744,179	+16.2%	
						Richard H. Cummings, 65 VC of HC	481,929	454,863	+6.0%	
16	..	**Boatmen's Bancshares, Inc.**	1,312,489	......	...	Donald N. Brandin, 65 Ch & CEO of HC	810,468†	......	...	R
						Andrew B. Craig, III, 55 Pr of HC	502,021†	......	...	R
17	19	**First Interstate Bancorp.**	1,300,032	1,192,851	9.0%	J.J. Pinola, 61 Ch & CEO of HC	786,791*	736,050*	6.9%	R,T,t
						Edward M. Carson, 57 Pr of HC	513,241*	456, 801*	12.4%	R,T,r,t
18	27	**First Wachovia Corp.**	1,297,499	1,067,867	21.5%	John G. Medlin, Jr., 53 Pr & CEO of HC	663,925	540,000	22.9%	R,T
						Thomas R. Williams, 58 Ch of HC	633,574	527,867	20.0%	R,T,r
19	16	**Chemical New York Corp.**	1,267,500	1,230,000	3.0%	Walter V. Shipley, 52 Ch of HC and Chemical Bank	727,500*	715,000*	1.7%	
						Robert J. Callander, 56 Pr of HC and bank	540,000*	515,000*	4.9%	
						Thomas S. Johnson, 46 Pr of HC and bank	540,000*	515,000*	4.9%	
20	54	**Sovran Financial Corp.**	1,263,364	874,800	44.4%	C.A. Cutchins, III, 63 Ch & CEO of HC and Sovran Bank NA, Richmond	697,309	473,850	47.2%	R
						C. Coleman McGehee, 62 Pr & COO of HC and bank	566,055	400,950	41.2%	R

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Top 50 Banks in 1986 Executive Remuneration

Compiled by American Banker Copyright 1987

Rank 1986	Rank 1985		Top Executive Remuneration 1986	1985	% Chg.	Top Executives	Individual Remuneration 1986	1985	% Chg.	Notes
21	26	**National Westminster Bank USA**	1,257,613	1,103,604	14.0%	William T. Knowles, 52 Ch & CEO of bank	719,867	648,832	10.9%	
						Robert F. Wallace, 53 Pr & COO of bank	537,746	454,772	18.2%	
22	29	**Norstar Bancorp., Inc.**	1,245,393	1,045,488	19.1%	Peter D. Kiernan, 63 Ch & Pr of HC	761,763	644,398	18.2%	
						Frank H. Odell, 64 VC of HC and Ch of Norstar Bank of Upstate NY	483,630	401,090	20.6%	
23	21	**Republic New York Corp.**	1,241,750	1,184,553	4.8%	Walter H. Weiner, 56 Ch of HC and Republic National Bank	660,850	587,313	12.5%	
						Jacques Tawil, 60 VC of HC and bank	580,900	......	...	
24	53	**Union Bancorp.**	1,217,023	876,219	38.9%	John F. Harrigan, 61 Ch of Union Bank, Los Angeles	793,116	565,382	40.3%	
						John M. Heidt, 55 Pr of bank	423,907	310,837	36.4%	
25	17	**Continental Illinois Corp.**	1,200,000	1,200,000	0.0%	John E. Swearingen, 68 Ch HC	600,000	600,000	0.0%	r
						William S. Ogden, 59 Ch of Continental Illinois National Bank & Trust Co.	600,000	600,000	0.0%	
26	49	**Bank of Boston Corp.**	1,193,400	907,433	31.5%	William L. Brown, 64 Ch of HC	755,400	567,095	33.2%	H,R,r
						Ira Stepanian, 50 Pr of HC	438,000	340,338	28.7%	H,R,T,r
27	10	**Mellon Bank Corp.**	1,186,383	1,315,096	-9.8%	J. David Barnes, 57 Ch & CEO of HC & Mellon Bank NA	724,148	816,633	-11.3%	r
						George T. Farrell, 56 Pr of HC and bank	462,235	498,463	-7.3%	r
28	31	**Northern Trust Corp.**	1,183,155	1,031,000	14.8%	Weston R. Christopherson, 61 Ch & Pr of HC & Northern Trust Co.	793,616	639,000	24.2%	
						David W. Fox, 55 VC of HC and bank	389,539	......	...	
29	42	**Hartford National Corp.**	1,169,752	940,569	24.4%	Robert L. Newell, 64 Ch of HC	586,646*	512,691	14.4%	R,T,r,t
						Joel B. Alvord, 48 Pr & CEO of HC	583,106*	427,878	36.3%	R,T,r
30	32	**Marine Midland Banks, Inc.**	1,166,173	1,024,353	13.8%	John R. Petty, 56 Ch & CEO of HC and Marine Midland Bank NA	721,693	652,838	10.5%	R,r
						Geoffrey A. Thompson, 46 Pr & COO of HC and bank	444,480	......	...	
31	39	**Fleet Financial Group, Inc.**	1,151,923	970,289	18.7%	J. Terrence Murray, 47 Ch & Pr of HC	775,000	653,462	18.6%	R,T,r,t
						Robert L. Mushkin, 47 EVP of HC	376,923	316,827	19.0%	R,r,t
32	37	**Bank of New England Corp.**	1,150,449	987,737	16.5%	Walter J. Connolly, Jr., 58 Ch & CEO of HC	653,564	564,354	15.8%	R,r
						Peter H. McCormick, 50 Pr of HC and CEO of Bank of New England NA	496,885	421,383	17.9%	R,T,r
33	36	**BankAmerica Corp.**	1,150,000	995,000	15.6%	A.W. Clausen, 64 Ch & CEO of HC since 10/13/86	575,000	...	...	G,R
						Samuel H. Armacost, 47 Pr of HC until 10/13/86	575,000	575,000	0.0%	P,r
34	23	**Equimark Corp.**	1,141,657	1,158,046	-1.4%	Alan S. Fellheimer, 43 Ch & CEO of Equibank, Pittsburgh	770,362	635,113	21.3%	
						Claire W. Gargalli, 44 Pr of bank	371,295	......	...	
35	30	**PNC Financial Corp.**	1,134,592	1,044,055	8.7%	Thomas H. O'Brien, 49 Pr & CEO of HC	605,470	505,903	19.7%	R,T,r,t
						Roger S. Hilas, 59 Ch of HC and Ch & CEO of Provident National Bank, Philadelphia	529,122	538,152	-1.7%	R,r
36	34	**Barnett Banks of Florida, Inc.**	1,129,600	1,005,500	12.3%	Charles E. Rice, 51 Ch, Pr & CEO of HC	733,200	657,800	11.5%	R,T,r,t
						Albert D. Ernest, Jr., 56 VC of HC	396,400	347,700	14.0%	R,r,t
						Earl B. Hadlow, 62 VC of HC	396,400	347,700	14.0%	R,r,t
						Thomas H. Jacobsen, 47 VC of HC	396,400	347,700	14.0%	R,r,t
						Allen L. Lastinger, 44 VC of HC	396,400	347,700	14.0%	R,r,t
37	43	**First Fidelity Bancorp.**	1,118,648	937,541	19.3%	Robert R. Ferguson, 63 Pr & CEO of HC and Ch of First Fidelity Bk NA, Newark	678,165	569,958	19.0%	R,T,r,t
						Edward D. Knapp, 52 SEVP of HC and CEx of bank	440,483	367,583	19.8%	R,T,r,t
38	44	**First Hawaiian, Inc.**	1,098,470	934,050	17.6%	John D. Bellinger, 63 Ch & CEO of HC and First Hawaiian Bank	701,439	605,885	15.8%	V
						Walter A. Dods, Jr., 45 Pr of HC	397,031	328,165	21.0%	V
39	45	**Society Corp.**	1,087,984	923,939	17.8%	Gordon E. Heffern, 62 Ch & CEO of HC and Ch of Society National Bank	676,016	490,750	37.8%	T,r,t
						Robert W. Gillespie, 42 Pr & COO of HC and Pr & CEO of bank	411,968	......	...	T
40	38	**Banc One Corp.**	1,087,060	970,878	12.0%	John B. McCoy, 43 Pr of HC	621,506	492,267	26.3%	
						Frank E. McKinney, Jr., 48 Ch of HC	465,554	......	...	

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Top 50 Banks in 1986 Executive Remuneration

Compiled by American Banker Copyright 1987

Rank 1986	Rank 1985		Top Executive Remuneration 1986	1985	% Chg.	Top Executives	Individual Remuneration 1986	1985	% Chg.	Notes
41	65	U.S. Trust Corp.	1,067,500	812,285	21.2%	Daniel P. Davison, 61 Ch & CEO of HC	653,192*	539,134	21.2%	T
						H. Marshall Schwartz, 50 Pr of HC	414,308*	273,151	51.7%	R,T
42	41	Citizens & Southern Corp.	1,064,535	940,737	13.2%	Bennett A. Brown, 57 Ch & CEO of HC	612,382	557,044	9.9%	Rr,t
						John W. McIntyre, 56 VC of HC and Ch, Pr, & CEO of VC Citizens & Southern National Bank, Atlanta	452,153	383,693	17.8%	Rr,t
43	28	NCNB Corp.	1,055,000	1,053,982	0.1%	Hugh L. McColl, Jr. 51 Ch of HC, NCNB National Bank of North Carolina, and NCNB National Bank of Florida, Tampa	640,000	638,982	0.2%	
						Francis B. Kemp, 46 Pr of HC	415,000	......	...	
44	61	Signet Banking Corp.	1,054,994	838,942	25.8%	Frederick Deane, Jr., 60 Ch & CEO of HC and Ch of Bank of Virginia	571,870	495,822	15.3%	R,r,t
						J. Stevenson Peck, 63 Pr of HC, Ch & CEO of Union Trust Bancorp., Baltimore and Signet Bank/Maryland, Baltimore	483,124	343,120	40.8%	R,r,t
45	33	Shawmut Corp.	1,052,405	1,006,846	4.5%	John P. LaWare, 58 Ch & CEO of HC	649,703†	640,292	1.5%	
						John P. Hamill, 46 Pr of HC	402,702†	366,554	9.9%	
46	69	Southeast Banking Corp.	1,029,400	770,977	33.5%	Charles J. Zwick, 60 Ch & CEO of HC	556,000	414,500	34.1%	R,r
						John E. Porta, 55 Pr & COO of HC	473,400	356,477	32.8%	R
47	40	City National Corp.	1,027,749	941,442	9.2%	Bram Goldsmith, 64 Ch & CEO of HC & City National Bank, Beverly Hills	763,749	701,442	8.9%	
						Alexander Kyman, 57 Pr of HC and bank	264,000	240,000	10.0%	T,t
48	71	Indiana National Corp.	1,016,603	756,000	34.5%	Thomas M. Miller, 56 CEO of HC	585,439	432,000	35.5%	R,r,t
						Andrew J. Paine, Jr., 49 VC of HC and Pr of Indiana National Bank	431,164	324,000	33.1%	R,r,t
49	51	State Street Boston Corp.	1,011,441	885,328	14.2%	William S. Edgerly, 60 Ch of HC	584,627	514,502	13.6%	r
						Peter E. Madden, 45 Pr of HC	426,814	370,826	15.1%	r
50	79	SunTrust Banks, Inc.	995,600	724,716	37.4%	Robert Strickland, 59 Ch & CEO of HC	504,350*	354,500	42.3%	R,r
						Joel R. Wells, Jr., 58 Pr of HC	491,250	370,216	32.7%	R,T

Executive remuneration, as defined by American Banker, is total compensation — whether current or deferred — paid or credited for services during 1986 to the two highest paid officers of the organization. **Included are the following:** salary, bonus and incentive payments, profit sharing, and all other remuneration such as insurance premiums, club membership fees, and tax service fees paid by the corporation for the executive. **Excluded are the following:** pension plan payments; retirement plan payments or accruals; stock options exercised; stock appreciation rights; and contingent long-term bonus payments which are based on the company's performance for a period greater than one year. The American Banker ranking is based on total remuneration paid to the top two executives of the company. The corporation's rankings for both 1986 and 1985 are shown to the left of the corporation's name. Total remuneration for the top two executives, for both 1986 and 1985, is reported to the nearest dollar in the column entitled **"Top Executive Remuneration"**. The compensation paid for executives number one and number two for both 1986 and 1985 appear in the column entitled **"Individual Remuneration."** All footnotes that are relevant to the compensation figures reported for each executive— except those dealing with long-term incentive awards— appear in the column labeled **"Notes"**. Footnotes which refer to 1986 data are capitalized and footnotes referring to 1985 data are lower case. The titles shown for the executives are those for which they received compensation, excluding directorships. **Title abbreviations:** CAO— Chief Accounting Officer; CEO— Chief Executive Officer; CEx— Chairman of the Executive Committee: Ch— Chairman of the Board; CM— Chairman of the Management Committee; COO— Chief Operating Officer; DCh— Deputy Chairman of the Board; EVP— Executive Vice President; HC— Holding Company; Pr— President; Sec— Secretary; SE— Sector Executive; SEVP—Senior Executive Vice President; SrCh—Senior Vice Chairman of the Board; Tr— Treasurer; VC— Vice Chairman; and VP— Vice President. **NOTES: G,g**— Includes latest salary during the year, at an annual rate, for an officer hired or promoted during the year. **H,h**— Also received a bonus in stock. **P,p**— Includes salary at an annual rate for an officer who left the firm, retired, or died during the year. **R,r**— Also granted stock options. **T,t**— Stock options exercised during the year. **V,v**— Includes cash value of award in stock. Footnotes dealing with long-term compensation appear immediately after the compensation figure reported for each executive. (†)— Long-term compensation is included in the remuneration total reported to American Banker by the banking firm, who was unable or unwilling to remove that component from the total. (*)— Executive also received a long-term compensation award, which is not included in the remuneration total shown.

Long-Term Incentive Awards

At Top Banking Firms in Executive Compensation

Listed According to Long-Term Pay Awarded in 1986*

Name of Executive, Title and Firm	Long-Term Incentive Pay	Remuneration for 1986 Services	Total Compensation For 1986	Remun. Rank
Dean E. Richardson, Chairman Manufacturers National Corp.	354,375	540,950	895,325	52
Daniel P. Davison, Chairman and CEO of U.S. Trust Corp.	339,226‡	653,192	992,418	41
Alfred Brittain III, Chairman of Bankers Trust New York Corp.	300,000	1,300,000	1,600,000	2
Walter V. Shipley, Chairman of Chemical New York Corp.	287,625	727,500	1,015,125	19
Gerald V. MacDonald, President Manufacturers National Bank of Detroit	275,625	411,625	687,250	52
Charles S. Sanford, Jr., President of Bankers Trust New York Corp.	250,000	1,150,000	1,400,000	2
Robert Strickland, Chairman and CEO of SunTrust Banks, Inc.	224,100	504,350	728,450	50
DeWalt H. Ankeny, Jr., Chairman and CEO of First Bank System, Inc.	217,600	785,476	1,003,076	12
Robert J. Callander, President of Chemical New York Corp.	215,719	540,000	755,719	19
Thomas S. Johnson, President of Chemical New York Corp.	215,719	540,000	755,719	19
J.J. Pinola, Chairman and CEO of First Interstate Bancorp.	197,750	786,791	984,541	17
D.E. Evans, President and COO of First Bank System, Inc.	185,800	650,233	836,033	12
H. Marshall Schwartz, President of U.S. Trust Corp.	164,062‡	414,308	578,370	41
Edward M. Carson, President of First Interstate Bancorp.	127,750	513,241	640,991	17
Robert L. Newell, Chairman of Hartford National Corp.	70,000	586,646	656,646	29
Joel B. Alvord, President and CEO of Hartford National Corp.	60,000	583,106	643,106	29
Willard C. Butcher, Chairman of Chase Manhattan Bank NA	N.A.	1,189,397	1,189,397★	5
Thomas G. Labrecque, President of Chase Manhattan Bank NA	N.A.	850,710	850,710★	5
Donald N. Brandin, Chairman and CEO of Boatmen's Bancshares, Inc.	N.A.	810,468†	810,468	16
John P. LaWare, Chairman and CEO of Shawmut Corp.	N.A.	649,703†	649,703	45
Andrew B. Craig, III, President of Boatmen's Bancshares, Inc.	N.A.	502,021†	502,021	16
John P. Hamill, President of Shawmut Corp.	N.A.	402,702†	402,702	45

(*)—If the amount of long-term incentive pay is unavailable, executives are listed in order of total compensation for 1986. American Banker defines **long-term incentive pay** as contingent compensation based on the executive's performance over an extended period of time greater than one year— generally two or three years. For this reason, American Banker asked banking firms to exclude long-term compensation when reporting executive remuneration for services rendered in 1986. For the purposes of this table, American Banker defines **total compensation** for 1986 as the sum of remuneration for 1986 services plus long-term incentive pay. (‡)—All long-term incentive pay was deferred. (†)—Firm did not break out long-term incentive pay from remuneration attributable to 1986 services only, therefore, long-term incentive pay is included in the 1986 remuneration total. (★)—The dollar amount of long-term incentive pay was not available, therefore the total remuneration figure shown does not include this long-term incentive pay. **Remun. Rank** is the rank based on the combined remuneration paid to the firm's top two executives for services rendered in 1986.

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TOP 5,000 BANKS
TABLES START ON PAGE 15

American Banker

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VOL. CLII NO. 89 Thursday, May 7, 1987 152nd Year

TODAY

AS THE HOUSE PREPARES its own plans for bank legislation, lobbyists are still concerned about the bill passed by the Senate at the end of March. Heading the worry list is the nonbank-bank loophole.........2

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Quote

As I look back at some of those speeches and a lot of the comments in the committee and on the floor, I was wrong: I was way too conservative.

Sen. Jake Garn, former chairman of the Senate Banking Committee, on his push for comprehensive banking legislation [Page 50]

Unquote

New England Banks Big Deposit Gainers

Farm, Energy States Were Losers in 1986

By THERESIA TREPEL

American Banker
TOP 5,000 BANKS

States with Largest Deposit Changes

Dec. 31, 1985 to Dec. 31, 1986

Top 5 Gainers	% Incr.	Top 5 Losers	% Decr.
1. New Hampshire	42.0	1. Oklahoma	12.4
2. Rhode Island	35.8	2. North Dakota	5.6
3. Vermont	29.4	3. Texas	4.3
4. Massachusetts	26.0	4. Wyoming	4.2
5. Connecticut	25.7	5. Idaho	1.8

NEW YORK — Banks in New England scored the largest gains in deposits last year, while the banks in the energy-producing and Farm Belt states suffered the largest losses.

These are some of the findings of the *American Banker's* annual listing of the top 5,000 U.S. commercial banks, published today. The banks are ranked by total deposits on Dec. 31, 1986. They are listed by state and by city, both in alphabetical order. Within each city, the banks are listed in order of deposit size.

New England's robust economy was the main reason for the strong deposit growth for banks in that region. Over the past three years, the average annual unemployment rate in New England was only 5%, compared with 7.8% for the nation.

The decline in deposits at the banks in the energy-producing states and in the Farm Belt reflects the troubled economies of those regions. Over the past three years, falling oil prices have resulted in a sharp rise in problem loans in the energy-related and real estate loan portfolios of banks in the energy-producing states. In the farm states, slumping prices for agricultural commodities over the past five years have created serious problems for many of the banks.

The top five states in bank deposit growth last year were all in New En-

New England: Page 44 ➞

House's $5 Billion FSLIC Rescue Package Sets Stage for Negotiations with Senate

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — In approving a $5 billion rescue package for the Federal Savings and Loan Insurance Corp. Tuesday night, the House set the stage for negotiations with the Senate over legislation that would also ban limited-service banks and impose a moratorium on new bank powers.

A Treasury Department lobbyist repeated earlier warnings that the $5 billion plan is inadequate and would probably be vetoed by President Reagan. The likelihood of a veto would increase, the Treasury lobbyist said, if House-Senate conferees retain the bill's forbearance language and add Senate-passed measures on nonbank banks and new bank powers.

In a five-hour session that stretched into the night, the House voted 258-153 to reject a Treasury Department proposal to permit FSLIC to raise up to $15 billion over five years, approving instead a $5 billion, two-year plan.

The House action, which stunned almost all observers, deprives Senate Banking Committee Chairman William Proxmire of at least one bargaining chip in his battle to win approval of a ban on nonbank banks.

The Senate has approved a $7.5 billion FSLIC rescue package. Mr. Proxmire could have traded the higher

House: Page 54 ➞

Market for Bonds Backed by Assets Expected to Grow

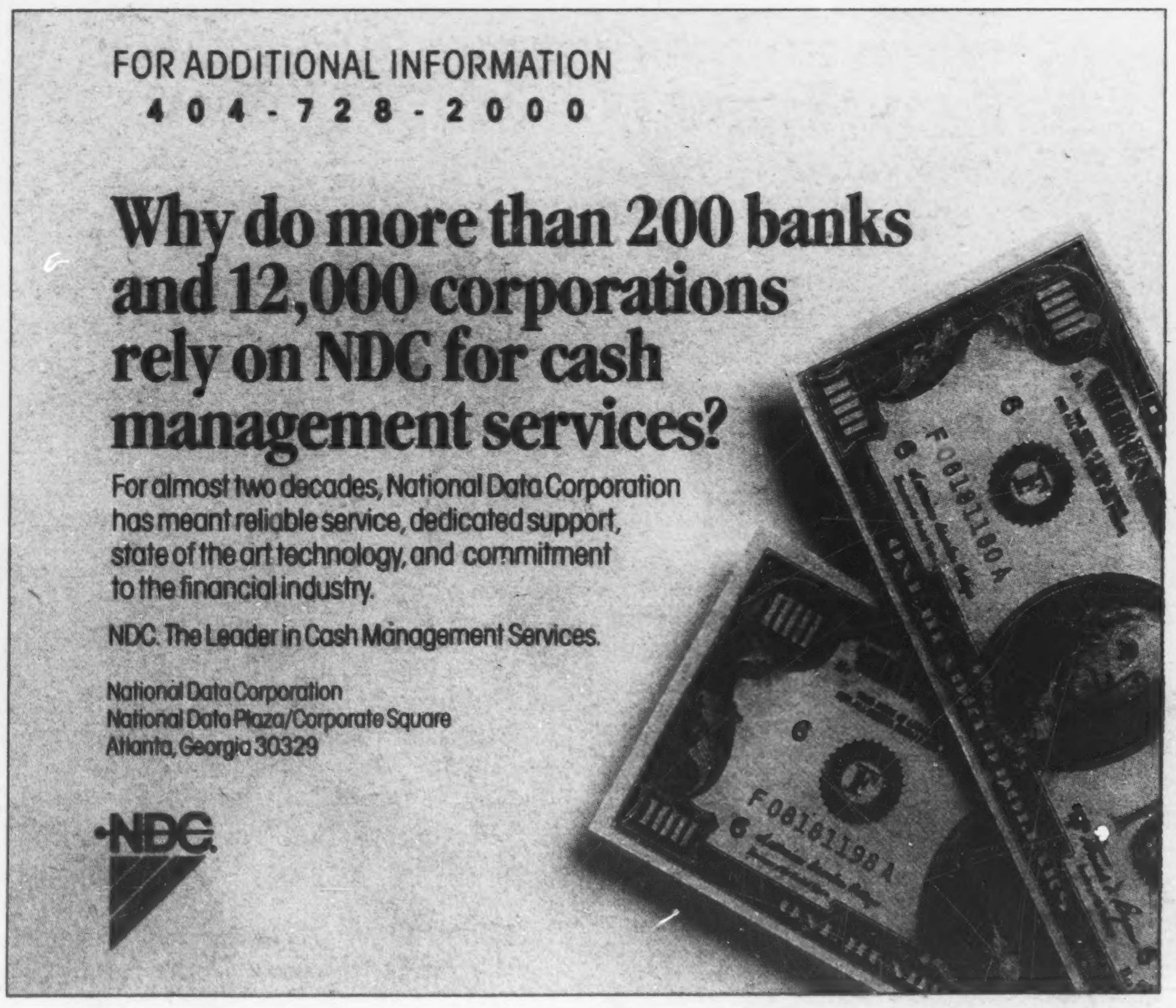
By ANDREW ALBERT

NEW YORK — Off to a slow start in 1987, new-issue activity in the asset-backed securities market is expected to pick up gradually as the year progresses. Several investment banks are planning to bring new deals to market within the next few months.

In anticipation of busier times, Goldman, Sachs & Co., Shearson Lehman Brothers Inc., and Merrill Lynch & Co., have spent the early part of this year beefing up their asset-backed units.

By securitizing assets, lending institutions raise cash by selling securities

Market: Page 55 ➞



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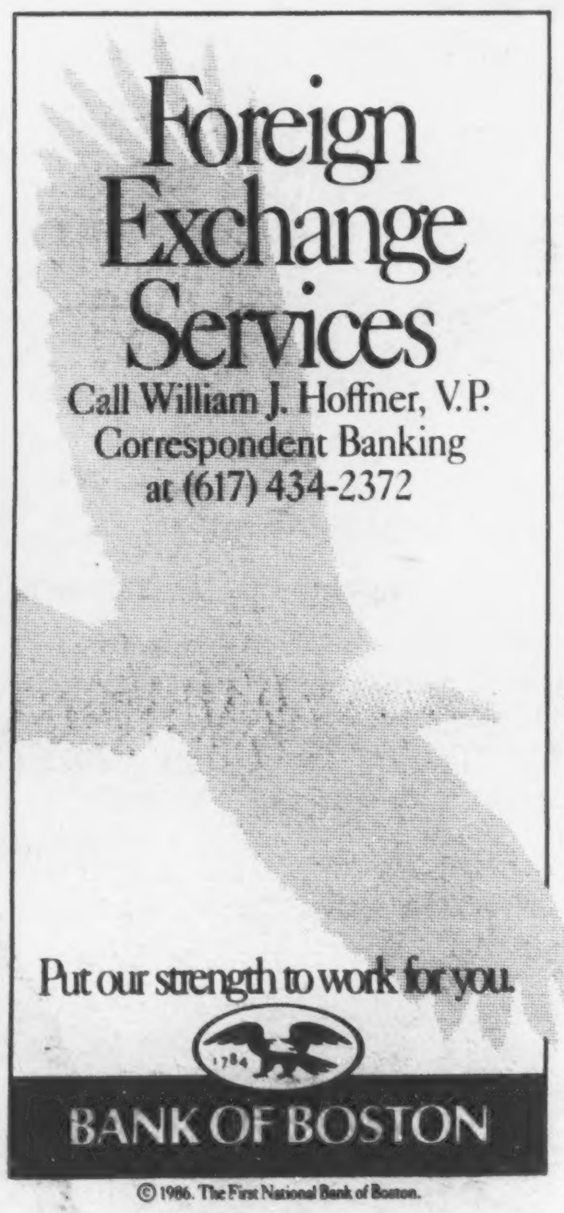

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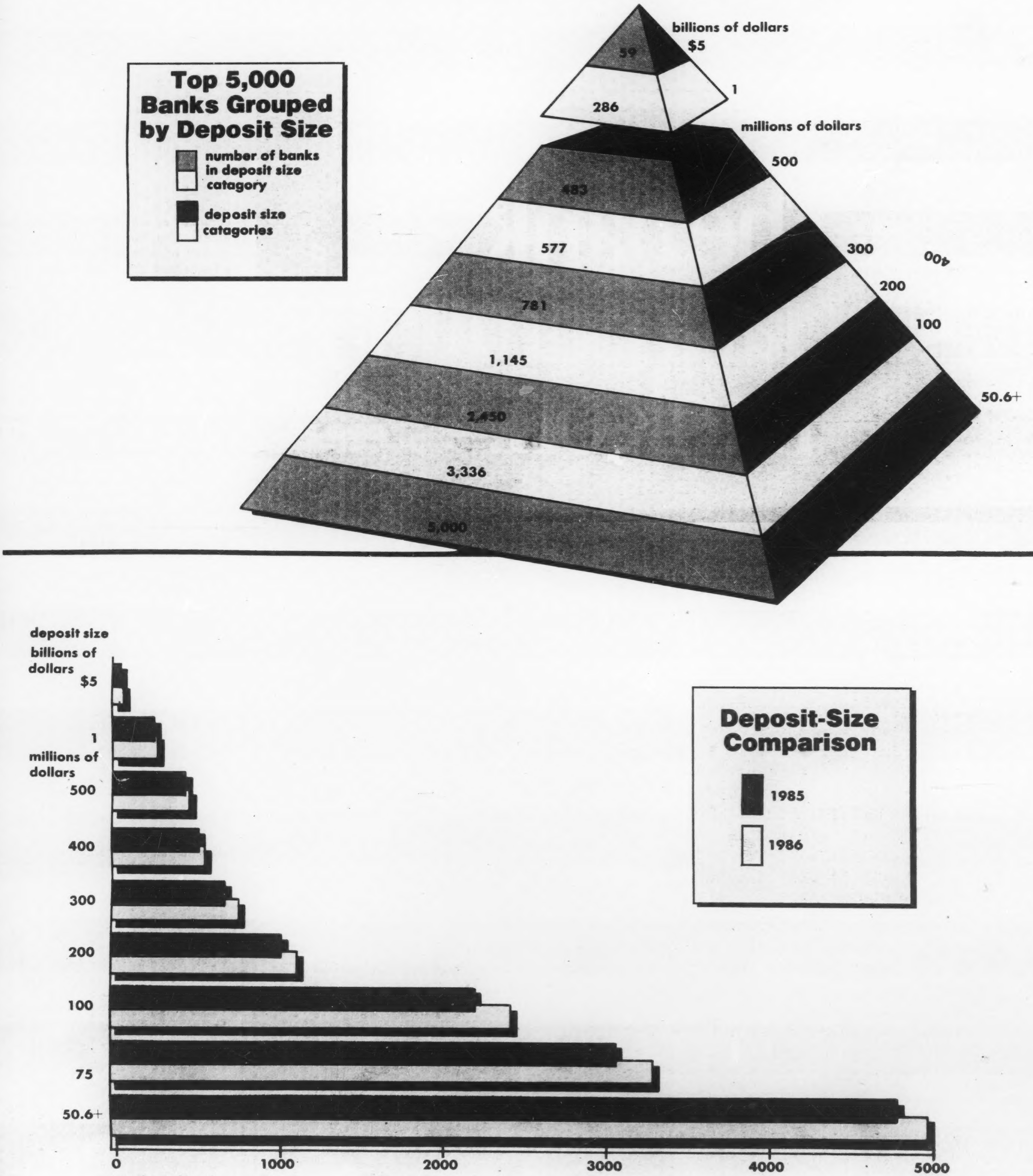
American Banker
STATISTICS REVIEW

The 5000 Largest Banks in the U.S.

By deposits, December 31, 1986



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American Banker

TOP 5,000 BANKS

Compiled by American Banker Copyright 1987

* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	ALABAMA				
4508	Albertville National Bank, Albertville	55,916,000	55,343,000	4320	
3611	SouthTrust Bank of Central Ala., Alexander	69,178,832	60,764,567	3918	+ 307
2461	First National Bank, Alexander City	99,676,000	98,086,000	2312	
3803	Commercial Bank, Andalusia	65,781,350	66,752,000	3537	
4761	Covington County Bank, Andalusia	53,096,452	50,346,174	4780	+19
980	SouthTrust Bank of Calhoun Cty. NA, Anniston	233,804,333	230,735,552	895	
2425	United Bank, Atmore	100,868,556	97,382,849	2335	
4008	First National Bank, Atmore	62,533,000	64,778,000	3667	
3151	Auburn National Bank, Auburn	79,334,765	68,825,556	3427	+ 276
3745	SouthTrust Bank, Auburn	66,708,568	55,884,675	4273	+ 528
4015	SouthTrust Bank of Baldwin County, Bay Minette	62,467,535	62,770,000	3787	
65	AmSouth Bank NA, Birmingham	4,446,849,000	3,724,664,000	69	+ 4
131	Central Bank of the South, Birmingham	2,372,089,000	2,243,380,000	121	
157	SouthTrust Bank of Alabama NA, Birmingham	1,977,686,000	1,683,028,000	167	+10
781	National Bank of Commerce, Birmingham	300,589,836	228,620,000	905	+ 124
2075	First Commercial Bank, Birmingham	114,903,416	41,976,563	5696	+3621
4259	Community Bank, Blountsville	59,129,000	49,420,000	4869	+ 610
4084	SouthTrust Bank of Sand Mountain, Boaz	61,501,000	52,126,000	4608	+ 524
3810	First National Bank, Brewton	65,689,846	58,439,336	4081	+ 271
4245	Chocktaw Bank, Butler	59,301,000	55,049,916	4347	+ 102
4814	Peoples Savings Bank, Clanton	52,494,458	45,781,928	5272	+ 458
3149	First National Bank, Columbiana	79,357,617	63,775,632	3721	+ 572
2639	SouthTrust Bank of Cullman NA, Cullman	93,759,151	76,235,253	3032	+ 393
4478	Robertson Banking Co., Demopolis	56,244,724	50,539,105	4762	+ 284
813	SouthTrust Bank of Dothan NA, Dothan	286,294,569	237,471,105	870	+57
4747	SouthTrust Bank of Coffee Cty., Elba	53,215,818	45,597,310	5291	+ 544
1574	Enterprise Banking Co., Enterprise	146,756,336	157,482,622	1353	
3779	Citizens Bank, Fayette	66,138,000	55,433,000	4312	+ 533
867	First National Bank, Florence	266,983,000	248,126,000	833	
4263	SouthTrust Bank of the Quad Cities, Florence	59,088,486	59,878,131	3977	
2616	Farmers & Merchants Bank, Foley	94,298,000	106,079,454	2069	
1448	SouthTrust Bank of Etowah Cty. NA, Gadsden	160,108,229	100,987,867	2223	+ 775
3141	First National Bank, Greenville	79,525,664	74,615,033	3122	
1661	Traders & Farmers Bank, Haleyville	139,677,000	119,093,000	1810	+ 149
3541	SouthTrust Bank of Marion Cty., Hamilton	70,589,315	67,525,010	3497	
422	Colonial Bank-Northern Region, Huntsville	600,065,000	199,793,000	1046	+ 624
1348	SouthTrust Bank of Huntsville NA, Huntsville	170,894,000	132,539,852	1619	+ 271
1009	First National Bank, Jasper	227,453,825	214,884,826	964	
1234	SouthTrust Bank, Mobile	185,818,296	161,703,296	1322	+88
4592	Monroe County Bank, Monroeville	54,842,648	36,925,346	6394	+1802
89	First Alabama Bank, Montgomery	3,454,611,000	2,040,163,000	140	+51
644	Union Bank & Trust Co., Montgomery	358,776,000	320,972,473	657	+13
1742	Colonial Bank, Montgomery	134,035,825	92,012,000	2498	+ 756
1947	SouthTrust Bank NA, Montgomery	121,248,000	89,960,000	2571	+ 624
2818	First National Bank, Opelika	88,033,780	69,655,000	3383	+ 565
3186	Farmers National Bank, Opelika	78,258,252	72,255,311	3242	+56
2367	SouthTrust Bank of Covington Cty. NA, Opp	103,278,082	94,321,971	2414	+47
4920	Central Bank of Oxford NA, Oxford	51,536,000	51,575,000	4648	
3527	SouthTrust Bank of Ozark, Ozark	70,949,000	65,594,282	3599	+72
1438	Colonial Bank of East-Central Ala., Pell City	161,234,000	15,175,000	....	
4653	Union State Bank, Pell City	54,303,252	51,110,207	4695	+42
4796	Phenix-Girard Bank, Phenix City	52,637,226	44,144,910	5446	+ 650
3089	Bank of Prattville, Prattville	80,417,000	69,315,222	3402	+ 313
2542	First National Bank, Scottsboro	96,859,028	81,392,384	2835	+ 293
3366	Jacobs Bank, Scottsboro	74,293,975	57,386,535	4156	+ 790
1329	Peoples Bank & Trust Co., Selma	173,086,000	172,522,759	1222	
2648	Bank Independent, Sheffield	93,245,000	90,555,000	2555	
3341	First National Bank, Talladega	74,892,000	65,637,000	3595	+ 254
4774	Bank of Tallassee, Tallassee	52,840,742	51,519,114	4654	
2531	United Security Bank, Thomasville	97,251,316	92,006,555	2500	
3333	Troy Bank & Trust Co., Troy	75,182,600	67,853,655	3477	+ 144
700	First National Bank, Tuscaloosa	329,252,000	295,601,000	709	+ 9
2815	First National Bank, Wetumpka	88,110,277	78,102,019	2958	+ 143
4652	Citizens Bank, Winfield	54,311,000	49,093,000	4898	+ 246
	ALASKA				
317	National Bank of Alaska, Anchorage	885,992,000	891,309,000	295	
385	Alaska Mutual Bank, Anchorage	692,427,000	637,381,000	373	
469	First National Bank, Anchorage	527,849,000	474,093,000	469	
588	United Bank Alaska, Anchorage	392,975,000	400,829,053	534	
698	First Interstate Bank of Alaska, Anchorage	329,504,000	314,680,335	671	
750	Alaska Pacific Bank, Anchorage	310,812,000	258,253,000	795	+45
1818	Alaska Statebank, Anchorage	128,799,585	124,271,478	1732	
2164	Rainier Bank Alaska NA, Anchorage	110,743,000	65,735,000	3588	+1424
1192	First National Bank, Fairbanks	191,723,431	167,045,000	1269	+77
1219	Alaska National Bank of the North, Fairbanks	187,440,000	254,803,000	809	
4345	B.M. Behrends Bank, Juneau	57,899,000	55,461,000	4306	
1669	First Bank, Ketchikan	139,126,232	119,753,681	1800	+ 131
	ARIZONA				
4220	Liberty Bank, Glendale	59,647,227	42,129,160	5676	+1456
3574	State Bank, Lake Havasu City	70,026,000	65,428,000	3607	+33
22	Valley National Bank, Phoenix	9,218,623,000	8,156,938,000	24	+ 2
48	First Interstate Bank of Arizona NA, Phoenix	5,702,441,000	5,135,923,000	47	
80	Arizona Bank, Phoenix	3,763,043,000	3,304,909,000	79	
139	United Bank of Arizona, Phoenix	2,224,049,000	1,828,670,000	154	+15
457	Chase Bank of Arizona, Phoenix	549,151,000	473,038,429	471	+14
530	Citibank (Arizona), Phoenix	442,870,968	467,810,000	475	
913	Thunderbird Bank, Phoenix	249,691,000	198,630,242	1056	+ 143
1500	Century Bank, Phoenix	155,298,923	143,633,000	1495	
3150	Metropolitan Bank, Phoenix	79,353,000	47,903,000	5029	+1879
3894	First National Bank of Arizona, Phoenix	64,532,000	48,866,000	4921	+1027
3668	Bank of Scottsdale, Scottsdale	68,066,000	56,904,453	4200	+ 532
3766	Scottscom Bank, Scottsdale	66,380,782	36,918,399	6396	+2630
1634	InterWest Bank of Arizona, Tucson	141,749,580	123,684,894	1736	+ 102
3233	National Bank, Tucson	77,505,000	43,862,269	5483	+2250
3743	Community Bank of Arizona, Wickenburg	66,715,994	49,764,000	4833	+1090
	ARKANSAS				
4184	First National Bank of Sharp Cty., Ash Flat	60,175,361	55,174,011	4338	+ 154
2097	Citizens Bank, Batesville	113,996,440	89,692,065	2578	+ 481
2489	First National Bank, Batesville	98,675,000	107,691,753	2026	
2080	Benton State Bank, Benton	114,596,785	111,420,000	1949	
3998	Union Bank, Benton	62,674,000	59,041,828	4037	+39
1406	Bank of Bentonville, Bentonville	164,305,982	137,445,807	1566	+ 160
3674	First National Bank, Berryville	67,885,000	63,358,000	3744	+70
3066	First National Bank, Blytheville	80,931,000	85,173,000	2710	
3094	Farmers Bank & Trust Co., Blytheville	80,355,250	77,674,858	2972	
4223	Citizens Bank, Booneville	59,602,000	57,495,000	4150	
3798	Bank of Cabot, Cabot	65,926,558	59,890,000	3976	+ 178
2703	First National Bank, Camden	91,215,000	87,969,940	2619	
4644	Merchants & Planters Bank NA, Camden	54,375,000	55,554,000	4295	
4091	Farmers Bank & Trust Co., Clarksville	61,385,128	57,461,234	4153	+62
3901	Clinton State Bank, Clinton	64,422,728	60,343,257	3945	+44
1546	First National Bank, Conway	149,178,369	140,453,652	1534	
1573	First State Bank & Trust Co., Conway	146,767,064	131,948,000	1626	+53
3616	First National Bank, Crossett	69,117,929	60,746,317	3921	+ 305
3898	Danville State Bank, Danville	64,480,000	62,080,000	3841	
4958	First National Bank, De Queen	51,004,580	48,543,750	4959	+ 1
4605	First National Bank, De Witt	54,739,990	50,886,099	4717	+ 112
965	First National Bank, El Dorado	237,576,234	227,618,131	911	
2342	National Bank of Commerce, El Dorado	104,033,639	96,267,311	2361	+19
3014	Exchange Bank & Trust Co., El Dorado	82,282,345	80,748,193	2860	
1085	First National Bank, Fayetteville	210,062,000	213,557,267	971	
1863	McIlroy Bank & Trust, Fayetteville	125,895,000	126,920,000	1687	
3108	First National Bank of Eastern Ark., Forrest City	80,092,402	74,894,335	3107	
737	First National Bank, Fort Smith	315,024,015	304,720,000	686	
1078	Merchants National Bank, Fort Smith	211,055,000	168,907,000	1252	+ 174
1130	City National Bank, Fort Smith	202,416,186	201,961,585	1035	
4261	First National Bank, Green Forest	59,110,000	54,170,000	4423	+ 162
2408	Security Bank, Harrison	101,284,242	98,920,295	2282	
3657	First National Bank, Harrison	68,263,402	68,527,604	3437	
2848	Cleburne County Bank, Heber Springs	87,159,028	76,291,400	3030	+ 182
3780	First National Bank of Phillips Cty., Helena	66,137,075	73,370,125	3188	
4842	Helena National Bank, Helena	52,244,222	50,468,291	4767	
2267	Citizens National Bank, Hope	107,115,665	100,521,568	2237	
3545	First National Bank, Hope	70,529,491	63,762,632	3722	+ 177
810	First National Bank, Hot Springs	286,706,000	303,840,667	694	
886	Arkansas Bank & Trust Co., Hot Springs	260,460,303	250,947,422	826	
3537	First Jacksonville Bank & Trust, Jacksonville	70,646,000	65,322,000	3619	+82
1282	Mercantile Bank, Jonesboro	179,340,000	177,132,000	1190	
1331	Citizens Bank, Jonesboro	172,921,000	163,786,000	1301	
340	First Commercial Bank NA, Little Rock	797,119,000	736,361,000	332	
404	Worthen Bank & Trust Co. NA, Little Rock	637,924,000	684,689,746	357	
541	Union National Bank, Little Rock	430,185,000	408,340,043	526	
1945	Pulaski Bank & Trust Co., Little Rock	121,390,000	105,070,000	2106	+ 161
2389	Metropolitan National Bank, Little Rock	102,235,000	85,568,000	2694	+ 305
4740	First American Bank of Little Rock NA, Little Rock	53,280,000	49,482,000	4860	+ 120
4974	First State Bank, Lonoke	50,842,000	46,823,000	5141	+ 167
1414	First National Bank, Magnolia	163,300,760	148,745,961	1434	+20
2723	Farmers Bank & Trust Co., Magnolia	90,492,882	78,921,341	2920	+ 197
3316	Malvern National Bank, Malvern	75,516,650	68,343,000	3453	+ 137
4436	Bank of Malvern, Malvern	56,795,251	52,632,298	4556	+ 120
3861	McGehee Bank, McGehee	65,092,418	61,762,000	3863	+ 2
4208	First National Bank, Mena	59,737,811	57,529,355	4142	
4811	Union Bank, Mena	52,505,778	50,699,844	4735	
4054	Union Bank & Trust Co., Monticello	61,866,000	69,555,142	3389	
4913	First National Bank of Conway Cty., Morrilton	51,595,000	50,432,995	4773	
2111	Peoples Bank & Trust Co., Mountain Home	113,539,000	107,267,000	2037	
2271	First National Bank & Trust Co., Mountain Home	107,011,518	98,261,000	2303	+32
608	Twin City Bank, North Little Rock	379,054,000	301,289,000	700	+92
1232	First American Nat'l Bank of N. Little Rock NA	185,886,000	192,277,000	1093	
4395	National Bank of Arkansas, North Little Rock	57,250,000	47,877,000	5032	+ 637
3419	Bank of Ozark, Ozark	73,350,460	73,267,000	3191	
1927	First National Bank, Paragould	122,092,462	109,087,793	2000	+73
3374	Security Bank, Paragould	74,121,457	74,896,000	3106	
687	Simmons First National Bank, Pine Bluff	335,700,000	308,853,274	681	
960	National Bank of Commerce, Pine Bluff	237,986,160	194,179,114	1080	+ 120
4529	Pine Bluff National Bank, Pine Bluff	55,668,788	39,133,044	6062	+1533
1440	First National Bank & Trust Co., Rogers	161,078,000	136,819,000	1572	+ 132
3291	Farmers & Merchants Bank, Rogers	76,172,000	73,501,388	3178	
1872	First National Bank, Russellville	125,498,000	105,662,741	2083	+ 211
2441	Peoples Bank & Trust Co., Russellville	100,386,000	104,513,406	2127	
2093	First National Bank, Searcy	114,126,000	105,515,000	2089	
2468	First Security Bank, Searcy	99,491,361	91,424,530	2524	+56
2783	First National Bank, Siloam Springs	88,866,876	77,608,000	2975	+ 192
3460	Arkansas State Bank, Siloam Springs	72,648,712	61,108,605	3900	+ 440
1155	First National Bank, Springdale	197,841,000	173,490,702	1215	+60
1774	First State Bank, Springdale	131,656,000	129,997,976	1645	
2472	First National Bank, Stuttgart	99,287,129	93,811,753	2428	
3107	Farmers & Merchants Bank, Stuttgart	80,097,330	80,229,443	2879	
788	State First National Bank, Texarkana	297,019,317	268,761,898	768	
3307	Commercial National Bank, Texarkana	75,739,082	72,998,893	3204	
3904	First National Bank of Crawford Cty., Van Buren	64,406,000	57,125,485	4174	+ 270
4018	Citizens Bank & Trust Co., Van Buren	62,414,828	59,525,805	4005	
3554	Warren Bank & Trust Co., Warren	70,371,124	65,158,802	3634	+80
3617	Merchants & Farmers Bank, West Helena	69,083,228	66,672,685	3539	
4182	Bank of West Memphis, West Memphis	60,180,157	52,683,575	4549	+ 367
4281	Cross County Bank, Wynne	58,800,067	54,843,722	4365	+84
4484	First National Bank, Wynne	56,144,723	55,343,270	4319	
	CALIFORNIA				
1398	Alameda First National Bank, Alameda	165,422,000	143,723,000	1493	+95
2601	El Camino Bank, Anaheim	94,743,000	83,489,000	2756	+ 155
3448	Pacific Inland Bank, Anaheim	72,922,983	48,559,039	4955	+1507
3867	American Commerce National Bank, Anaheim	65,054,000	44,820,640	5378	+1511
562	Mid-State Bank, Arroyo Grande	414,790,000	342,057,842	615	+53
4335	County Bank, Atwater	57,997,000	43,890,000	5476	+1141
403	American National Bank, Bakersfield	641,262,000	531,608,000	437	+34
752	California Republic Bank, Bakersfield	310,228,972	261,901,357	787	+35
1308	Community First Bank, Bakersfield	175,400,552	167,150,778	1268	
119	City National Bank, Beverly Hills	2,669,512,000	1,990,789,000	142	+23
1562	Bank of Beverly Hills, Beverly Hills	147,542,000	126,019,978	1702	+ 140
2763	Merchants Bank of Calif., Beverly Hills	89,409,000	62,521,000	3800	+1037
2994	World Trade Bank NA, Beverly Hills	82,820,000	44,267,000	5434	+2440
4847	First Pacific Bank, Beverly Hills	52,197,800	46,714,000	5152	+ 305
1140	Tri-Counties Bank, Chico	200,681,000	152,262,000	1409	+ 269
999	Chino Valley Bank, Chino	229,823,469	171,042,000	1230	+ 231
1712	Sunrise Bank of California, Citrus Heights	136,421,000	109,205,664	1999	+ 287
1966	Bank of Industry, City of Industry	120,031,000	104,831,000	2118	+ 152
3190	Meridian National Bank, Concord	78,195,905	103,744,000	2149	
1834	Citizens Bank, Costa Mesa	127,739,335	84,932,024	2719	+ 885
1831	California State Bank, Covina	127,960,000	107,692,000	2025	+ 194
2254	First National Bank, Daly City	107,597,000	86,774,000	2655	+ 401
1877	Diablo Bank, Danville	125,370,058	102,796,442	2174	+ 297
2266	First Northern Bank, Dixon	107,140,000	88,264,000	2611	+ 345
1050	Southern California Bank, Downey	218,414,995	180,445,094	1172	+ 122
2603	Capital Bank, Downey	94,586,961	76,396,003	3026	+ 423
3753	American Valley Bank, El Cajon	66,576,000	63,958,000	3709	
4442	San Dieguito National Bank, Encinitas	56,699,000	51,240,000	4681	+ 239
787	Independence Bank, Encino	298,131,526	211,427,698	983	+ 196
998	Lincoln National Bank, Encino	229,866,580	143,880,741	1491	+ 493
2554	Valley State Bank, Encino	96,400,000	121,781,000	1767	

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	CALIFORNIA (Cont.)				
2860	Escondido National Bank, Escondido	86,814,000	60,411,397	3939	+1079
2864	North County Bank, Escondido	86,646,000	58,745,000	4060	+1196
1878	Bank of Loleta, Eureka	125,342,506	92,574,397	2475	+ 597
1671	Fremont Bank, Fremont	138,687,000	120,463,000	1788	+ 117
1817	Bank of Fresno, Fresno	128,947,000	99,102,000	2273	+ 456
2340	Fresno Bank of Commerce, Fresno	104,043,000	121,189,000	1781	
3433	California Valley Bank, Fresno	73,163,000	64,873,000	3662	+ 229
2696	Pioneer Bank, Fullerton	91,424,926	78,587,412	2936	+ 240
2913	Republic Bank, Gardena	85,332,000	71,217,000	3289	+ 376
1049	Valley National Bank, Glendale	218,528,256	187,720,534	1123	+74
2438	OneCentral Bank, Glendale	100,597,000	96,924,000	2344	
1609	Foothill Independent Bank, Glendora	144,292,162	120,302,123	1792	+ 183
2945	Centennial Bank, Hayward	84,408,851	66,109,869	3567	+ 622
2969	Bank of Hemet, Hemet	83,861,000	79,731,292	2895	
2320	Liberty National Bank, Huntington Beach	104,878,864	78,391,000	2947	+ 627
4212	Huntington National Bank, Huntington Beach	59,699,000	51,025,000	4705	+ 493
357	Community Bank, Huntington Park	756,130,000	620,918,000	381	+24
1647	International Center Bank & Trust Corp., Irvine	140,696,844	110,896,043	1961	+ 314
1642	Landmark Bank, La Habra	140,998,000	103,544,000	2155	+ 513
763	La Jolla Bank & Trust Co., La Jolla	305,537,000	289,556,000	721	
1550	National Bank, La Jolla	148,490,000	99,118,000	2272	+ 722
4621	Scripps Bank, La Jolla	54,613,000	36,263,000	6495	+1874
961	Grossmont Bank, La Mesa	237,866,304	205,780,000	1013	+52
4344	Lamorinda National Bank, Lafayette	57,899,047	39,358,321	6028	+1684
4089	Monarch Bank, Laguna Niguel	61,421,000	78,384,000	2948	
2861	Antelope Valley Bank, Lancaster	86,762,000	74,987,932	3104	+ 243
629	Farmers & Merchants Bank, Lodi	368,726,000	335,842,000	625	
372	Farmers & Merchants Bank, Long Beach	719,252,794	594,550,000	395	+23
988	National Bank, Long Beach	231,887,695	129,796,161	1646	+ 658
1715	Harbor Bank, Long Beach	136,198,824	104,397,943	2133	+ 418
3221	Coast Bank, Long Beach	77,597,000	56,997,000	4189	+ 968
7	Security Pacific National Bank, Los Angeles	34,574,626,000	32,884,306,000	7	
12	First Interstate Bank of California, Los Angeles	18,115,591,000	16,501,344,000	13	+ 1
27	Union Bank, Los Angeles	8,122,922,000	7,012,415,000	31	+ 4
142	Imperial Bank, Los Angeles	2,188,467,000	1,534,091,757	180	+38
179	Mitsui Manufacturers Bank, Los Angeles	1,679,677,000	1,738,541,000	161	
236	Mitsubishi Bank of California, Los Angeles	1,242,906,000	1,125,820,000	228	
402	First Los Angeles Bank, Los Angeles	642,313,395	526,483,929	440	+38
423	Tokai Bank of California, Los Angeles	599,673,000	479,718,000	465	+42
666	Cathay Bank, Los Angeles	344,248,409	294,391,419	711	+45
797	First Business Bank, Los Angeles	292,373,000	215,234,000	962	+ 165
895	First Interstate Bank Ltd., Los Angeles	256,384,000	....	....	
900	Mercantile National Bank, Los Angeles	254,333,000	156,050,000	1370	+ 470
923	California Korea Bank, Los Angeles	246,626,000	210,586,107	987	+64
1068	General Bank, Los Angeles	213,733,000	167,246,492	1266	+ 198
1075	Canadian Imperial Bk of Comm. (CA), Los Angeles	212,515,000	199,825,000	1045	
1108	Guardian Bank, Los Angeles	205,826,653	73,814,161	3164	+2056
1121	Dai-Ichi Kangyo Bank of California, Los Angeles	203,581,000	210,001,301	993	
1205	California Commerce Bank, Los Angeles	190,787,024	173,125,000	1219	+14
1395	Bank of Los Angeles, Los Angeles	165,552,869	106,747,000	2061	+ 666
1476	Western Bank, Los Angeles	157,544,000	99,025,000	2276	+ 800
1643	Far East National Bank, Los Angeles	140,945,000	90,558,000	2554	+ 911
2096	California Overseas Bank, Los Angeles	114,018,000	111,155,517	1954	
2206	Kyowa Bank of California, Los Angeles	109,338,000	94,016,000	2425	+ 219
2241	Capital Bank of California, Los Angeles	107,924,456	33,302,483	6955	+4714
2706	Great American Bank, Los Angeles	91,122,000	91,658,076	2515	
2727	Marathon National Bank, Los Angeles	90,386,000	79,236,000	2913	+ 186
2738	Sterling Bank, Los Angeles	90,116,355	94,161,000	2420	
2766	Olympic National Bank, Los Angeles	89,278,800	90,339,000	2560	
2810	Hanmi Bank, Los Angeles	88,206,210	55,283,920	4327	+1517
2962	California Pacific National Bank, Los Angeles	84,018,000	68,596,791	3431	+ 469
3361	Maritime Bank of California, Los Angeles	74,387,000	65,456,000	3604	+ 243
3822	American International Bank, Los Angeles	65,607,949	43,050,558	5572	+1750
3877	National Bank of California, Los Angeles	64,784,000	50,202,268	4793	+ 916
4199	Gilmore Commercial & Savings Bank, Los Angeles	59,854,570	55,976,506	4266	+67
4867	Los Angeles National Bank, Los Angeles	52,044,000	75,856,000	3050	
4929	International Bank of California, Los Angeles	51,400,004	56,525,000	4227	
3080	Peninsula Bank of Commerce, Millbrae	80,599,000	59,919,000	3972	+ 892
2762	Modesto Banking Co., Modesto	89,453,000	69,369,000	3399	+ 637
2996	Pacific Valley National Bank, Modesto	82,778,000	75,668,000	3063	+67
3263	Center State Bank, Modesto	76,910,000	68,476,000	3445	+ 182
2048	Omni Bank NA, Monterey Park	115,931,000	111,437,767	1948	
2737	Trans National Bank, Monterey Park	90,129,417	92,003,760	2501	
4546	United National Bank, Monterey Park	55,412,495	24,747,000	8534	+3988
1030	Napa Valley Bank, Napa	223,173,982	173,875,646	1211	+ 181
1045	CommerceBank, Newport Beach	219,643,596	171,445,000	1227	+ 182
1513	Bank of Newport, Newport Beach	153,514,018	137,468,420	1565	+52
4257	Pacific National Bank, Newport Beach	59,147,000	52,301,000	4592	+ 335
4771	American Interstate Bank, Newport Beach	52,878,000	50,669,353	4741	
1771	American Pacific State Bank, North Hollywood	131,877,415	127,116,215	1685	
4594	Premier Bank, Northridge	54,826,000	61,659,114	3872	
2322	CivicBank of Commerce, Oakland	104,854,000	56,119,000	4254	+1932
834	First Trust Bank, Ontario	277,219,000	253,465,000	814	
1940	Orange National Bank, Orange	121,621,000	87,450,000	2639	+ 699
3814	List American Bank, Orange	65,681,000	53,186,000	4506	+ 692
493	Bank of A. Levy, Oxnard	484,692,000	447,948,000	495	+ 2
2989	Ventura County National Bank, Oxnard	83,189,293	61,185,621	3895	+ 906
1893	Bank of Palm Springs, Palm Springs	124,328,633	85,313,642	2706	+ 813
1327	University National Bank & Trust Co., Palo Alto	173,647,632	109,864,266	1983	+ 656
2145	Mechanics National Bank, Paramount	111,788,000	97,304,000	2338	+ 193
2663	Citizens Commercial Trust & Svgs Bank, Pasadena	92,451,000	73,401,000	3183	+ 520
3768	United Mercantile Bk & Tr Co. NA, Pasadena	66,274,200	57,997,994	4115	+ 347
4984	Heritage Oaks Bank, Paso Robles	50,771,000	31,777,100	7213	+2229
3665	Pacific Western National Bank, Pico Rivera	68,133,035	42,932,000	5585	+1920
3007	Community First National Bank, Pleasanton	82,444,914	70,260,092	3345	+ 338
4611	Bank of the Sierra, Porterville	54,703,859	43,068,602	5566	+ 955
3325	Vineyard National Bank, Rancho Cucamonga	75,292,000	56,840,000	4208	+ 883
4371	Empire Bank NA, Rancho Cucamonga	57,520,000	44,236,000	5437	+1066
2820	Rancho Santa Fe National Bank, Rancho Santa Fe	87,949,000	66,603,000	3540	+ 720
2980	North Valley Bank, Redding	83,419,331	70,518,000	3335	+ 355
1915	Bank of Redlands, Redlands	122,915,000	108,163,000	2015	+ 100
4438	Bay Area Bank, Redwood City	56,766,000	43,237,000	5546	+1108
512	Mechanics Bank, Richmond	456,550,000	397,736,000	540	+28
1896	Riverside National Bank, Riverside	123,970,000	97,774,000	2323	+ 427
3737	First American Bank, Rosemead	66,887,000	54,634,000	4378	+ 641
906	Bank of Alex Brown, Sacramento	251,282,000	219,702,000	942	+36
1190	First Commercial Bank, Sacramento	191,822,000	197,325,000	1065	
1236	River City Bank, Sacramento	185,695,000	163,479,000	1306	+70
1740	Point West Bank, Sacramento	134,400,000	96,963,000	2342	+ 602
2679	Capitol Bank of Commerce, Sacramento	91,988,000	113,795,912	1899	
3054	Sacramento First National Bank, Sacramento	81,247,000	72,226,000	3245	+ 191
3580	Sacramento Commercial Bank, Sacramento	69,909,000	60,265,000	3950	+ 370
1997	First National Bank of Monterey Cty., Salinas	118,319,000	75,798,371	3056	+1059
2733	Bank of Salinas, Salinas	90,228,000	72,994,000	3205	+ 472
239	San Diego Trust & Savings Bank, San Diego	1,194,804,902	990,261,000	266	+27
1101	First National Bank, San Diego	207,303,000	118,095,000	1824	+ 723
1436	Bank of San Diego, San Diego	161,405,000	147,569,000	1447	+11
1764	Peninsula Bank, San Diego	132,380,000	106,912,000	2052	+ 288
2573	San Diego National Bank, San Diego	95,749,049	81,459,000	2832	+ 259
2926	Bank of Commerce, San Diego	84,926,000	86,407,000	2669	
4459	Bank of Southern California NA, San Diego	56,523,000	48,157,000	5002	+ 543
2	Bank of America NT&SA, San Francisco	76,084,000,000	88,170,000,000	2	
9	Wells Fargo Bank NA, San Francisco	33,286,916,000	15,130,243,000	14	+ 5
55	California First Bank, San Francisco	5,268,106,000	4,698,329,000	57	+ 2
76	Sanwa Bank California, San Francisco	3,898,471,000	1,337,830,015	200	+ 124
104	Sumitomo Bank of California, San Francisco	2,969,141,000	2,669,614,298	99	
115	Bank of California NA, San Francisco	2,746,841,000	2,509,226,000	107	
219	Hibernia Bank, San Francisco	1,330,473,000	1,006,392,000	262	+43
253	Bank of the West, San Francisco	1,130,252,000	1,076,761,000	243	
255	Barclays Bank of California, San Francisco	1,124,398,000	1,051,872,000	248	
269	Central Bank, San Francisco	1,062,518,600	1,157,967,000	223	
396	Bank of Canton of California, San Francisco	660,404,000	623,578,000	380	
754	Pacific Bank NA, San Francisco	309,819,000	179,780,000	1175	+ 421
1144	Bank of the Orient, San Francisco	200,180,694	194,420,753	1078	
1147	American Asian Bank, San Francisco	199,620,000	194,104,000	1081	
1351	Bank of San Francisco, San Francisco	170,647,000	104,905,811	2116	+ 765
2175	Redwood Bank, San Francisco	110,285,000	112,210,000	1930	
3838	Financial Center Bank NA, San Francisco	65,345,346	44,002,159	5462	+1624
3876	Century Bank, San Francisco	64,810,774	51,265,000	4679	+ 803
4525	California National Bank, San Francisco	55,688,000	50,000,000	4814	+ 289
4627	Bank of Trade, San Francisco	54,518,794	33,342,997	6946	+2319
4781	America California Bank, San Francisco	52,803,000	43,721,000	5499	+ 718
501	Pacific Valley Bank, San Jose	468,605,000	388,182,000	555	+54
703	Plaza Bank of Commerce, San Jose	328,631,000	256,686,000	803	+ 100
2597	San Jose National Bank, San Jose	94,882,344	68,045,927	3470	+ 873
4221	American Bank & Trust Co., San Jose	59,641,000	69,756,000	3377	
4823	Bay Bank of Commerce, San Leandro	52,402,799	50,394,736	4779	
2729	Borel Bank & Trust Co., San Mateo	90,331,073	77,032,523	3003	+ 274
1859	Bank of San Pedro, San Pedro	126,130,000	94,763,000	2399	+ 540
267	Westamerica Bank NA, San Rafael	1,078,063,000	924,839,000	286	+19
695	Commercial Center Bank, Santa Ana	330,412,000	329,377,083	637	
1984	National Bank of Southern California, Santa Ana	118,870,000	86,574,207	2666	+ 682
4556	Marine National Bank, Santa Ana	55,260,000	51,798,000	4636	+80
529	Santa Barbara Bank & Trust, Santa Barbara	443,203,744	350,725,784	599	+70
1848	Bank of Montecito, Santa Barbara	126,824,260	92,319,000	2487	+ 639
3602	City Commerce Bank, Santa Barbara	69,406,011	55,554,438	4294	+ 692
1470	Silicon Valley Bank, Santa Clara	158,000,000	67,458,000	3501	+2031
2833	Bank of Santa Clara, Santa Clara	87,625,697	70,650,104	3329	+ 496
500	County Bank & Trust, Santa Cruz	472,478,000	440,601,949	502	+ 2
2838	First State Bank, Santa Fe Springs	87,557,712	80,323,773	2876	+38
3000	Bank of Santa Maria, Santa Maria	82,651,488	65,782,000	3585	+ 585
438	Santa Monica Bank, Santa Monica	571,806,154	436,686,706	503	+65
2477	First Professional Bank NA, Santa Monica	99,078,000	78,859,000	2923	+ 446
3638	Columbia National Bank, Santa Monica	68,628,000	54,339,639	4409	+ 771
612	Exchange Bank, Santa Rosa	377,507,000	312,804,000	674	+62
1585	TransWorld Bank, Sherman Oaks	146,108,000	131,978,000	1625	+40
876	Home Bank, Signal Hill	263,213,000	230,597,000	896	+20
692	First Interstate Bancard Co. NA, Simi Valley	331,678,000	532,142,000	435	
4312	Simi Valley Bank, Simi Valley	58,247,188	37,927,262	6255	+1943
756	Torrey Pines Bank, Solana Beach	308,409,000	185,442,000	1142	+ 386
3741	El Capitan National Bank, Sonora	66,783,000	52,491,000	4569	+ 828
498	Bank of Stockton, Stockton	477,880,000	425,336,000	509	+11
774	Union Safe Deposit Bank, Stockton	302,176,535	274,634,000	759	
3379	Bank of Agriculture & Commerce, Stockton	74,047,000	57,527,000	4143	+ 764
4820	Overland Bank, Temecula	52,424,492	33,667,726	6889	+2069
2037	First State Bank of the Oaks, Thousand Oaks	116,575,225	98,122,460	2311	+ 274
4130	Conejo Valley National Bank, Thousand Oaks	60,961,419	51,029,800	4704	+ 574
2499	Commonwealth Bank, Torrance	98,416,000	92,495,000	2481	
3605	Torrance National Bank, Torrance	69,304,570	60,475,122	3935	+ 330
4779	Pacific Heritage Bank, Torrance	52,831,000	35,645,470	6576	+1797
4266	Truckee River Bank, Truckee	59,064,000	52,755,000	4539	+ 273
1413	Eldorado Bank, Tustin	163,624,000	153,979,000	1394	
1694	Sunwest Bank, Tustin	137,368,000	134,652,000	1598	
3977	Far Western Bank, Tustin	62,953,943	12,796,735	....	
1253	Savings Bank of Mendocino Cty., Ukiah	183,604,047	158,357,407	1350	+97
1315	Santa Clarita National Bank, Valencia	174,724,000	150,246,000	1426	+ 111
3775	American Commercial Bank, Ventura	66,168,169	52,086,000	4612	+ 837
4603	Desert Community Bank, Victorville	54,768,496	32,597,000	7079	+2476
783	Southwest Bank, Vista	299,729,000	251,884,501	820	+37
1354	Bank of Contra Costa, Walnut Creek	170,289,000	136,355,000	1578	+ 224
3886	Bank of Walnut Creek, Walnut Creek	64,628,248	44,922,156	5366	+1480
410	Metrobank NA, Westwood Village	629,022,000	360,864,991	584	+ 174
3910	Bank of Woodland, Woodland	64,259,000	44,792,000	5381	+1471
4405	Scott Valley Bank, Yreka	57,200,836	50,548,269	4760	+ 355
2918	Feather River State Bank, Yuba City	85,168,000	71,273,606	3285	+ 367
	COLORADO				
3728	Colorado National Bank-Arvada, Arvada	67,032,243	64,708,659	3671	
3679	First National Bank, Aspen	67,833,000	52,654,153	4552	+ 873
3071	Aurora National Bank, Aurora	80,806,224	79,447,000	2908	
3566	United Bank, Aurora	70,143,000	70,817,021	3314	
1012	First National Bank, Boulder	226,304,064	214,262,929	967	
2011	IntraWest Bank of Boulder NA, Boulder	117,722,253	119,955,545	1797	
2506	United Bank of Boulder, Boulder	98,264,000	98,294,000	2302	
3121	Colorado National Bank-Boulder, Boulder	79,886,000	74,186,414	3144	+23
4425	Arapohoe National Bank, Boulder	56,904,073	41,466,684	5765	+1340
3764	United Bank of Broomfield, Broomfield	66,397,616	64,272,679	3695	
4001	Fremont National Bank, Canon City	62,635,845	61,869,521	3856	
4497	First National Bank, Canon City	56,003,841	52,084,000	4613	+ 116
552	First National Bank, Colorado Springs	423,966,431	364,532,286	580	+28
819	United Bank of Colorado Springs NA	284,048,393	290,536,913	716	
865	Colorado Nat'l Bk-Exchange, Colorado Springs	267,495,000	258,772,000	793	
2455	Central Bank of Colorado Springs	99,900,948	101,438,132	2207	
2942	Western National Bank, Colorado Springs	84,631,000	78,431,668	2946	+ 4
4857	Valley National Bank, Cortez	52,106,000	48,398,383	4977	+ 120
158	United Bank of Denver NA, Denver	1,972,182,000	2,081,943,000	131	
193	First Interstate Bank of Denver NA, Denver	1,568,223,000	1,684,634,718	166	
298	Colorado National Bank, Denver	958,604,000	1,106,330,000	236	
303	Central Bank of Denver, Denver	939,373,000	999,854,000	264	
792	First Colorado Bank & Trust NA, Denver	293,426,558	291,256,622	715	

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed ~~Geo~~graphically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	COLORADO (Cont.)				
1022	Denver National Bank, Denver	224,747,272	267,759,080	771	
1432	Cherry Creek National Bank, Denver	161,787,000	149,870,000	1428	
1664	Guaranty Bank & Trust Co., Denver	139,408,000	156,175,000	1368	
1853	Metro National Bank, Denver	126,595,000	169,369,000	1248	
1977	Mountain States Bank, Denver	119,402,160	112,750,986	1920	
2092	Colorado State Bank, Denver	114,129,787	107,096,393	2041	
2591	IntraWest Bank of Bear Valley NA, Denver	95,102,000	90,257,000	2564	
2782	National City Bank, Denver	88,886,232	90,337,734	2561	
2862	Colorado National Bank-Boulevard, Denver	86,743,355	93,880,358	2427	
2955	Century Bank, Denver	84,117,000	81,368,000	2839	
3027	Central Bank of North Denver, Denver	81,982,382	80,479,565	2871	
3401	Southeast State Bank, Denver	73,706,000	69,935,184	3364	
3472	First National Bank of Southeast Denver, Denver	72,403,888	68,782,551	3428	
3551	Bank of Denver, Denver	70,406,000	65,253,000	3626	+75
3557	Union Bank & Trust Co., Denver	70,346,839	57,301,000	4160	+ 603
3601	Colorado National Bank-Tech Center, Denver	69,421,654	58,815,409	4052	+ 451
3689	South Denver National Bank, Denver	67,709,000	66,878,569	3528	
3694	United Bank of Skyline NA, Denver	67,603,000	69,885,940	3365	
3827	International Bank, Denver	65,507,870	42,618,828	5620	+1793
4090	OMNIBANK Southeast, Denver	61,410,000	50,994,402	4708	+ 618
4537	United Bank of Monaco NA, Denver	55,565,000	38,398,880	6189	+1652
4839	Colorado National Bank-Northeast, Denver	52,278,429	48,205,195	4997	+ 158
3628	First National Bank, Durango	68,812,857	63,693,176	3727	+99
1371	First National Bank, Englewood	168,840,080	186,288,563	1132	
1768	First Interstate Bank of Englewood NA, Englewood	132,116,131	134,355,829	1599	
3857	Arapahoe Bank & Trust, Englewood	65,128,360	57,542,945	4140	+ 283
836	First Interstate Bank of Fort Collins NA, Fort Collins	276,416,000	257,402,000	799	
1063	United Bank of Fort Collins NA, Fort Collins	215,738,143	144,925,433	1477	+ 414
3277	Farmers State Bank, Fort Morgan	76,595,714	75,073,559	3096	
2432	First National Bank, Glenwood Springs	100,719,388	99,951,527	2249	
1385	First Interstate Bank of Golden NA, Golden	166,505,613	158,744,853	1348	
2009	First National Bank, Grand Junction	117,742,187	105,486,176	2091	+82
2537	IntraWest Bank of Grand Junction, Grand Junction	97,060,000	102,406,000	2185	
2998	United Bank of Grand Junction NA, Grand Junction	82,756,000	73,936,515	3157	+ 159
1688	IntraWest Bank of Greeley NA, Greeley	137,715,000	133,428,000	1609	
2423	Greeley National Bank, Greeley	100,876,598	101,619,696	2204	
2900	United Bank, Greeley	85,619,000	101,759,733	2199	
3002	Union Colony Bank, Greeley	82,594,690	72,751,297	3219	+ 217
1233	FirstBank of Westland NA, Lakewood	185,865,000	159,805,606	1340	+ 107
1703	Jefferson Bank & Trust, Lakewood	136,807,000	138,409,225	1553	
2382	United Bank of Lakewood NA, Lakewood	102,450,119	100,029,180	2248	
3022	Colorado National Bank-Lakewood, Lakewood	82,121,185	82,672,069	2787	
4822	First National Bank, Lamar	52,405,979	50,164,621	4799	
1731	United Bank, Littleton	134,937,600	125,589,000	1709	
2638	Littleton National Bank, Littleton	93,762,202	84,481,256	2729	+91
3166	IntraWest Bank of Southglenn NA, Littleton	78,875,000	75,415,000	3073	
4989	Colorado National Bank-Arapahoe, Littleton	50,737,602	55,038,842	4349	
2198	First National Bank, Longmont	109,606,670	97,815,938	2322	+ 124
3774	Colorado National Bank, Longmont	66,209,191	63,650,788	3730	
2550	First National Bank, Loveland	96,538,251	94,463,748	2406	
4750	Home State Bank, Loveland	53,196,621	51,155,398	4691	
2865	IntraWest Bank of Montrose NA, Montrose	86,589,000	76,005,000	3040	+ 175
3598	IntraWest Bank of Northglenn NA, Northglenn	69,500,000	67,310,000	3512	
1641	Colorado National Bank-Pueblo, Pueblo	141,191,000	127,364,000	1679	+38
2024	Pueblo Bank & Trust Co., Pueblo	117,207,000	104,145,000	2139	+ 115
2170	Minnequa Bank, Pueblo	110,407,671	95,939,393	2370	+ 200
4797	United Bank, Pueblo	52,636,294	50,624,725	4753	
4909	IntraWest Bank of Pueblo NA, Pueblo	51,672,000	49,613,515	4852	
3423	IntraWest Bank of Steamboat Springs	73,293,000	69,562,000	3388	
2905	IntraWest Bank of Sterling, Sterling	85,468,000	88,746,000	2596	
4717	Commercial Bank, Sterling	53,487,000	50,998,000	4707	
3967	FirstBank of Vail, Vail	63,189,732	64,352,000	3688	
2544	First National Bank, Westminster	96,774,966	91,240,556	2531	
2107	Lakeside National Bank, Wheat Ridge	113,662,970	103,722,958	2151	+44
3275	FirstBank of Wheat Ridge NA, Wheat Ridge	76,609,000	72,807,000	3216	
4530	Citywide Bank of Applewood, Wheat Ridge	55,659,955	51,926,115	4628	+98
4723	First National Bank, Wray	53,427,307	55,069,944	4343	
	CONNECTICUT				
3752	Housatonic Bank & Trust Co., Ansonia	66,601,325	50,021,068	4810	+1058
159	Citytrust, Bridgeport	1,966,164,000	1,545,546,000	179	+20
1060	Lafayette Bank & Trust Co., Bridgeport	216,311,661	165,903,565	1284	+ 224
1948	Valley Bank & Trust Co., Bridgeport	121,233,000	83,996,000	2739	+ 791
2759	Chester Bank, Chester	89,522,000	72,251,361	3243	+ 484
3646	New England Bank & Trust Co., Enfield	68,411,000	51,591,000	4647	+1001
1364	Glastonbury Bank & Trust Co., Glastonbury	169,409,352	122,732,920	1748	+ 384
3959	Community National Bank, Glastonbury	63,350,000	13,543,000	....	
591	Putnam Trust Co., Greenwich	391,000,034	306,123,517	684	+93
939	American National Bank, Hamden	242,382,315	190,351,275	1108	+ 169
33	Connecticut Bank & Trust Co. NA, Hartford	7,215,016,000	6,090,426,000	35	+ 2
36	Connecticut National Bank, Hartford	7,045,299,000	5,536,721,000	41	+ 5
350	United Bank & Trust Co., Hartford	774,699,000	585,090,000	401	+51
849	Advest Bank, Hartford	273,137,000	189,594,814	1116	+ 267
2336	Landmark Bank, Hartford	104,191,112	43,518,000	5519	+3183
4046	First National Bank-CT, Hartford	62,065,000	54,853,000	4362	+ 316
2099	Salisbury Bank & Trust Co., Lakeville	113,875,276	82,663,338	2789	+ 690
2844	First National Bank, Litchfield	87,450,594	69,288,000	3404	+ 560
3606	Manchester State Bank, Manchester	69,304,000	55,545,000	4296	+ 690
610	Home Bank & Trust Co., Meriden	378,335,000	269,207,000	766	+ 156
519	Burritt InterFinancial Bancorp., New Britain	449,478,000	420,276,002	513	
873	New Britain National Bank, New Britain	264,170,000	223,406,000	924	+51
2694	New Canaan Bank & Trust Co., New Canaan	91,441,228	69,523,905	3390	+ 696
1547	Bank of New Haven, New Haven	149,117,045	112,767,805	1919	+ 372
1396	New Milford Bank & Trust Co., New Milford	165,502,566	125,226,179	1717	+ 321
902	Merchants Bank & Trust Co., Norwalk	253,851,584	194,442,651	1077	+ 175
2921	Village Bank & Trust Co., Ridgefield	85,039,000	61,176,776	3897	+ 976
4802	National Iron Bank, Salisbury	52,564,000	39,225,000	6052	+1250
2386	Seymour Trust Co., Seymour	102,398,000	69,471,000	3395	+1009
1146	Simsbury Bank & Trust Co., Simsbury	199,952,000	169,864,000	1240	+94
2446	South Windsor Bank & Trust Co., South Windsor	100,129,261	75,928,771	3044	+ 598
3096	Citizens National Bank, Southington	80,291,000	71,855,000	3260	+ 164
135	Union Trust Co., Stamford	2,296,240,000	1,898,787,000	145	+10
905	Fidelity Trust Co., Stamford	251,530,000	216,737,979	954	+49
2362	Bank of Stamford, Stamford	103,415,215	69,856,711	3369	+1007
1648	North American Bank & Trust Co., Stratford	140,599,000	122,343,000	1760	+ 112
4524	First National Bank, Suffield	55,709,888	42,798,245	5601	+1077
170	Bank of Boston Connecticut, Waterbury	1,865,752,000	1,487,219,000	188	+18
805	Westport Bank & Trust Co., Westport	288,635,000	233,006,000	886	+81
1141	Ind[illegible]dent Bank & Trust Co., Willimantic	200,583,000	170,182,000	1236	+95
3742	Windsor Bank & Trust Co., Windsor	66,716,236	53,139,000	4513	+ 771
2637	Amity Bank, Woodbridge	93,776,199	56,401,891	4236	+1599
	DELAWARE				
2174	Equitable Bank of Delaware, Dover	110,288,000	229,558,000	900	
2912	J C Penny National Bank, Harrington	85,334,000	45,116,000	5353	+2441
697	Sussex Trust Co., Laurel	329,686,000	281,696,000	747	+50
736	First Omni Bank NA, Millsboro	315,267,000	100,296,000	2243	+1507
275	Greenwood Trust Co., New Castle	1,048,444,000	27,433,000	7986	+7711
1882	Citibank (Delaware), New Castle	125,160,000	75,894,000	3048	+1166
4873	First Atlanta Bank NA, New Castle	51,994,000	....	....	
373	Maryland Bank NA, Newark	716,683,000	455,471,000	485	+ 112
1765	Baltimore Trust Co., Selbyville	132,269,000	118,249,991	1820	+55
141	Wilmington Trust Co., Wilmington	2,196,006,000	1,805,641,000	157	+16
223	Bank of Delaware, Wilmington	1,318,743,000	1,114,860,000	233	+10
228	Manufacturers Hanover Bank (Del), Wilmington	1,277,068,647	1,406,772,000	195	
231	Morgan Bank (Delaware), Wilmington	1,256,227,000	1,203,724,000	220	
256	Chase Manhattan Bank (USA) NA, Wilmington	1,121,748,000	1,293,662,000	212	
300	Delaware Trust Co., Wilmington	951,852,000	836,747,000	307	+ 7
353	Colonial National Bank USA, Wilmington	770,725,000	368,703,000	574	+ 221
391	Mellon Bank (DE) NA, Wilmington	682,884,000	687,603,000	355	
429	MBank USA, Wilmington	585,614,000	....	....	
436	Chemical Bank (Delaware), Wilmington	573,261,000	1,131,878,000	226	
510	Marine Midland Bank (Delaware) NA, Wilmington	459,994,697	97,943,000	2318	+1808
760	NBD Delaware Bank, Wilmington	307,108,000	254,170,000	811	+51
811	First National Bank, Wilmington	286,658,778	251,858,000	821	+10
1055	Bank of New York (Delaware), Wilmington	217,285,000	63,911,417	3711	+2656
1376	Beneficial National Bank, Wilmington	167,186,000	138,581,000	1551	+ 175
1441	PNC National Bank, Wilmington	161,065,000	327,104,000	643	
4730	First National Bank, Wyoming	53,353,000	43,443,000	5531	+ 801
	DISTRICT OF COLUMBIA				
61	Riggs National Bank, Washington	4,832,701,000	4,391,330,000	61	
81	American Security Bank NA, Washington	3,714,283,000	3,179,998,000	83	+ 2
206	National Bank of Washington, Washington	1,456,468,000	1,189,550,000	221	+15
225	First American Bank NA, Washington	1,299,986,000	1,074,773,000	244	+19
343	NS&T Bank NA, Washington	792,852,000	793,202,000	316	
468	Sovran Bank/DC National, Washington	528,033,000	421,651,000	511	+43
647	Madison National Bank, Washington	356,768,000	289,519,000	722	+75
717	Signet Bank NA, Washington	322,657,000	266,619,583	775	+58
1552	McLachlen National Bank, Washington	148,395,361	112,650,432	1923	+ 371
3050	Industrial Bank, Washington	81,362,282	83,687,100	2749	
3074	Dominion Bank of Washington NA, Washington	80,727,000	71,527,860	3272	+ 198
3697	Capital Bank NA, Washington	67,559,965	57,819,952	4125	+ 428
3704	United National Bank, Washington	67,396,000	71,153,000	3293	
4211	Palmer National Bank, Washington	59,703,238	39,803,000	5978	+1767
4231	National Capital Bank, Washington	59,475,960	55,307,320	4324	+93
4931	Century National Bank, Washington	51,344,495	37,449,903	6315	+1384
	FLORIDA				
4614	First State Bank, Arcadia	54,668,000	41,988,121	5693	+1079
2229	Citrus & Chemical Bank, Bartow	108,564,250	98,922,407	2281	+52
3720	Vista Bank of Marion Cty., Belleview	67,147,000	66,406,014	3547	
3971	Boca Bank, Boca Raton	63,099,434	40,550,936	5872	+1901
2682	First National Bank, Bonita Springs	91,874,000	73,008,000	3203	+ 521
4396	Prime Bank, Boynton Beach	57,248,000	56,251,863	4247	
538	Barnett Bank of Manatee Cty. NA, Bradenton	435,014,000	315,833,000	667	+ 129
4851	Community Bank of Manatee, Bradenton	52,137,000	46,479,697	5185	+ 334
659	Sun Bank & Trust Co., Brooksville	349,026,740	253,240,912	815	+ 156
720	Sun Bank of Lee Cty. NA, Cape Coral	321,548,000	277,250,000	755	+35
4306	Levy County State Bank, Chiefland	58,310,531	48,289,238	4990	+ 684
420	Barnett Bank of Pinellas Cty. NA, Clearwater	603,057,000	475,921,752	468	+48
719	First National Bank, Clearwater	321,730,259	293,503.896	713	
1172	Republic Bank, Clearwater	194,812,000	168,530,000	1255	+83
4840	First Bank, Clewiston	52,252,000	45,495,325	5305	+ 465
3842	TRANSFLORIDA BANK, Cooper City	65,300,309	63,867,000	3716	
4626	Bank of Coral Gables, Coral Gables	54,521,178	50,264,108	4787	+ 161
4204	Barnett Bank of Putnam Cty., Crescent City	59,801,625	51,079,274	4697	+ 493
4408	Crystal River Bank, Crystal River	57,162,404	48,975,000	4913	+ 505
2752	Creditbank, Cutler Ridge	89,633,027	77,257,674	2994	+ 242
426	Caribank, Dania	590,275,000	474,420,000	468†	+42
613	Sun Bank of Volusia Cty., Daytona Beach	376,889,110	342,871,000	613	
446	Barnett Bank of Volusia Cty., De Land	560,278,000	476,405,000	467	+21
3362	First National Bank, Destin	74,371,103	70,821,468	3313	
4240	Citizens & Southern Bk of Pasco Cty., Elfers	59,324,000	49,840,744	4828	+ 588
1169	Barnett Bank of Lake Cty. NA, Eustis	195,174,736	168,646,000	1253	+84
4756	Barnett Bank of Nassau Cty., Fernandina Beach.	53,141,868	38,646,000	6151	+1395
182	Sun Bank/South Florida NA, Fort Lauderdale	1,624,663,000	952,349,000	277	+95
326	Citizens & Southern National Bank, Fort Lauderdale	838,845,000	724,717,966	337	+11
336	Citizens & Southern Nat'l Bank of Lee Cty, Ft. Myers	811,851,000	719,936,000	339	+ 3
642	Barnett Bank of Lee Cty. NA, Fort Myers	359,923,000	283,022,000	744	+ 102
728	Sun Bank/Treasure Coast NA, Fort Pierce	319,502,537	48,748,694	4939	+4211
4382	Riverside National Bank, Fort Pierce	57,397,954	43,970,804	5467	+1085
1558	Barnett Bank of N'west Florida, Ft. Walton Beach	147,946,000	72,366,911	3236	+1678
1795	First National Bank & Trust, Fort Walton Beach	130,174,905	122,620,974	1753	
4127	First City Bank, Fort Walton Beach	60,985,317	60,265,593	3949	
4870	Sunshine Bank, Fort Walton Beach	52,031,000	45,932,524	5253	+ 383
1305	Barnett Bank of Alachua Cty., Gainesville	175,625,000	136,187,000	1579	+ 274
2850	Sun Bank, Gainesville	87,130,388	74,089,593	3149	+ 299
4272	First City Bank, Gainesville	58,941,000	59,508,000	4007	
2120	City National Bank of Florida, Hallandale	113,149,000	91,927,000	2505	+ 385
405	Consolidated Bank NA, Hialeah	637,879,000	531,683,000	436	+31
1554	Trust Bank, Hialeah	148,356,000	74,591,000	3124	+1570
3969	Ready State Bank, Hialeah	63,141,000	38,934,000	6098	+2129
1618	Barnett Bank of Martin Cty. NA, Hobe Sound	143,548,000	102,789,591	2175	+ 557
474	Barnett Bank of Pasco Cty., Holiday	522,244,921	415,045,706	518	+44
2658	Holiday Bank, Holiday	92,788,000	78,650,000	2932	+ 274
2067	American Bank, Hollywood	115,200,000	102,044,000	2195	+ 128
1837	First National Bank, Homestead	127,507,667	108,427,618	2010	+ 173
1995	Community Bank, Homestead	118,497,000	100,954,000	2225	+ 230
1352	Bank of Inverness, Inverness	170,353,800	154,600,464	1387	+35
4177	Barnett Bank of Citrus Cty. NA, Inverness	60,242,000	32,516,000	7095	+2918
46	Florida National Bank, Jacksonville	5,795,374,000	4,959,029,000	51	+ 5
54	First Union National Bank of Florida, Jacksonville	5,346,832,000	3,286,900,000	81	+27
229	Barnett Bank of Jacksonville NA, Jacksonville	1,268,547,000	1,048,655,000	250	+21
643	American National Bank of Florida, Jacksonville	359,305,000	294,272,000	712	+69
832	Sun Bank/North Florida NA, Jacksonville	277,688,000	232,640,036	887	+55
1105	Barnett Banks Trust Co. NA, Jacksonville	206,166,473	118,448,220	1818	+ 713
3402	First Guaranty Bank & Trust Co., Jacksonville	73,701,000	68,119,493	3461	+59
2683	Key Biscayne Bank & Trust Co., Key Biscayne	91,856,000	71,543,000	3271	+ 588
2816	TIB Bank of the Keys, Key Largo	88,091,893	77,403,000	2983	+ 167
1612	Barnett Bank of the Keys, Key West	144,027,028	110,709,000	1964	+ 352
3347	Florida Keys First State Bank, Key West	74,712,000	73,095,420	3201	
2743	Barnett Bank of Columbia Cty., Lake City	89,834,348	79,867,443	2891	+ 148

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Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	FLORIDA (Cont.)				
4141	American Bank of Polk Cty., Lake Wales	60,772,000	45,975,000	5246	+1105
1793	Suburban Bank, Lake Worth	130,307,000	109,454,000	1992	+199
550	Barnett Bank of Polk Cty., Lakeland	424,395,123	368,304,000	575	+25
605	Peoples Bank, Lakeland	380,328,244	325,863,257	646	+41
1855	First State Bank, Lantana	126,369,080	113,564,000	1904	+49
1400	Citizens National Bank, Leesburg	164,736,877	143,235,652	1498	+98
2939	First National Bank, Live Oak	84,715,000	80,171,000	2880	
1601	Marine Bank of Monroe Cty., Marathon	145,119,000	111,678,000	1939	+338
3156	Citizens Bank, Marianna	79,062,220	75,389,521	3077	
4161	First Bank, Marianna	60,460,194	55,059,000	4345	+184
2033	Citizens & Southern Bank, Melbourne	116,856,955	104,929,567	2112	+79
1840	American Bank, Merritt Island	127,394,282	109,430,309	1994	+154
21	Southeast Bank NA, Miami	9,461,003,000	8,268,358,000	22	+1
74	Barnett Bank of South Florida NA, Miami	4,004,588,000	3,566,367,000	72	
180	Sun Bank/Miami NA, Miami	1,660,762,000	1,316,310,000	208	+28
327	Republic National Bank, Miami	834,059,000	743,939,000	330	+3
400	Capital Bank, Miami	643,762,000	540,342,388	426	+26
524	Intercontinental Bank, Miami	447,529,000	491,300,000	456	
546	City National Bank, Miami	426,894,000	360,663,000	585	+39
555	Ocean Bank, Miami	420,736,984	312,796,000	675	+120
680	Bank of Miami, Miami	338,426,336	320,956,000	658	
799	Northern Trust Bank of Florida NA, Miami	291,520,000	222,874,000	927	+128
814	Commercial Bank & Trust Co., Miami	286,294,000	206,893,535	1007	+193
920	United National Bank, Miami	248,064,000	186,883,000	1128	+208
1208	Coconut Grove Bank, Miami	190,689,289	159,107,016	1343	+135
1339	TOTALBANK, Miami	171,684,346	151,796,899	1412	+73
1454	Commercial Bank of Kendall, Miami	159,654,000	138,475,000	1552	+98
1469	Eagle National Bank, Miami	158,006,275	142,396,874	1512	+43
1542	Merchants Bank, Miami	149,522,678	141,475,022	1522	
1604	SafraBank, Miami	144,900,143	154,173,675	1392	
2031	Continental National Bank, Miami	116,888,000	100,816,000	2228	+197
2627	Dadeland Bank, Miami	94,058,620	80,535,000	2869	+242
3243	Pacific National Bank, Miami	77,309,000	61,791,000	3861	+618
3499	Bank Espirito Santo, Miami	71,780,000	79,077,068	2917	
3524	Sunset Commercial Bank, Miami	70,974,000	70,658,658	3328	
4174	International Bank of Miami NA, Miami	60,281,000	39,460,210	6019	+1845
4864	Terra Bank NA, Miami	52,057,133	....	....	
4877	Mega Bank, Miami	51,954,000	27,862,000	7909	+3032
4897	Popular Bank of Florida, Miami	51,773,000	65,946,000	3580	
4944	Executive National Bank, Miami	51,165,063	45,891,863	5258	+314
1286	Jefferson National Bank, Miami Beach	178,909,000	165,613,731	1287	+1
4173	First National Bank, Mount Dora	60,299,000	51,948,409	4623	+450
517	Barnett Bank of Naples, Naples	452,062,000	349,271,000	602	+85
679	Citizens & Southern NB of Collier Cty., Naples	339,074,000	247,779,454	835	+156
1646	Sun Bank/Naples NA, Naples	140,717,383	113,019,512	1914	+268
2855	Ocean State Bank, Neptune Beach	86,993,000	75,202,843	3087	+232
2047	Kislak National Bank, North Miami	115,933,000	87,645,000	2632	+585
1462	County Nat'l Bank of South Florida, N. Miami Beach	158,876,558	148,251,000	1440	
1477	Skylake State Bank, North Miami Beach	157,303,000	127,715,000	1674	+197
4640	Peoples First National Bank, North Miami Beach	54,408,488	50,689,000	4737	+97
254	First American Bank & Trust, North Palm Beach	1,126,382,000	956,987,000	275	+21
3734	North Port Bank, North Port	66,934,108	62,565,364	3798	+64
2755	North Ridge Bank, Oakland Park	89,619,000	76,415,000	3025	+270
709	Sun Bank, Ocala	325,573,298	284,226,000	739	+30
725	Barnett Bank of Marion Cty NA, Ocala	320,359,000	271,951,000	761	+36
4936	Orange Bank, Ococee	51,311,368	32,584,726	7081	+2145
2526	Barnett Bank of Lake Okeechobee, Okeechobee	97,360,777	90,608,304	2553	+27
4812	Kingsley Bank, Orange Park	52,505,083	38,422,176	6184	+1372
117	Sun Bank NA, Orlando	2,735,017,000	2,568,866,000	103	
2878	Citizens & Southern Bank, Orlando	86,164,000	72,411,528	3233	+355
3747	Bank of Central Florida, Orlando	66,670,935	55,019,160	4351	+604
1071	Bank of Palm Beach & Trust Co., Palm Beach	213,430,783	158,816,995	1346	+275
4441	Northern Trust Bank of Florida/Palm Beach NA	56,747,243	39,850,000	5968	+1527
1456	County Bank, Palmetto	159,572,000	155,223,000	1379	
1467	Citizens & Southern Bank of Manatee Cty., Palmetto	158,232,000	135,505,940	1584	+117
1393	Commercial Bank, Panama City	165,910,422	159,497,425	1342	
1750	Bay Bank & Trust Co., Panama City	133,186,476	122,678,110	1751	+1
3639	First National Bank, Panama City	68,616,251	66,200,000	3562	
1137	Citizens & Peoples National Bank, Pensacola	201,720,051	155,324,807	1378	+241
1191	Barnett Bank of W. Florida, Pensacola	191,813,050	237,253,311	873	
1505	Sun Bank/West Florida NA, Pensacola	154,873,000	142,957,000	1501	
2378	First State Bank, Pensacola	102,674,000	90,171,000	2567	+189
2807	West Florida Bank, Pensacola	88,236,541	98,322,000	2301	
4349	Bank of Pensacola, Pensacola	57,801,000	50,744,354	4729	+380
3893	Florida International Bank, Perrine	64,544,000	59,759,308	3988	+95
1525	Hillsboro Sun Bank, Plant City	152,758,312	138,919,836	1546	+21
1158	Sun Bank & Tr/Charlotte Cty. NA, Port Charlotte	197,084,618	165,666,044	1285	+127
3563	Citizens & Sthn NB of Charlotte Cty, Port Charlotte	70,191,000	57,635,000	4134	+571
1983	Barnett Bank of St. Lucie Cty., Port St. Lucie	118,890,000	78,783,000	2927	+944
4409	Quincy State Bank, Quincy	57,152,260	52,500,586	4567	+158
1287	Barnett Bank of St. Johns Cty., St. Augustine	178,795,478	151,236,822	1417	+130
367	Citizens & Southern National Bank, St. Petersburg	739,303,000	639,582,000	370	+3
2270	Bank of Florida, St. Petersburg	107,059,000	92,803,753	2462	+192
3902	McNulty Banking Co., St. Petersburg	64,415,000	75,924,000	3046	
4841	USBank, St. Petersburg	52,250,191	65,664,238	3592	
2297	Bank of the Islands Sanibel-Captiva, Sanibel	105,800,000	83,141,550	2774	+477
169	Barnett Bank of Southwest Fla. NA, Sarasota	1,878,772,000	325,910,901	645	+476
554	Citizens & Southern Bank of Sarasota, Sarasota	422,944,000	161,566,931	1324	+770
1451	Sun Bank/Sarasota NA, Sarasota	160,004,765	118,347,000	1819	+368
3321	Northern Trust Bank of Fla./Sarasota NA, Sarasota	75,342,000	55,268,000	4330	+1009
864	Barnett Bank of Highlands Cty., Sebring	268,643,000	228,673,000	904	+40
4646	Central Bank of Volusia Cty., South Daytona	54,355,000	50,142,285	4804	+158
1405	First National Bank, South Miami	164,390,885	133,209,862	1612	+207
594	Chase Bank of Florida NA, St. Petersburg	389,043,000	....	....	
684	First National Bank & Trust Co., Stuart	336,513,000	281,779,296	746	+62
3750	American Bank of Martin Cty., Stuart	66,616,227	70,746,000	3317	
3796	Jefferson National Bank, Sunny Isles	65,964,000	61,954,456	3852	+56
945	Barnett Bank of Tallahassee, Tallahassee	240,762,000	223,920,000	920	
1124	Capital City First National Bank, Tallahassee	203,457,000	168,288,292	1258	+134
2687	Sun Bank/Tallashassee NA, Tallahassee	91,778,000	78,826,210	2925	+238
38	NCNB National Bank of Florida, Tampa	6,746,423,000	4,352,221,000	62	+24
71	First Florida Bank NA, Tampa	4,072,068,000	3,293,644,000	80	+9
244	Sun Bank of Tampa Bay, Tampa	1,176,700,000	480,107,000	464	+220
286	Barnett Bank of Tampa NA, Tampa	1,007,162,000	806,805,000	315	+29
757	Citizens & Southern Bank, Tampa	307,887,000	282,087,349	745	
1506	Central Bank, Tampa	154,758,677	138,669,863	1548	+42
2032	Bank of Tampa, Tampa	116,878,841	82,276,000	2801	+769
3272	Key Bank of Florida, Tampa	76,674,000	65,395,452	3608	+336
3003	United Southern Bank, Umatilla	82,572,491	72,883,000	3212	+209

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
1910	Vanguard Bank & Trust Co., Valparaiso	123,034,000	107,401,872	2034	+124
841	First National Bank, Venice	274,805,000	219,028,000	946	+105
1737	Barnett Bank of Indian River Cty., Vero Beach	134,645,586	84,975,000	2717	+980
1794	Beach Bank, Vero Beach	130,213,288	104,909,252	2115	+321
2440	Wauchula State Bank, Wauchula	100,550,550	91,213,085	2532	+92
187	Barnett Bank of Palm Beach Cty., West Palm Beach	1,600,214,000	1,434,335,000	192	+5
910	Flagler Nat'l Bk of the Palm Bchs, W. Palm Beach	250,414,000	240,749,630	860	
723	Sun First National Bank of Polk Cty., Winter Haven	320,835,000	256,506,000	805	+82
201	Barnett Bank of Central Florida NA, Winter Park	1,519,424,000	1,248,831,000	217	+16
963	First National Bank, Winter Park	237,607,000	189,874,142	1112	+149
1345	Sun Bank of Pasco Cty., Zephyrhills	171,222,145	136,753,162	1573	+228
	GEORGIA				
1008	First State Bank & Trust Co., Albany	227,893,000	203,721,000	1024	+16
1333	Trust Co. Bank of South Georgia NA, Albany	172,402,925	126,569,038	1695	+362
2965	Security Bank & Trust Co., Albany	83,965,095	82,395,138	2798	
4649	Sumter Bank & Trust Co., Americus	54,322,618	51,186,126	4686	+37
4878	Citizens Bank, Americus	51,945,000	43,414,000	5535	+657
1163	Trust Co. Bank of Northeast Ga. NA, Athens	196,262,000	183,201,000	1152	
2641	First American Bank & Trust Co., Athens	93,599,597	71,297,000	3283	+642
35	Citizens & Southern National Bank, Atlanta	7,198,662,000	6,422,473,000	33	
60	First National Bank, Atlanta	4,976,636,000	5,005,013,000	50	
90	Trust Company Bank, Atlanta	3,387,271,000	3,044,746,000	87	
163	Bank South NA, Atlanta	1,945,493,000	1,737,936,000	162	
234	National Bank of Georgia, Atlanta	1,247,533,000	1,136,029,000	225	
328	First Georgia Bank, Atlanta	828,426,000	755,857,000	327	
1052	Heritage Bank, Atlanta	218,150,000	162,033,000	1315	+263
2622	NCNB National Bank, Atlanta	94,135,000	87,214,666	2645	+23
3160	Citizens Trust Bank, Atlanta	78,943,000	86,685,000	2659	
3772	Georgia Bankers Bank, Atlanta	66,233,547	....	....	
406	First Union Bank of Augusta, Augusta	636,736,000	606,286,000	390	
912	Trust Co. Bank of Augusta NA, Augusta	249,903,000	231,686,000	891	
4833	Citizens Bank, Ball Ground	52,324,000	38,025,000	6241	+1408
3703	Union County Bank, Blairsville	67,423,178	57,063,571	4178	+475
874	Trust Co. Bk of Southeast Ga. NA, Brunswick	264,037,000	218,585,761	948	+74
1423	American National Bank, Brunswick	162,441,000	145,634,000	1473	+50
4427	Coastal Bank of Georgia, Brunswick	56,875,000	50,494,227	4764	+337
2237	Calhoun First National Bank, Calhoun	108,201,000	101,687,711	2203	
2328	Bank of Canton, Canton	104,765,342	87,820,060	2625	+297
2395	Etowah Bank, Canton	102,014,808	91,811,775	2508	+113
2774	Peoples Bank, Carrollton	89,035,712	82,020,177	2812	+38
3083	West Georgia National Bank, Carrollton	80,553,592	66,212,000	3560	+477
4148	Citizens Bk & Tr Co. of W. Ga., Carrollton	60,621,000	42,733,000	5610	+1462
4928	First National Bank of Polk Cty., Cedartown	51,442,873	47,805,309	5038	+110
3346	Cohutta Banking Co., Chatsworth	74,774,000	58,864,675	4050	+704
2397	Habersham Bank, Clarkesville	101,920,000	82,818,000	2782	+385
2952	Bank of Clayton, Clayton	84,234,000	66,938,000	3525	+573
3038	First National Bank of White Cty., Cleveland	81,670,000	83,307,000	2763	
4965	White Company Bank, Cleveland	50,925,341	44,786,693	5383	+418
418	Columbus Bank & Trust Co., Columbus	606,050,000	511,920,789	443	+25
656	First Union National Bank, Columbus	349,566,000	344,718,539	608	
1187	Trust Co. Bank of Columbus NA, Columbus	192,409,000	161,393,000	1325	+138
4981	First National Bank, Commerce	50,798,000	43,972,288	5466	+485
1844	Trust Company of Rockdale, Conyers	127,017,000	105,197,000	2099	+255
4401	First Bank, Conyers	57,222,000	46,188,918	5229	+828
3232	First Nat'l Bank of Habersham, Cornelia	77,534,782	64,911,267	3659	+427
3245	Community Bank & Trust-Habersham, Cornelia	77,303,668	70,886,000	3310	+65
2273	Bank of Covington, Covington	106,904,261	95,134,000	2387	+114
4762	First National Bank of Newton Cty., Covington	53,084,746	43,323,000	5543	+781
3203	Bank of Dahlonega, Dahlonega	77,929,264	65,996,000	3574	+371
3125	First National Bank of Paulding Cty., Dallas	79,825,000	67,048,499	3521	+396
894	First National Bank, Dalton	256,471,000	229,728,309	899	+5
1551	Hardwick Bank & Trust Co., Dalton	148,426,000	111,016,588	1955	+404
3658	First Union Bank of Dalton, Dalton	68,226,000	56,505,684	4228	+570
1832	Fidelity National Bank, Decatur	127,780,000	108,806,000	2006	+174
2785	Trust Co. Bank of Coffee Cty., Douglas	88,778,000	79,633,000	2900	+115
2471	Commercial Bank, Douglasville	99,289,000	84,278,549	2732	+261
3116	Trust Co. Bank of Douglas Cty., Douglasville	79,988,000	73,177,000	3196	+80
2718	Farmers & Merchants Bank, Dublin	90,590,387	85,160,996	2711	
4704	Morris State Bank, Dublin	53,747,244	48,395,231	4979	+275
3049	First National Bank, Elberton	81,395,531	73,997,635	3154	+105
3084	Granite City Bank, Elberton	80,533,000	63,358,000	3745	+661
3966	Bank of Ellijay, Ellijay	63,197,425	50,693,390	4736	+770
3154	Farmers & Merchants Bank, Fayatteville	79,229,000	63,977,000	3707	+553
3589	Southeastern Bank, Folkston	69,796,342	45,675,527	5279	+1690
592	First National Bank, Gainesville	390,908,100	315,677,420	668	+76
2711	Citizens Bank, Gainesville	90,782,580	77,122,456	3002	+291
1213	First Union Bank of Griffin, Griffin	189,393,000	178,175,753	1182	
3559	First National Bank, Griffin	70,286,889	60,649,000	3926	+367
4432	Hinesville Bank, Hinesville	56,852,386	50,014,161	4812	+380
4991	Coastal Bank, Hinesville	50,722,000	36,228,109	6499	+1508
4609	Jasper Banking Co., Jasper	54,716,000	48,124,238	5006	+397
2512	Trust Co. Bank of Clayton Cty., Jonesboro	98,007,329	77,622,317	2974	+462
3875	Bank of La Fayette, La Fayette	64,849,000	59,287,000	4023	+148
4602	Commercial B & T Co. of Troup Cty., La Grange	54,774,000	53,785,000	4452	
1770	Trust Co. Bank of Gwinnett Cty., Lawrenceville	131,946,000	94,398,000	2408	+638
2207	Brand Banking Co., Lawrenceville	109,321,000	85,200,000	2709	+502
1397	Georgia State Bank, Mableton	165,450,148	140,807,320	1529	+132
653	Trust Co. Bank of Middle Ga. NA, Macon	353,635,148	297,180,257	707	+54
1087	Bank South, Macon	209,930,000	185,995,000	1136	+49
3938	First Union Bank of Macon, Macon	63,646,000	56,102,887	4255	+317
557	First National Bank of Cobb Cty., Marietta	418,694,000	351,873,000	597	+40
3809	Chattahoochee Bank, Marietta	65,693,553	58,423,280	4082	+273
3209	Trust Co. Bank of Henry Cty. NA, McDonough	77,840,034	70,381,353	3342	+133
2244	Central & Southern Bank, Milledgeville	107,845,000	95,463,000	2379	+135
4016	Exchange Bank, Milledgeville	62,424,983	54,624,630	4382	+366
3343	National Bank of Walton Cty., Monroe	74,868,791	73,474,103	3179	
3762	First American Bank of Walton, Monroe	66,436,000	59,801,000	3984	+222
3048	Moultrie National Bank, Moultrie	81,458,000	75,958,000	3042	
2943	First Union National Bank of Newnan, Newnan	84,565,000	73,302,394	3190	+247
3491	Bank of Coweta, Newnan	71,932,000	55,895,000	4272	+781
4693	Bank South-Houston Cty. NA, Perry	53,822,201	41,626,000	5747	+1054
3845	Northwest Georgia Bank, Ringgold	65,271,905	56,646,977	4218	+373
1324	Trust Co. Bk. of Northwest Ga. NA, Rome	174,071,000	155,189,000	1380	+56
1409	First Union National Bank of Rome, Rome	163,919,846	144,756,759	1480	+71
1828	Roswell Bank, Roswell	128,203,174	111,873,351	1936	+108
537	First Union Bank of Savannah, Savannah	438,200,000	456,237,000	484	
954	Trust Co. of Ga. Bank of Savannah NA, Savannah	238,761,000	229,152,444	901	
1922	First Bank, Savannah	122,484,387	110,006,358	1976	+54
1001	Trust Co. Bank of Cobb Cty. NA, Smyrna	229,451,011	201,987,676	1034	+33
2474	First Bulloch Bank & Trust Co., Statesboro	99,213,833	96,512,887	2355	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	GEORGIA (Cont.)				
2889	Sea Island Bank, Statesboro	85,982,899	83,344,103	2762	
3851	First State Bank, Stockbridge	65,232,000	54,627,906	4381	+ 530
3800	Farmers & Merchants Bank, Summerville	65,820,984	58,777,580	4057	+ 257
4444	Bank of Upson, Thomaston	56,686,842	53,855,566	4444	
2223	Commercial Bank, Thomasville	108,719,081	104,927,991	2113	
3431	Bank of Thomson, Thomson	73,176,000	68,432,000	3449	+18
4270	First Community Bank, Tifton	59,018,823	53,363,587	4492	+ 222
4389	Citizens Bank, Tifton	57,335,000	49,728,000	4839	+ 450
4688	Citizens Bank, Toccoa	53,863,027	50,871,705	4719	+31
4743	Bank of Toccoa, Toccoa	53,245,240	51,198,518	4684	
2059	First Union National Bank of Valdosta, Valdosta	115,518,000	101,135,000	2218	+ 159
3274	First State Bank & Trust Co., Valdosta	76,631,575	68,448,779	3447	+ 173
4511	Farmers & Merchants Bank, Washington	55,866,582	46,903,133	5131	+ 620
2255	Bank South, Waycross	107,465,000	83,305,751	2764	+ 509
4498	First National Bank, West Point	55,993,000	58,944,000	4046	
2821	Bank of Barrow, Winder	87,945,000	72,792,524	3217	+ 396
	GUAM				
927	Bank of Guam, Agana	245,885,832	201,002,000	1038	+ 111
	HAWAII				
68	Bank of Hawaii, Honolulu	4,320,112,000	3,839,512,000	68	
102	First Hawaiian Bank, Honolulu	2,996,423,000	2,666,454,000	100	
449	First Interstate Bank of Hawaii, Honolulu	555,588,000	486,618,000	459	+10
453	Central Pacific Bank, Honolulu	551,052,254	482,745,872	462	+ 9
689	City Bank, Honolulu	334,898,949	324,873,963	647	
955	Liberty Bank, Honolulu	238,669,000	211,691,097	980	+25
1273	Hawaii National Bank, Honolulu	181,006,000	158,915,000	1345	+72
3529	Bank of Honolulu, Honolulu	70,892,000	49,264,000	4884	+1355
	IDAHO				
140	Idaho First National Bank, Boise	2,220,140,000	2,250,092,000	120	
205	First Security Bank of Idaho NA, Boise	1,462,698,000	1,483,061,000	190	
364	First Interstate Bank of Idaho NA, Boise	745,991,000	703,873,730	348	
3059	Treasure Valley Bank, Fruitland	81,159,000	92,076,000	2494	
1086	Valley Bank, Idaho Falls	210,016,065	228,151,647	910	
2258	Bank of Commerce, Idaho Falls	107,345,332	99,277,502	2265	+ 7
542	Idaho Bank & Trust Co., Pocatello	429,881,000	396,103,000	543	+ 1
1592	Twin Falls Bank & Trust Co., Twin Falls	145,673,375	139,764,000	1539	
2315	First NB of North Idaho, Wallace	105,101,649	97,096,000	2341	+26
	ILLINOIS				
2705	Addison State Bank, Addison	91,185,000	86,090,000	2683	
3997	Citizens National Bank, Albion	62,742,643	66,069,796	3569	
3833	National Bank of Aledo, Aledo	65,429,162	70,091,451	3353	
4509	Algonquin State Bank, Algonquin	55,914,690	50,032,000	4808	+ 299
4310	Alsip Bank & Trust, Alsip	58,260,000	55,969,000	4267	
2181	First National Bank & Trust Co., Alton	110,143,527	106,873,712	2053	
3308	Bank of Alton, Alton	75,712,000	67,305,000	3513	+ 205
3408	Alton Banking & Trust Co., Alton	73,615,000	72,822,000	3213	
4545	Anna National Bank, Anna	55,428,000	52,739,000	4543	
2014	State Bank, Antioch	117,561,000	104,429,000	2130	+ 116
1142	Bank & Trust Co., Arlington Heights	200,268,000	203,061,300	1026	
2569	American National Bank, Arlington Heights	96,116,811	98,830,000	2284	
3708	First Illinois Bank, Arlington Heights	67,332,000	58,944,000	4047	+ 339
1180	Old Second National Bank, Aurora	193,512,048	164,641,000	1293	+ 113
1244	Merchants National Bank, Aurora	184,547,334	166,761,453	1274	+30
2339	Aurora National Bank, Aurora	104,051,826	108,860,338	2005	
4957	First American Bank, Aurora	51,011,000	46,646,000	5161	+ 204
633	First National Bank & Trust Co., Barrington	363,745,118	323,067,755	653	+20
2625	Gary-Wheaton Bank of Batavia, Batavia	94,090,000	79,722,719	2896	+ 271
645	First National Bank, Belleville	358,628,992	321,486,928	656	+11
1242	Boatmen's National Bank, Belleville	184,704,812	155,414,352	1377	+ 135
1277	Bank of Belleville, Belleville	180,569,000	178,508,000	1180	
3357	Bankers Trust Co., Belleville	74,439,209	69,965,000	3359	+ 2
3292	Belvidere National Bank & Trust Co., Belvidere	76,159,557	71,798,545	3264	
1747	American National Bank, Bensenville	133,745,999	118,507,647	1817	+70
2483	Boatmen's Bank of Benton, Benton	98,905,000	98,883,000	2283	
3841	United Illinois Bank, Benton	65,306,000	63,681,000	3728	
3164	National Bank of Commerce, Berkeley	78,887,239	71,267,708	3286	+ 122
1288	Commercial National Bank, Berwyn	178,440,246	161,827,718	1320	+32
2055	Bloomingdale State Bank, Bloomingdale	115,641,000	92,541,000	2479	+ 424
3555	West Suburban Bank of Carol Stream, Bloomingdale	70,364,000	58,787,000	4056	+ 501
1138	Peoples Bank, Bloomington	201,518,000	181,487,135	1163	+25
1265	BancMidwest McLean Cty. NA, Bloomington	182,340,449	184,649,000	1147	
2277	Marine American State Bank, Bloomington	106,691,302	102,697,000	2178	
2915	McLean County Bank, Bloomington	85,290,779	93,539,940	2437	
1319	First National Bank, Blue Island	174,586,690	169,754,000	1243	
1337	Heritage/Cty. Bank & Trust Co., Blue Island	172,086,456	163,445,902	1307	
3136	Bridgeview Bank & Trust Co., Bridgeview	79,571,021	72,524,343	3228	+92
2546	Continental Bank of Buffalo Grove NA	96,634,000	105,985,000	2074	
4299	Bank of Buffalo Grove, Buffalo Grove	58,408,000	47,740,000	5048	+ 749
2700	River Oaks Bank & Trust Co., Calumet City	91,309,271	75,309,000	3084	+ 384
4787	First State Bank, Calumet City	52,709,107	47,961,304	5021	+ 234
3388	National Bank, Canton	73,901,001	72,821,263	3214	
2556	First National Bank & Trust Co., Carbondale	96,376,000	94,635,000	2403	
3369	Carlinville National Bank, Carlinville	74,251,000	71,590,000	3270	
3643	First National Bank, Carlyle	68,488,194	63,820,922	3719	+76
4358	First National Bank, Carmi	57,634,000	58,977,000	4043	
4813	White County Bank, Carmi	52,496,000	52,321,000	4589	
3914	Carrollton Bank & Trust Co., Carrollton	64,156,000	63,204,000	3758	
4467	First Security Bank of Cary-Grove, Cary	56,372,477	39,018,507	6082	+1615
2452	First National Bank & Trust Co., Centralia	99,975,000	99,197,000	2267	
2548	Old National Bank, Centralia	96,574,000	97,647,000	2327	
1330	Champaign National Bank, Champaign	173,040,189	169,971,000	1239	
1478	Bank of Illinois, Champaign	157,218,425	142,849,989	1504	+26
1820	First National Bank, Champaign	128,673,900	128,725,536	1661	
2691	Marine American National Bank, Champaign	91,607,000	75,079,000	3093	+ 402
2851	Commercial Bank, Champaign	87,121,638	76,512,939	3021	+ 170
2119	Boatmen's National Bank, Charleston	113,241,560	99,666,236	2255	+ 136
10	First National Bank, Chicago	24,909,690,000	24,334,226,000	9	
11	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,695,628,000	18,481,291,000	11	
42	Harris Trust & Savings Bank, Chicago	6,096,175,000	5,534,960,000	43	+ 1
59	Northern Trust Co., Chicago	5,013,678,000	4,407,239,000	60	+ 1
100	American National Bank & Trust Co., Chicago	3,023,234,000	2,827,747,000	95	
212	Exchange National Bank, Chicago	1,412,419,000	1,120,200,000	229	+17
263	LaSalle National Bank, Chicago	1,096,086,000	1,055,247,000	247	
365	Bank for Savings & Loan Associations, Chicago	744,210,000	602,506,000	394	+29
416	Boulevard Bank NA, Chicago	612,661,000	541,973,000	425	+ 9
427	Northwest National Bank, Chicago	589,973,000	571,248,000	409	
456	Lake View Trust & Savings Bank, Chicago	549,476,000	551,672,000	419	
465	Lake Shore National Bank, Chicago	536,862,000	499,547,000	451	
657	UnibancTrust Co., Chicago	349,497,000	388,067,000	556	
672	Bank of Ravenswood, Chicago	342,263,364	304,132,374	692	+20
713	Chicago-Tokyo Bank, Chicago	325,170,000	339,706,443	620	
732	Mid-City National Bank, Chicago	317,027,032	283,635,300	740	+ 8
753	Marquette National Bank, Chicago	309,832,000	285,845,000	737	
820	Colonial Bank & Trust Co., Chicago	283,936,000	262,689,427	785	
831	Commercial National Bank, Chicago	278,977,980	264,551,080	783	
877	Northern Trust Bank/O'Hare NA, Chicago	263,018,083	252,537,655	816	
884	Drovers Bank of Chicago, Chicago	260,741,000	241,076,907	858	
892	Amalgamated Trust & Savings Bank, Chicago	257,085,000	227,056,220	914	+22
907	Pioneer Bank & Trust Co., Chicago	251,212,000	241,620,000	855	
924	Columbia National Bank, Chicago	246,312,000	207,023,000	1006	+82
931	Ford City Bank & Trust Co., Chicago	244,186,142	231,972,836	890	
992	Manufacturers Bank, Chicago	231,219,000	209,562,000	997	+ 5
1005	Affiliated Bank/North Shore National, Chicago	228,219,934	204,150,247	1022	+17
1113	Heritage/Pullman B & T Co., Chicago	205,247,540	190,678,568	1105	
1118	Michigan Avenue National Bank, Chicago	203,805,981	179,984,000	1173	+55
1248	Beverly Bank, Chicago	184,165,000	181,416,246	1164	
1252	Lincoln National Bank, Chicago	183,665,000	185,552,000	1141	
1294	Albany Bank & Trust Co. NA, Chicago	177,220,000	154,021,000	1393	+99
1298	South Chicago Savings Bank, Chicago	176,725,000	171,241,707	1229	
1359	National Security Bank, Chicago	169,745,000	170,083,074	1237	
1384	Uptown National Bank, Chicago	166,733,000	155,157,561	1381	
1434	Chicago City Bank & Trust Co., Chicago	161,614,491	156,576,004	1364	
1613	Jefferson State Bank, Chicago	144,023,192	153,016,181	1401	
1635	Capitol Bank & Trust, Chicago	141,698,000	138,620,686	1550	
1644	Chicago Bank of Commerce, Chicago	140,916,000	116,910,000	1846	+ 202
1695	Aetna Bank, Chicago	137,246,014	124,922,989	1722	+27
1739	Devon Bank, Chicago	134,401,990	124,240,372	1733	
1841	First State Bank, Chicago	127,209,749	115,825,254	1870	+29
1890	Lakeside Bank, Chicago	124,499,000	100,525,000	2236	+ 346
1892	USAmeribanc/Chicago, Chicago	124,419,000	111,475,795	1947	+55
1956	Seaway National Bank, Chicago	120,622,000	105,768,654	2077	+ 121
1981	South Shore Bank, Chicago	119,161,000	110,760,000	1963	
1999	Hyde Park Bank & Trust Co., Chicago	118,192,971	112,863,000	1916	
2036	Merchandise National Bank, Chicago	116,660,848	128,034,000	1670	
2287	Mount Greenwood Bank, Chicago	106,063,139	96,825,748	2347	+60
2304	Drexel National Bank, Chicago	105,601,397	107,770,181	2022	
2530	Park National Bank, Chicago	97,256,000	117,630,972	1828	
2631	Clearing Bank, Chicago	93,879,860	86,054,445	2685	+54
2676	Peterson Bank, Chicago	92,082,910	86,658,000	2662	
2713	Madison Bank & Trust Co., Chicago	90,697,000	86,620,000	2664	
2758	Independence Bank, Chicago	89,540,000	83,219,000	2770	+12
2780	Bank of Commerce & Industry, Chicago	88,907,678	69,403,899	3397	+ 617
2947	Belmont National Bank, Chicago	84,310,000	82,793,001	2783	
3063	East Side Bank & Trust Co., Chicago	80,974,282	76,429,170	3024	
3120	First Commercial Bank, Chicago	79,902,752	74,127,000	3148	+28
3255	Cosmopolitan National Bank, Chicago	77,076,000	60,223,619	3952	+ 697
3256	Highland Community Bank, Chicago	77,038,926	42,347,000	5656	+2400
3282	Mid Town Bank & Trust Co., Chicago	76,506,822	64,855,000	3663	+ 381
3487	Steel City National Bank, Chicago	72,003,000	57,902,000	4121	+ 634
3497	North Community Bank, Chicago	71,808,000	53,915,874	4439	+ 942
3538	Gladstone-Norwood Trust & Savings Bank, Chicago	70,638,000	62,645,000	3795	+ 257
3582	Garfield Ridge Trust & Savings Bank, Chicago	69,885,000	65,432,000	3606	+24
3972	District National Bank, Chicago	63,094,000	58,533,526	4076	+ 104
4029	Republic Bank, Chicago	62,313,886	56,986,425	4192	+ 163
4036	Archer National Bank, Chicago	62,201,000	52,250,992	4597	+ 561
4351	Irving Bank, Chicago	57,786,769	52,660,195	4550	+ 199
4391	All American Bank, Chicago	57,282,000	45,364,000	5318	+ 927
4424	Oak Trust & Savings Bank, Chicago	56,912,548	47,630,270	5065	+ 641
4585	First Security Bank, Chicago	54,914,000	51,825,354	4635	+50
4721	Austin Bank of Chicago, Chicago	53,443,336	55,300,000	4325	
2369	First National Bank, Chicago Heights	103,252,681	92,700,034	2465	+96
4065	Heritage/Olympic Bank, Chicago Heights	61,733,000	54,347,000	4406	+ 341
4339	Chicago Heights National Bank, Chicago Heights	57,964,059	53,006,000	4525	+ 186
1220	Affiliated Bank/Western National, Cicero	187,334,555	165,967,073	1283	+63
1276	First National Bank, Cicero	180,661,108	168,163,487	1259	
4776	John Warner Bank, Clinton	52,838,000	54,853,000	4363	
1950	First National Bank, Collinsville	121,197,000	112,950,000	1915	
3593	United Illinois Bank, Collinsville	69,745,000	64,948,148	3655	+62
4520	First Bank of Columbia NA, Columbia	55,753,000	53,552,677	4470	
4618	First National Bank, Columbia	54,646,382	52,724,000	4544	
3044	Edgewood Bank, Countryside	81,522,399	70,937,610	3306	+ 262
3073	State Bank, Countryside	80,738,322	63,966,604	3708	+ 635
2158	Home State Bank, Crystal Lake	111,131,563	94,489,000	2405	+ 247
4365	First National Bank, Crystal Lake	57,597,000	48,767,000	4936	+ 571
1521	Palmer-American National Bank, Danville	153,049,000	147,542,000	1450	
1772	First Midwest Bank/Danville NA, Danville	131,817,000	137,252,000	1567	
2007	First National Bank, Danville	117,771,894	124,419,149	1729	
2072	West Suburban Bank of Darien, Darien	115,068,000	103,179,994	2163	+91
2662	First National Bank, De Kalb	92,599,435	92,374,622	2484	
2704	De Kalb Bank, De Kalb	91,191,847	101,523,000	2206	
978	Millikin National Bank, Decatur	234,225,000	217,388,000	951	
1168	Citizens National Bank, Decatur	195,266,581	190,446,072	1106	
1281	First National Bank, Decatur	179,718,198	174,074,245	1209	
3371	Northtown Bank & Trust, Decatur	74,205,000	78,464,316	2941	
3626	Soy Capital Bank & Trust Co., Decatur	68,878,000	65,371,820	3613	
3556	Deerfield State Bank, Deerfield	70,355,885	58,291,302	4092	+ 536
4347	Continental Illinois Bank of Deerfield NA, Deerfield	57,824,789	58,524,285	4077	
632	First National Bank, Des Plaines	364,965,000	339,712,315	619	
2373	Des Plaines National Bank, Des Plaines	102,992,000	98,729,386	2288	
1316	Dixon National Bank, Dixon	174,638,000	163,764,000	1303	
3269	First National Bank, Dolton	76,789,609	75,011,908	3102	
1959	Downers Grove National Bank, Downers Grove	120,438,000	119,086,000	1811	
2609	Citizens National Bank, Downers Grove	94,493,514	74,972,893	3105	+ 496
3265	West Suburban Bank of Downers Grove/Lombard	76,884,860	64,523,000	3680	+ 415
3769	Du Quoin National Bank, Du Quoin	66,257,712	61,957,897	3851	+82
3906	Du Quoin State Bank, Du Quoin	64,309,000	61,849,410	3857	
3126	First American Bank of Kane Cty., Dundee	79,815,000	53,404,000	4487	+1361
4596	First National Bank, Dwight	54,812,000	53,523,665	4475	
3811	Illinois State Bank, East Alton	65,688,000	58,521,000	4078	+ 267
2562	State Bank, East Moline	96,259,665	91,957,000	2503	
4433	Community Bank of Greater Peoria, East Peoria	56,845,000	55,865,000	4276	
2796	Mid America Bank & Trust Co., East St. Louis	88,516,794	82,268,685	2802	+ 6
4200	First Illinois Bank, East St. Louis	59,851,334	59,029,695	4038	
1756	Bank of Edwardsville, Edwardsville	132,716,347	128,552,824	1663	
3843	Edwardsville National Bank & Trust Co., Edwardsville	65,278,802	63,998,000	3706	
2318	Effingham State Bank, Effingham	104,961,398	94,305,217	2416	+98
3293	First National Bank, Effingham	76,159,522	74,522,586	3129	
4411	C.P. Burnett & Sons-Bankers, Eldorado	57,139,393	59,502,825	4008	
818	First National Bank, Elgin	284,240,586	246,485,231	838	+20

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	ILLINOIS (Cont.)				
3373	Larkin Bank, Elgin	74,126,000	65,129,640	3640	+ 267
4287	Elizabeth State Bank, Elizabeth	58,689,539	51,650,846	4644	+ 357
1003	USAmeribanc/Elk Grove, Elk Grove Village	228,904,000	210,216,000	989	
654	Illinois Regional Bank NA, Elmhurst	350,024,167	315,398,100	669	+15
2240	York State Bank & Trust Co., Elmhurst	107,981,875	98,005,971	2316	+76
3503	Bank of Elmhurst, Elmhurst	71,662,000	69,240,000	3407	
4979	Suburban Bank, Elmhurst	50,809,857	45,627,000	5285	+ 306
1206	Midwest Bank & Trust Co., Elmwood Park	190,769,553	174,698,267	1205	
1543	First Security T&S Bank, Elmwood Park	149,412,000	146,210,000	1464	
464	First Illinois Bank of Evanston NA, Evanston	536,905,000	469,784,000	473	+ 9
559	State National Bank, Evanston	417,125,945	379,494,897	566	+ 7
3647	National Bank of North Evanston, Evanston	68,408,746	59,315,307	4018	+ 371
454	First National Bank, Evergreen Park	550,880,000	496,529,000	455	+ 1
1230	Standard Bank & Trust Co., Evergreen Park	186,616,428	166,937,000	1273	+43
2764	Evergreen Plaza Bank, Evergreen Park	89,372,000	78,079,000	2960	+ 196
4692	National Bank, Fairbury	53,836,506	53,431,836	4483	
2585	Fairfield National Bank, Fairfield	95,325,915	98,237,000	2304	
4125	Wayne County Bank & Trust Co., Fairfield	61,027,000	62,426,000	3809	
4694	First National Bank, Flora	53,818,000	53,740,000	4459	
3929	Forest Park National Bank, Forest Park	63,852,000	60,189,000	3954	+25
4665	Fox Lake State Bank, Fox Lake	54,154,964	49,804,683	4830	+ 165
4083	Frankfort State Bank, Frankfort	61,504,000	53,623,000	4467	+ 384
1838	Affiliated Bank/Franklin Park, Franklin Park	127,502,110	122,095,666	1763	
3608	First State Bank & Trust Co., Franklin Park	69,229,223	65,965,317	3577	
1596	First National Bank, Freeport	145,435,108	140,729,217	1530	
1735	State Bank of Freeport, Freeport	134,809,000	132,383,000	1621	
4912	First National Bank, Galena	51,629,000	49,419,000	4870	
1836	First Galesburg National Bank & Trust Co.	127,568,000	128,035,051	1669	
3091	First Midwest Bank/Knox Cty. NA, Galesburg	80,398,044	32,866,000	7024	+3933
4232	Farmers & Mechanics Bank, Galesburg	59,457,000	60,396,093	3941	
2626	Farmers National Bank, Geneseo	94,070,000	105,464,000	2092	
3928	Central Trust & Savings Bank, Geneseo	63,856,108	63,998,713	3705	
1967	First National Bank, Geneva	119,995,000	102,632,615	2182	+ 215
1760	Du Page Bank & Trust Co., Glen Ellyn	132,602,959	115,584,513	1875	+ 115
4246	Center Bank-Glen Ellyn, Glen Ellyn	59,281,000	54,554,000	4390	+ 144
1399	Harris Bank Glencoe-Northbrook NA, Glencoe	165,361,000	117,373,137	1836	+ 437
710	Glenview State Bank, Glenview	325,568,000	293,431,000	714	+ 4
4086	Heritage Glenwood Bank, Glenwood	61,478,172	63,036,161	3765	
1586	First Granite City National Bank, Granite City	146,075,693	132,149,342	1622	+36
2885	Central Bank-Granite City, Granite City	86,014,606	90,918,913	2540	
3253	Grayslake National Bank, Grayslake	77,102,000	64,721,000	3669	+ 416
4452	Bradford National Bank, Greenville	56,585,000	54,347,352	4405	
4891	First State Bank & Trust Co., Hanover Park	51,809,744	46,156,000	5233	+ 342
3008	First National Bank, Harrisburg	82,443,000	75,767,000	3057	+49
3719	Harrisburg National Bank, Harrisburg	67,150,169	62,681,000	3792	+73
4817	First State Bank, Harvard	52,452,878	45,208,774	5337	+ 520
1976	First National Bank, Harvey	119,487,846	113,942,061	1897	
1094	Parkway Bank & Trust Co., Harwood Heights	208,343,728	192,157,564	1094	
4379	Havana National Bank, Havana	57,415,000	56,902,000	4202	
3170	Bank of Herrin, Herrin	78,742,280	72,067,196	3255	+85
3062	Standard Bank & Trust Co., Hickory Hills	80,986,470	70,430,000	3338	+ 276
2372	First National Bank, Highland	103,012,442	86,687,420	2658	+ 286
3097	Eagle Bank, Highland	80,267,000	93,735,000	2433	
655	First National Bank, Highland Park	349,807,000	337,720,220	621	
2773	Bank of Highland Park, Highland Park	89,074,274	82,586,755	2794	+21
4636	Bank of Highwood, Highwood	54,438,782	49,785,735	4831	+ 195
3777	Boatmen's National Bank, Hillsboro	66,155,000	67,860,000	3476	
1077	Harris Bank Hinsdale NA, Hinsdale	211,176,000	169,813,000	1242	+ 165
3225	Bank of Hinsdale, Hinsdale	77,560,291	65,385,947	3610	+ 385
2450	Bank of Homewood, Homewood	100,000,412	96,663,163	2351	
2034	Itasca Bank & Trust Co., Itasca	116,795,081	104,343,922	2134	+ 100
1553	Elliot State Bank, Jacksonville	148,382,000	134,871,946	1597	+44
2652	Farmers State Bank & Trust Co., Jacksonville	93,021,531	87,328,843	2641	
3664	State Bank, Jerseyville	68,142,000	68,757,553	3429	
690	First Midwest Bank-Joliet NA, Joliet	334,495,000	256,473,000	806	+ 116
890	First National Bank, Joliet	258,354,141	233,339,000	883	
2852	Louis Joliet Bank & Trust Co., Joliet	87,104,000	85,948,137	2687	
1415	First Trust & Savings Bank, Kankakee	163,296,241	144,018,083	1490	+75
1637	City National Bank, Kankakee	141,577,185	131,695,000	1629	
4094	First Bank of Meadowview, Kankakee	61,367,810	60,859,652	3915	
2794	Peoples National Bank, Kewanee	88,536,662	86,205,000	2681	
1153	First Illinois Bank, La Grange	198,035,309	183,144,389	1153	
2457	First National Bank, La Grange	99,831,000	93,196,000	2449	
3994	Bank of La Grange Park, La Grange Park	62,794,000	59,781,000	3986	
3915	La Salle National Bank, La Salle	64,137,321	62,815,719	3781	
646	First National Bank, Lake Forest	357,155,000	317,598,636	664	+18
2842	State Bank, Lake Zurich	87,540,123	73,681,906	3169	+ 327
1939	First National Bank, Lansing	121,722,000	109,645,000	1987	+48
2040	Bank of Lansing, Lansing	116,349,349	102,170,663	2191	+ 151
4835	Peoples National Bank, Lawrenceville	52,303,000	53,351,000	4494	
1182	American National Bank, Libertyville	193,117,683	161,928,684	1317	+ 135
2368	Libertyville National Bank, Libertyville	103,270,000	91,300,000	2528	+ 160
3701	First National Bank, Lincoln	67,462,051	66,867,122	3530	
4380	State Bank, Lincoln	57,413,867	56,858,000	4207	
3337	First National Bank, Lincolnshire	74,972,206	58,018,509	4112	+ 775
1289	Bank of Lincolnwood, Lincolnwood	178,366,116	156,996,657	1358	+69
1846	First National Bank, Lincolnwood	126,909,000	120,239,000	1794	
2122	La Salle Bank of Lisle, Lisle	113,083,547	81,574,596	2830	+ 708
4859	Bank & Trust Co., Litchfield	52,088,000	48,417,000	4973	+ 114
3490	Heritage First National Bank, Lockport	71,932,050	66,345,808	3554	+64
1025	West Suburban Bank, Lombard	224,462,000	208,935,000	999	
3020	Bank of Yorktown, Lombard	82,223,000	70,111,747	3352	+ 332
4265	State Bank, Lombard	59,070,000	59,075,266	4034	
3198	United Bank of Loves Park, Loves Park	78,025,000	72,527,667	3227	+29
3625	Citizens National Bank, Macomb	68,912,789	69,675,858	3382	
4128	Union National Bank, Macomb	60,975,026	52,644,602	4554	+ 426
2478	Bank of Marion, Marion	99,077,207	92,565,103	2476	
4420	Bank of Egypt, Marion	56,963,000	53,766,000	4455	+35
2525	Matteson-Richton Bank, Matteson	97,403,000	85,077,000	2715	+ 190
2078	First National Bank, Mattoon	114,667,590	109,930,022	1980	
2563	Central National Bank, Mattoon	96,235,000	91,587,000	2516	
3301	Maywood-Proviso State Bank, Maywood	75,878,705	69,262,263	3406	+ 105
1097	McHenry State Bank, McHenry	208,102,000	187,139,000	1125	+28
1879	Melrose Park Bank & Trust, Melrose Park	125,250,000	113,295,840	1908	+29
3165	National Bank, Mendota	78,883,735	78,052,885	2962	
3367	First State Bank, Mendota	74,282,691	74,506,686	3131	
4690	City National Bank, Metropolis	53,853,000	56,435,000	4234	
4146	Midlothian State Bank, Midlothian	60,700,493	56,986,799	4191	+45
3060	Blackhawk State Bank, Milan	81,103,216	64,450,059	3683	+ 623

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
1627	First National Bank, Moline	142,465,000	141,134,000	1526	
1676	First Midwest Bank/Moline NA, Moline	138,436,000	143,870,000	1492	
4419	Southeast National Bank, Moline	56,973,212	54,655,234	4377	
3908	National Bank, Monmouth	64,279,422	59,027,465	4039	+ 131
3939	Monmouth Trust & Savings Bank, Monmouth	63,635,356	61,368,518	3884	
3864	National Bank, Monticello	65,078,004	68,238,967	3459	
2503	First Midwest Bank/Morris NA, Morris	98,335,836	92,530,902	2480	
4140	Grundy County National Bank, Morris	60,783,000	60,103,000	3960	
3147	Smith Trust & Savings Bank, Morrison	79,380,000	75,076,000	3094	
3051	First National Bank, Morton	81,333,194	73,009,859	3202	+ 151
1623	First National Bank, Morton Grove	142,716,051	136,369,751	1577	
3134	Affiliated Bank/Morton Grove, Morton Grove	79,689,878	65,610,181	3596	+ 462
1845	Security Bank & Trust Co., Mount Carmel	126,945,000	125,802,467	1705	
4123	Bank of Mount Carmel, Mount Carmel	61,033,859	61,541,644	3878	
614	Mount Prospect State Bank, Mount Prospect	376,356,529	344,682,000	609	
979	First National Bank, Mount Prospect	233,871,000	213,130,000	974	
3195	Countryside Bank, Mount Prospect	78,137,000	69,489,000	3393	+ 198
2083	Boatmen's Bank, Mount Vernon	114,451,894	120,272,206	1793	
2887	First Bank & Trust Co., Mount Vernon	86,002,000	84,149,000	2735	
4622	Bank of Illinois, Mount Vernon	54,578,000	51,968,000	4622	
3866	First National Bank, Mundelein	65,062,000	60,140,000	3957	+91
3673	City National Bank, Murphysboro	67,959,000	64,993,210	3652	
850	Harris Bank, Naperville	272,900,000	211,731,170	979	+ 129
1249	Naper Bank NA, Naperville	184,068,493	156,536,000	1365	+ 116
4069	Illinois Regional Bank, Naperville	61,623,000	63,063,496	3762	
2459	New Lenox State Bank, New Lenox	99,712,635	87,937,000	2620	+ 161
3705	Peoples State Bank, Newton	67,372,000	67,426,000	3504	
4824	First National Bank, Newton	52,389,121	51,157,000	4690	
1781	First National Bank, Niles	131,035,638	113,093,842	1912	+ 131
2398	Golf Mill State Bank, Niles	101,876,601	93,379,000	2443	+45
3129	First National Bank, Normal	79,801,000	73,102,000	3200	+71
4905	Plaza Bank, Norridge	51,710,000	46,381,000	5201	+ 296
1445	Northbrook Trust & Savings Bank, Northbrook	160,340,000	146,327,000	1460	+15
2582	First National Bank, Northbrook	95,370,773	84,518,000	2726	+ 144
2594	Bank of Northfield, Northfield	94,975,000	75,693,000	3062	+ 468
2104	Bank of O'Fallon, O'Fallon	113,775,000	94,499,000	2404	+ 300
3999	First Bank & Trust Co., O'Fallon	62,661,610	57,042,968	4181	+ 182
1318	Oak Brook Bank, Oak Brook	174,627,194	110,615,000	1966	+ 648
2127	Northern Trust Bank/Oak Brook, Oak Brook	112,711,000	90,522,000	2557	+ 430
4463	Interstate Bank, Oak Forest	56,491,545	53,158,000	4512	+49
1338	Oak Lawn National Bank, Oak Lawn	171,792,000	145,142,425	1476	+ 138
2295	Oak Lawn Trust & Savings Bank, Oak Lawn	105,813,802	98,935,826	2278	
4309	Heritage Bank, Oak Lawn	58,289,610	53,084,323	4515	+ 206
636	Oak Park Trust & Savings Bank, Oak Park	363,279,000	320,683,000	659	+23
1344	Avenue Bank & Trust Co., Oak Park	171,304,000	151,300,000	1416	+72
2041	Suburban Trust & Savings Bank, Oak Park	116,294,000	103,827,000	2145	+ 104
2532	First Bank, Oak Park	97,248,000	99,278,090	2264	
3988	Continental Bank, Oakbrook Terrace	62,830,701	62,947,841	3772	
4226	First National Bank, Oblong	59,585,280	57,603,000	4137	
3375	First National Bank, Olney	74,107,000	73,799,904	3166	
4406	Olney Trust Bank, Olney	57,193,187	61,185,322	3896	
4960	State Bank, Orion	50,990,229	47,610,942	5069	+ 109
1792	Orland State Bank, Orland Park	130,335,000	115,393,000	1881	+89
1663	First National Bank, Ottawa	139,490,000	125,298,000	1716	+53
2929	Palatine National Bank, Palatine	84,896,000	75,370,000	3083	+ 154
4588	First Bank & Trust Co. of Illinois, Palatine	54,892,850	48,305,438	4988	+ 400
2715	Palos Bank & Trust Co., Palos Heights	90,626,087	94,047,000	2424	
2656	Citizens National Bank, Paris	92,928,371	84,499,064	2728	+72
3201	Bank of Park Forest, Park Forest	77,981,026	69,022,420	3418	+ 217
482	Citizens Bank & Trust Co., Park Ridge	505,569,000	463,663,409	479	
2086	First State Bank & Trust Co., Park Ridge	114,331,583	93,121,470	2453	+ 367
2418	Herget National Bank, Pekin	100,953,000	99,483,672	2260	
4645	Amcore Bank NA, Pekin	54,360,030	56,501,199	4229	
624	Commercial National Bank, Peoria	371,717,000	347,686,000	604	
1072	Jefferson Trust & Savings Bank, Peoria	213,287,315	191,387,019	1098	+26
1328	First National Bank, Peoria	173,281,558	163,777,876	1302	
2798	South Side Trust & Savings Bank, Peoria	88,471,719	77,882,630	2966	+ 168
3297	Sheridan Bank, Peoria	75,965,000	68,480,426	3443	+ 146
4145	Prospect National Bank, Peoria	60,701,549	57,499,824	4148	+ 3
4890	University National Bank, Peoria	51,814,324	49,108,081	4896	+ 6
4202	National Bank, Petersburg	59,830,000	56,677,000	4216	+14
4888	Murphy-Wall State Bank & Trust Co., Pinckneyville	51,845,000	48,656,000	4945	+57
3722	Farmers State Bank, Pittsfield	67,139,558	62,081,688	3840	+ 118
4446	Plainfield National Bank, Plainfield	56,661,000	51,777,000	4637	+ 191
2787	Bank of Pontiac, Pontiac	88,716,229	81,074,000	2845	+58
3179	Pontiac National Bank, Pontiac	78,409,564	70,389,750	3340	+ 161
1465	Citizens First National Bank, Princeton	158,663,002	161,812,000	1321	
4238	First State Bank, Princeton	59,361,000	63,662,254	3729	
4505	Farmers National Bank, Prophetstown	55,958,000	51,479,000	4660	+ 155
1518	Mercantile Trust & Savings Bank, Quincy	153,197,545	141,305,870	1523	+ 5
1752	Boatmen's Bank, Quincy	133,090,115	127,198,180	1682	
1769	First Midwest Bank/Quincy NA, Quincy	132,077,000	106,491,000	2066	+ 297
4356	State Street Bank & Trust Co., Quincy	57,661,482	54,186,975	4420	+64
4544	Bank of Rantoul, Rantoul	55,437,000	48,176,902	5001	+ 457
1215	River Forest State Bank & Trust Co., River Forest	188,619,000	182,261,000	1157	
2988	Riverdale Bank, Riverdale	83,209,100	80,631,000	2867	
3569	First American Bank, Riverside	70,116,003	71,998,938	3257	
3392	Crawford County State Bank, Robinson	73,875,900	72,514,270	3229	
3530	First National Bank, Robinson	70,822,850	64,290,000	3692	+ 162
3427	First National Bank & Trust Co., Rochelle	73,223,000	70,830,000	3312	
888	First NB of the Quad Cities, Rock Island	259,756,000	260,058,426	790	
2136	Rock Island Bank, Rock Island	112,175,000	106,248,000	2068	
398	Amcore Bank NA, Rockford	656,968,000	585,462,902	400	+ 2
688	First National Bank & Trust Co., Rockford	334,984,225	309,549,000	680	
1350	City National Bank & Trust Co., Rockford	170,712,000	166,337,000	1279	
1804	United Bank of Illinois NA, Rockford	129,504,411	106,817,000	2055	+ 251
2993	First Community National Bank, Rockford	82,958,839	75,074,196	3095	+ 102
4385	Alpine State Bank, Rockford	57,369,000	48,755,000	4938	+ 553
4876	AMCORE Bank Colonial, Rockford	51,963,351	49,041,326	4905	+29
4369	Suburban Bank of Rolling Meadows	57,537,227	50,282,694	4785	+ 416
1066	Harris Bank, Roselle	214,804,901	188,055,009	1120	+54
4541	Northwest Commerce Bank, Rosemont	55,482,206	54,371,000	4403	
2289	State Bank, St. Charles	105,981,577	93,380,564	2442	+ 153
4044	Dunham Bank, St. Charles	62,094,156	47,945,000	5025	+ 981
4172	Salem National Bank, Salem	60,306,802	66,296,222	3556	
4113	Sandwich State Bank, Sandwich	61,148,881	59,225,000	4026	
4783	Northern Trust Bank/Woodfield, Schaumberg	52,794,000	41,193,000	5795	+1012
1833	USAmeribanc/Woodfield, Schaumburg	127,761,885	115,931,177	1866	+33
4606	First Bank of Schaumburg, Schaumburg	54,731,000	48,203,000	4998	+ 392
4230	First National Bank, Schiller Park	59,485,000	52,102,243	4610	+ 380

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	ILLINOIS (Cont.)				
3158	Bank of Silvis, Silvis	78,985,592	72,080,403	3254	+96
677	First National Bank, Skokie	339,917,792	304,333,526	691	+14
1503	Skokie Trust & Savings Bank, Skokie	155,133,000	144,661,778	1482	
1811	First American Bank, Skokie	129,193,000	121,491,284	1774	
4289	American National Bank, South Chicago Height	58,631,000	55,209,048	4336	+47
840	South Holland Trust & Savings Bank, South Holland	274,872,657	264,813,939	780	
3453	Spring Valley City Bank, Spring Valley	72,825,000	69,083,000	3417	
466	Marine Bank of Springfield, Springfield	531,537,000	498,788,059	452	
746	Illinois National Bank, Springfield	312,786,602	244,712,885	843	+97
772	First National Bank, Springfield	302,596,906	295,408,000	710	
2549	Capitol Bank & Trust Co., Springfield	96,564,000	91,511,000	2520	
4243	Land of Lincoln Bank, Springfield	59,315,022	57,630,550	4136	
4271	First National Bank, Staunton	58,946,000	54,233,000	4417	+ 146
3251	First National Bank, Steeleville	77,173,985	74,299,045	3141	
1419	Central National Bank, Sterling	162,876,000	152,702,000	1407	
2919	First National Bank, Sterling	85,118,533	84,624,000	2724	
3868	Stillman Valley National Bank, Stillman Valley	65,028,372	62,778,091	3785	
2521	Union National Bank, Streator	97,584,000	91,787,000	2509	
3465	First Midwest Bank/Streator NA, Streator	72,526,000	69,381,619	3398	
3488	Harris Bank Argo, Summit	71,954,977	63,279,228	3749	+ 261
1928	National Bank & Trust Co., Sycamore	122,086,385	116,132,510	1861	
2226	First Trust & Savings Bank, Taylorville	108,655,415	108,010,122	2020	
1549	Heritage Bremen Bank & Trust Co., Tinley Park	148,568,000	122,716,000	1749	+ 200
4412	Tinley Park Bank, Tinley Park	57,122,000	50,081,000	4806	+ 394
4323	Tuscola National Bank, Tuscola	58,141,767	54,776,692	4372	+49
816	Busey Bank, Urbana	284,806,611	55,816,000	4281	+3465
4171	First National Bank, Vandalia	60,318,000	55,027,000	4350	+ 179
3087	Villa Park Trust & Savings Bank, Villa Park	80,459,000	72,119,509	3253	+ 166
4598	First National Bank, Waterloo	54,803,000	50,233,000	4792	+ 194
3724	First Trust & Savings Bank, Watseka	67,105,000	67,174,000	3518	
1186	First Midwest Bank NA, Waukegan	192,496,123	137,710,086	1562	+ 376
1302	Bank of Waukegan, Waukegan	176,178,000	145,450,000	1475	+ 173
2259	American National Bank & Trust Co., Waukegan	107,344,944	78,811,477	2926	+ 667
2593	First National Bank, Waukegan	94,998,526	73,578,337	3173	+ 580
4142	Bank of West Frankfort, West Frankfort	60,746,000	58,368,000	4086	
3565	Continental Illinois Bank of Western Springs NA	70,187,952	67,891,840	3475	
2447	Bank of Westmont, Westmont	100,108,563	84,769,480	2721	+ 274
492	Gary-Wheaton Bank, Wheaton	485,085,000	404,897,000	530	+38
1605	Bank of Wheaton, Wheaton	144,696,000	120,640,000	1787	+ 182
4218	Hawthorne Bank, Wheaton	59,656,000	47,623,241	5067	+ 849
1018	Main Bank, Wheeling	225,104,000	208,741,998	1000	
853	First Illinois Bank, Wilmette	272,144,000	252,029,000	818	
4791	First National Bank, Wilmington	52,696,000	51,284,000	4676	
1508	Harris Bank Winnetka NA, Winnetka	154,708,850	135,028,767	1594	+86
3613	Winnetka Bank, Winnetka	69,172,000	66,283,000	3557	
2547	First National Bank, Wood River	96,592,000	83,668,000	2750	+ 203
3896	Heritage Bank, Woodridge	64,527,000	58,512,873	4079	+ 183
2610	State Bank, Woodstock	94,481,989	85,471,000	2698	+88
2809	Amcore Bank NA, Woodstock	88,229,737	80,665,083	2865	+56
2422	Worth Bank & Trust, Worth	100,884,000	89,009,127	2591	+ 169
4589	Yorkville National Bank, Yorkville	54,877,423	44,156,453	5444	+ 855
4418	Boatmen's Bank of Zeigler, Zeigler	56,987,000	55,818,055	4280	
2381	Zion State Bank & Trust Co., Zion	102,492,525	97,598,351	2328	
	INDIANA				
942	Anderson Banking Co., Anderson	241,014,000	224,498,857	919	
1823	Citizens Banking Co., Anderson	128,614,815	111,186,000	1953	+ 130
2323	First National Bank of Madison Cty., Anderson	104,837,847	102,764,776	2177	
4244	First National Bank, Angola	59,310,627	52,639,657	4555	+ 311
4568	Angola State Bank, Angola	55,103,210	50,312,569	4783	+ 215
3322	Auburn State Bank, Auburn	75,331,000	71,030,064	3302	
4708	City National Bank, Auburn	53,689,000	46,790,329	5145	+ 437
3330	First Bank & Trust Co., Batesville	75,215,000	72,450,000	3232	
4386	Batesville State Bank, Batesville	57,362,714	49,462,526	4863	+ 477
2144	Bedford National Bank, Bedford	111,810,000	108,401,000	2011	
2394	Citizens National Bank, Bedford	102,103,667	98,702,666	2289	
2102	First Bank, Berne	113,790,518	104,406,400	2132	+30
3206	Bloomfield State Bank, Bloomfield	77,868,284	69,951,349	3360	+ 154
1073	First National Bank, Bloomington	213,230,316	199,397,345	1051	
1916	Monroe County Bank, Bloomington	122,912,882	108,952,405	2003	+87
4578	Bloomington National Bank, Bloomington	54,985,000	42,139,000	5674	+1096
2701	Old-First National Bank, Bluffton	91,306,000	83,970,000	2740	+39
3047	Farmers & Merchants Bank, Bluffton	81,471,000	71,640,000	3267	+ 220
3475	Warrick National Bank, Boonville	72,279,300	76,775,295	3010	
4151	Peoples Trust & Savings Bank, Boonville	60,599,000	57,804,000	4127	
2674	Riddell National Bank, Brazil	92,109,000	91,448,000	2523	
2949	First Bank & Trust Co. of Clay Cty., Brazil	84,279,737	79,970,458	2887	
4616	Franklin County National Bank, Brookville	54,654,281	50,552,129	4759	+ 143
3888	Hendricks County Bank & Trust Co., Brownsburg	64,612,576	52,741,902	4541	+ 653
1377	Union State Bank, Carmel	167,183,994	144,259,765	1489	+ 112
2747	Indiana First National Bank, Charlestown	89,706,099	57,862,000	4123	+1376
2566	Chesterton State Bank, Chesterton	96,189,000	87,596,000	2635	+69
4227	Churubusco State Bank, Churubusco	59,565,099	56,348,290	4239	+12
2590	Citizens National Bank, Columbia City	95,141,577	82,380,765	2799	+ 209
3760	Farmers Loan & Trust Co., Columbia City	66,457,002	64,033,279	3704	
983	Irwin Union Bank & Trust Co., Columbus	233,218,000	243,408,819	849	
2592	First National Bank, Columbus	95,067,000	62,789,000	3784	+1192
3607	Columbus Bank & Trust Co., Columbus	69,230,000	54,997,000	4353	+ 746
3469	Fayette Bank & Trust Co., Connersville	72,451,000	65,656,254	3593	+ 124
4059	Central State Bank, Connersville	61,806,000	57,471,000	4152	+93
1614	Old Capital Bank & Trust Co., Corydon	143,967,539	132,059,211	1624	+10
3820	Liberty National Bk & Tr Co., Corydon	65,643,842	59,232,355	4025	+ 205
3552	Fountain Trust Co., Covington	70,394,817	71,432,393	3276	
4941	Bank of Western Indiana, Covington	51,190,919	50,752,024	4727	
1888	Elston Bank & Trust Co., Crawfordsville	124,731,940	121,727,119	1770	
2224	Bank One Crawfordsville NA, Crawfordsville	108,714,188	110,802,435	1962	
2857	NorCen Bank, Culver	86,914,000	85,915,507	2688	
2932	Mid State Bank of Hendricks Cty., Danville	84,861,694	84,192,000	2734	
2465	First State Bank, Decatur	99,560,000	92,296,000	2488	+23
3957	Union Bank & Trust Co., Delphi	63,356,129	62,396,086	3812	
4731	Demotte State Bank, Demotte	53,351,000	50,654,000	4745	+14
1135	First National Bank, East Chicago	201,902,265	216,708,904	955	
331	First National Bank, Elkhart	821,133,511	607,455,748	389	+58
441	Midwest Commerce Banking Co., Elkhart	565,618,480	473,456,818	470	+29
4978	Citizens Northern Bank, Elkhart	50,821,666	38,192,911	6218	+1240
414	Citizens National Bank, Evansville	616,446,000	564,575,000	416	+ 2
415	Old National Bank, Evansville	615,096,000	593,478,000	396	
856	National City Bank, Evansville	271,877,405	270,710,236	764	
2728	Central Indiana Bank NA, Fairland	90,358,000	82,615,000	2792	+64
278	Summit Bank, Fort Wayne	1,030,733,000	897,227,653	292	+14
318	Lincoln National Bank & Trust Co., Fort Wayne	882,996,000	808,375,000	313	
346	Fort Wayne National Bank, Fort Wayne	784,178,150	675,760,273	359	+13
1104	Anthony Wayne Bank, Fort Wayne	206,365,000	217,252,000	952	
4579	Fowler State Bank, Fowler	54,983,229	48,266,966	4993	+ 414
1790	Farmers Bank, Frankfort	130,423,010	122,518,635	1756	
2292	Clinton Cty. Bank & Trust Co., Frankfort	105,922,515	98,689,522	2290	
1430	Franklin Bank & Trust Co., Franklin	161,904,877	154,619,412	1386	
3276	Union Bank & Trust Co., Franklin	76,601,000	71,920,000	3258	
4043	First National Bank, Fremont	62,140,000	57,018,000	4186	+ 143
1954	Springs Valley Bank & Trust Co., French Lick	120,908,887	99,014,928	2277	+ 323
370	Gainier Bank NA, Gary	724,697,039	649,605,136	365	
634	Bank One Merrillville NA, Gary	363,600,067	332,912,000	631	
4485	Bank of Geneva, Geneva	56,134,000	52,272,329	4596	+ 111
1098	Salem Bank & Trust Co., Goshen	207,635,058	217,094,556	953	
3787	Grabill Bank, Grabill	66,094,000	56,887,288	4203	+ 416
3477	Central National Bank, Greencastle	72,264,325	70,710,822	3321	
4513	First-Citizens Bank & Trust Co., Greencastle	55,823,000	55,043,260	4348	
1871	Greenfield Banking Co., Greenfield	125,544,000	117,022,932	1838	
3189	Hancock Bank & Trust Co., Greenfield	78,203,127	67,592,339	3487	+ 298
2239	Union Bank & Trust Co., Greensburg	107,982,331	107,679,077	2027	
3351	Decatur County Bank, Greensburg	74,615,474	70,889,272	3309	
1656	National Bank, Greenwood	139,891,726	139,495,000	1543	
2665	Bargersville State Bank, Greenwood	92,402,000	66,392,243	3548	+ 883
744	Mercantile National Bank of Indiana, Hammond	312,886,865	287,474,747	728	
765	Calumet National Bank, Hammond	305,136,446	271,357,000	763	
2125	Hoosier State Bank of Indiana, Hammond	112,865,433	111,490,215	1946	
1903	Bank of Highland, Highland	123,654,717	115,050,295	1886	
3640	First National Bank, Huntingburg	68,562,395	64,225,057	3697	+57
2551	First National Bank, Huntington	96,478,666	94,963,060	2394	
3212	Community State Bank, Huntington	77,757,908	70,157,289	3351	+ 139
103	Indiana National Bank, Indianapolis	2,989,642,000	2,862,235,000	93	
111	Bank One Indianapolis NA, Indianapolis	2,790,138,000	2,884,807,000	92	
160	Merchants National Bank & Trust Co., Indianapolis	1,965,399,000	1,818,204,000	156	
1126	Peoples Bank & Trust Co., Indianapolis	202,858,731	172,191,852	1225	+99
1047	DuBois County Bank, Jasper	218,952,000	205,742,592	1014	
1366	German American Bank, Jasper	169,255,000	150,901,000	1421	+55
817	Commerce America Banking Co., Jeffersonville	284,501,000	265,263,000	778	
2976	Campbell & Fetter Bank, Kendallville	83,712,028	69,694,000	3381	+ 405
4956	Kendallville Bank & Trust Co., Kendallville	51,038,169	42,694,964	5613	+ 657
3783	Kentland Bank, Kentland	66,123,000	62,273,366	3821	+38
778	Union Bank & Trust Co., Kokomo	300,770,568	238,475,478	865	+87
1510	First National Bank, Kokomo	154,455,000	141,059,551	1527	+17
1679	First National Bank & Trust Co., La Porte	138,320,000	135,487,000	1586	
1931	La Porte Bank & Trust Co., La Porte	121,992,568	115,645,414	1872	
716	Bank One Lafayette NA, Lafayette	322,691,000	323,224,161	652	
767	Lafayette National Bank, Lafayette	304,539,782	287,122,876	730	
1189	Lafayette Bank & Trust Co., Lafayette	191,905,000	178,361,000	1181	
2536	Farmers State Bank, Lagrange	97,079,901	89,594,228	2579	+43
4561	Peoples National Bank, Lawrenceburg	55,227,000	47,807,000	5036	+ 475
1902	Boone County State Bank, Lebanon	123,695,604	106,954,648	2051	+ 149
3790	Union County National Bank, Liberty	66,015,234	63,874,000	3714	
2116	Peoples Trust Co., Linton	113,431,358	109,457,000	1991	
4295	Citizens' National Bank, Linton	58,445,316	58,288,252	4093	
3873	State Bank, Lizton	64,887,466	59,411,031	4014	+ 141
1304	First National Bank, Logansport	175,773,052	162,767,367	1312	+ 8
1991	Farmers & Merchants State Bank, Logansport	118,573,668	112,425,362	1926	
2487	Lowell National Bank, Lowell	98,807,000	107,002,711	2047	
1680	Madison Bank & Trust Co., Madison	138,187,668	137,477,733	1564	
1963	Summit Bank of Marion, Marion	120,281,048	123,390,243	1741	
2216	Bank One Marion Indiana NA, Marion	109,120,350	102,466,739	2184	
2907	Citizens National Bank of Grant Cty., Marion	85,373,000	77,843,770	2967	+60
3884	First National Bank, Martinsville	64,657,715	51,525,000	4653	+ 769
4210	Indiana Bank & Trust Co., Martinsville	59,730,905	49,910,000	4819	+ 609
759	First Citizens Bank NA, Michigan City	307,366,000	169,681,000	1244	+ 485
4494	First State Bank, Middlebury	56,027,656	50,436,000	4771	+ 277
2552	State & Savings Bank, Monticello	96,473,000	89,354,982	2587	+35
3438	Citizens Bank, Mooresville	73,108,359	68,831,629	3425	
2959	People's Bank & Trust Co., Mount Vernon	84,043,000	74,564,911	3128	+ 169
4638	Posey County National Bank, Mount Vernon	54,421,123	53,947,533	4437	
674	Merchants National Bank, Muncie	341,513,000	313,969,000	672	
1482	American National Bank & Trust Co., Muncie	157,117,315	144,303,726	1487	+ 5
1936	Industrial Trust & Savings Bank, Muncie	121,809,917	115,911,683	1868	
972	First Midwest Bank & Trust Co., New Albany	236,354,000	227,072,000	913	
2023	Mutual Trust Bank, New Albany	117,289,000	105,693,692	2080	+57
2420	Citizens State Bank, New Castle	100,916,991	92,074,244	2495	+75
995	American National Bank, Noblesville	230,677,000	190,783,154	1104	+ 109
3984	Wainwright Bank & Trust Co., Noblesville	62,885,411	58,766,280	4059	+75
4500	American State Bank, North Judson	55,987,507	53,046,104	4520	+20
3183	Indiana Lawrence Bank, North Manchester	78,291,430	75,997,575	3041	
4480	Union Bank & Trust Co., North Vernon	56,165,000	48,572,000	4954	+ 474
4879	Ripley County Bank, Osgood	51,909,844	47,767,260	5045	+ 166
4695	Orange County Bank, Paoli	53,807,000	50,648,000	4746	+51
2453	Wabash Valley Bank & Trust Co., Peru	99,965,506	98,326,677	2300	
3390	Peru Trust Co., Peru	73,890,856	75,390,446	3076	
4927	Citizens State Bank, Petersburg	51,444,936	47,288,000	5095	+ 168
2311	First American National Bank, Plainfield	105,497,211	95,666,347	2374	+63
3870	Peoples Bank, Portland	64,930,000	77,585,000	2977	
3887	Gibson County Bank, Princeton	64,624,000	66,059,006	3571	
4431	Farmers National Bank, Princeton	56,867,586	56,572,551	4224	
2673	Northwest National Bank, Rensselaer	92,115,943	84,232,814	2733	+60
3974	State Bank, Rensselaer	63,092,814	58,604,440	4072	+98
4696	Bank of Reynolds, Reynolds	53,794,888	50,313,202	4782	+86
795	Second National Bank, Richmond	292,773,219	260,681,735	789	
1446	First National Bank, Richmond	160,306,000	154,841,000	1385	
3860	First National Bank, Rochester	65,103,000	62,487,000	3803	
4861	Farmers & Merchants Bank, Rochester	52,073,118	49,634,970	4851	
4826	Rush County National Bank, Rushville	52,382,000	45,931,000	5254	+ 428
2540	Farmers-Citizens Bank, Salem	96,939,092	90,307,100	2562	+22
4350	State Bank, Salem	57,799,483	54,738,936	4374	+24
4381	Scott County State Bank, Scottsburg	57,403,031	53,730,368	4460	+79
2195	Indiana Southern Bank, Sellersburg	109,787,000	75,846,000	3052	+ 857
2669	Jackson County Bank, Seymour	92,252,229	83,221,159	2769	+ 100
4318	Seymour National Bank, Seymour	58,192,933	57,731,477	4128	
1798	Farmers National Bank, Shelbyville	130,005,882	117,572,491	1831	+33
2348	Shipshewana State Bank, Shipshewana	103,804,113	96,730,982	2348	
324	First Source Bank, South Bend	856,434,000	836,063,000	308	
526	St. Joseph Bank & Trust Co., South Bend	446,739,000	397,448,000	541	+15
741	Valley American Bank & Trust Co., South Bend	314,642,000	300,533,000	701	
1100	First Interstate Bank of Northern Ind. NA, South Bend	207,341,000	192,815,000	1090	
938	First Bank & Trust Co., Speedway	242,720,201	230,294,000	897	

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	INDIANA (Cont.)				
3520	Owen County State Bank, Spencer	71,105,955	64,473,694	3682	+ 162
2910	Sullivan State Bank, Sullivan	85,344,047	82,676,299	2786	
4980	Farmers State Bank, Sullivan	50,804,000	43,864,000	5482	+ 502
2695	Citizens National Bank, Tell City	91,439,166	86,284,327	2677	
3461	Tell City National Bank, Tell City	72,584,196	69,321,656	3401	
481	Terre Haute First National Bank, Terre Haute	508,035,000	480,574,090	463	
951	Merchants National Bank, Terre Haute	239,046,244	223,659,000	921	
2881	Indiana State Bank, Terre Haute	86,160,848	82,636,256	2790	
3468	Farmers Loan & Trust Co., Tipton	72,479,000	67,549,215	3493	+25
3660	Citizens National Bank, Tipton	68,203,095	51,340,291	4669	+1009
928	Northern Indiana Bank & Trust Co., Valparaiso	245,454,090	241,171,901	857	
1484	First National Bank, Valparaiso	156,757,000	137,065,000	1571	+87
1148	American National Bank, Vincennes	199,308,512	200,927,706	1040	
1982	Security Bank & Trust Co., Vincennes	118,995,989	119,622,723	1802	
3303	Frances Slocum Bank & Trust Co., Wabash	75,820,000	65,022,000	3650	+ 347
3534	First National Bank, Wabash	70,693,000	70,672,308	3325	
3167	Farmers Bank & Trust Co., Wadesville	78,816,519	80,481,939	2870	
1016	First National Bank, Warsaw	225,400,000	167,254,000	1265	+ 249
1335	Lake City Bank, Warsaw	172,362,213	170,919,325	1232	
2685	United Southwest Bank, Washington	91,801,000	54,345,000	4408	+1723
4449	Peoples National Bank & Trust Co., Washington	56,650,200	52,747,666	4540	+91
1042	First Bank, Whiting	220,102,000	225,945,721	916	
2618	First Union Bank & Trust Co., Winamac	94,261,000	83,301,000	2765	+ 147
4225	Peoples Loan & Trust Co., Winchester	59,585,939	52,828,000	4536	+ 311
4410	Farmers State Bank, Wyatt	57,140,117	56,065,602	4259	
3211	Mid State Bank, Zionsville	77,766,847	44,294,302	5432	+2221
	IOWA				
4298	Brenton Bank & Trust Co., Adel	58,424,212	58,050,595	4110	
4482	First Iowa State Bank, Albia	56,151,000	35,290,000	6634	+2152
4735	Iowa State Bank, Algona	53,308,420	46,360,453	5205	+ 470
4996	First Interstate Bank, Algona	50,638,985	54,183,000	4422	
1491	First National Bank, Ames	156,311,695	136,028,404	1581	+90
1895	United Bank & Trust, Ames	124,005,000	107,455,000	2032	+ 137
4562	Citizens Savings Bank, Anamosa	55,186,452	31,274,415	7287	+2725
4629	Ankeny State Bank, Ankeny	54,500,986	54,555,000	4389	
2895	Norwest Bank Atlantic NA, Atlantic	85,817,692	85,136,312	2712	
4158	First Whitney Bank & Trust, Atlantic	60,505,000	57,951,164	4118	
3236	Bettendorf Bank NA, Bettendorf	77,449,000	72,341,976	3239	+ 3
4143	Boone State Bank & Trust Co., Boone	60,726,745	56,240,106	4250	+ 107
4458	Citizens National Bank of Boone-Stratford, Boone	56,535,884	60,939,662	3911	
1908	First National Bank, Burlington	123,167,688	119,418,000	1805	
3061	Farmers & Merchants Bank & Trust, Burlington	81,019,000	74,704,000	3118	+57
3192	Hawkeye Bank & Trust Co., Burlington	78,172,113	86,127,601	2682	
4071	Commercial Savings Bank, Carroll	61,579,000	57,196,000	4164	+93
4631	Carroll County State Bank, Carroll	54,485,941	50,829,581	4722	+91
3622	Norwest Bank Cedar Falls NA, Cedar Falls	68,950,916	63,255,346	3752	+ 130
4017	Cedar Falls Trust & Savings Bank, Cedar Falls	62,424,000	59,019,000	4041	+24
440	Merchants National Bank, Cedar Rapids	566,108,000	531,110,166	438	
1092	Peoples Bank & Trust Co., Cedar Rapids	208,505,886	187,035,208	1126	+34
3600	First Trust & Savings Bank, Cedar Rapids	69,455,000	64,083,000	3703	+ 103
3856	Guaranty Bank & Trust Co., Cedar Rapids	65,140,348	55,389,000	4316	+ 460
3143	Iowa Trust & Savings Bank, Centerville	79,512,434	69,710,376	3380	+ 237
4455	National Bank & Trust Co., Chariton	56,559,000	51,446,000	4662	+ 207
3032	First Security Bank & Trust Co., Charles City	81,845,900	77,378,005	2986	
4523	Citizens National Bank, Charles City	55,710,151	48,829,241	4928	+ 405
3244	Cherokee State Bank, Cherokee	77,306,891	66,930,234	3526	+ 282
4918	First National Bank, Clarion	51,547,116	48,040,426	5013	+95
4468	Clear Lake Bank & Trust Co., Clear Lake	56,371,159	53,007,091	4524	+56
1930	Clinton National Bank, Clinton	122,007,906	107,111,521	2040	+ 110
3812	First National Bank, Clinton	65,683,391	71,503,913	3274	
4105	Iowa State Savings Bank, Clinton	61,259,713	54,913,818	4359	+ 254
1166	Council Bluffs Savings Bank, Council Bluffs	195,467,000	175,607,639	1197	+31
1913	First National Bank, Council Bluffs	122,951,571	101,275,677	2214	+ 301
3879	State Bank & Trust, Council Bluffs	64,752,242	72,726,641	3221	
4282	Cresco Union Savings Bank, Cresco	58,759,802	55,114,004	4341	+59
4014	First National Bank, Creston	62,477,000	55,488,063	4303	+ 289
322	Davenport Bank & Trust Co., Davenport	874,062,367	716,903,837	341	+19
1716	Northwest Bank & Trust Co., Davenport	136,185,000	153,400,448	1399	
2090	First Bank, Davenport	114,219,335	109,403,792	1996	
3319	Brenton First National Bank, Davenport	75,383,997	74,653,603	3120	
4302	De Witt Bank & Trust Co., De Witt	58,368,589	58,292,698	4090	
2413	Decorah State Bank, Decorah	101,121,000	86,268,000	2678	+ 265
4724	Security Bank & Trust Co., Decorah	53,425,809	49,422,000	4868	+ 144
252	Norwest Bank Des Moines NA, Des Moines	1,132,949,000	1,031,529,000	255	+ 3
539	Bankers Trust Co., Des Moines	432,776,000	394,044,651	547	+ 8
675	First Interstate Bank of Des Moines NA, Des Moines	341,026,023	303,778,765	695	+20
925	Valley National Bank, Des Moines	246,195,089	218,895,361	947	+22
1320	Brenton National Bank, Des Moines	174,512,542	172,794,978	1221	
1567	Hawkeye Bank & Trust, Des Moines	147,064,446	95,571,000	2376	+ 809
2971	Iowa State Bank, Des Moines	83,807,537	73,130,527	3199	+ 228
4066	East Des Moines National Bank, Des Moines	61,692,000	56,382,440	4237	+ 171
1029	American Trust & Savings Bank, Dubuque	223,251,971	183,229,000	1151	+ 122
1193	Dubuque Bank & Trust Co., Dubuque	191,667,665	187,452,000	1124	
1267	First National Bank, Dubuque	182,029,000	173,029,000	1220	
4162	Security Savings Bank, Eagle Grove	60,456,326	57,702,189	4131	
3228	Hardin County Savings Bank, Eldora	77,553,342	74,163,955	3146	
3700	Emmet County State Bank, Estherville	67,464,000	68,320,000	3454	
4080	First National Bank, Fairfield	61,515,015	58,583,561	4074	
3393	Manufacturers Bank & Trust Co., Forest City	73,867,828	66,080,562	3568	+ 175
1887	Norwest Bank Fort Dodge NA, Fort Dodge	124,808,000	127,287,256	1681	
2391	First Interstate Bank, Fort Dodge	102,226,871	113,529,030	1905	
2822	First American State Bank, Fort Dodge	87,925,521	88,422,737	2608	
4825	Fort Madison Bank & Trust Co., Fort Madison	52,384,165	49,315,002	4881	+56
4968	Lee Cty. Savings Bank, Fort Madison	50,881,000	48,077,900	5008	+40
4663	Hancock County National Bank, Garner	54,176,505	45,583,515	5292	+ 629
4827	Glenwood State Bank, Glenwood	52,376,001	48,704,963	4942	+ 115
3509	Brenton NB-Poweshiek Cty., Grinnell	71,434,255	71,502,000	3275	
2836	Shelby County State Bank, Harlan	87,580,218	61,829,146	3858	+1022
1031	Hills Bank & Trust Co., Hills	222,760,958	193,335,000	1084	+53
3976	Humboldt Trust & Savings Bank, Humboldt	62,954,460	58,863,000	4051	+75
4255	Hawkeye Bank & Trust, Humboldt	59,160,000	63,226,000	3757	
4035	Ida County State Bank, Ida Grove	62,207,000	63,876,089	3713	
3570	Farmers State Savings Bank, Independence	70,069,452	65,556,981	3600	+30
2148	Peoples Trust & Savings Bank, Indianola	111,581,000	105,837,000	2076	
982	First National Bank, Iowa City	233,696,000	221,181,000	938	
1237	Iowa State Bank & Trust Co., Iowa City	185,498,630	177,057,943	1191	
4560	Greenbelt Bank & Trust, Iowa Falls	55,227,786	....	....	
4934	Iowa Falls State Bank, Iowa Falls	51,320,351	39,180,076	6057	+1123
4632	Home State Bank, Jefferson	54,475,774	53,447,975	4482	
3072	State Central Bank, Keokuk	80,782,203	73,905,034	3159	+87
3620	Le Mars Savings Bank, Le Mars	68,995,562	63,374,763	3743	+ 123
2827	Maquoketa State Bank, Maquoketa	87,768,000	83,112,503	2775	
1829	Farmers State Bank, Marion	128,085,000	120,311,000	1791	
2946	Norwest Bank Marion NA, Marion	84,352,000	81,440,000	2833	
1367	Security Bank, Marshalltown	169,248,946	140,184,871	1536	+ 169
3172	Brenton Bank & Trust Co., Marshalltown	78,682,655	81,515,496	2831	
4532	Commercial State Bank, Marshalltown	55,638,755	57,716,391	4129	
1610	Norwest Bank Mason City NA, Mason City	144,269,967	155,029,471	1382	
1874	First Interstate Bank, Mason City	125,413,935	114,314,199	1895	+21
1426	Monticello State Bank, Monticello	162,251,577	147,162,556	1454	+28
3304	Henry County Savings Bank, Mount Pleasant	75,814,315	68,594,000	3432	+ 128
1466	Central State Bank, Muscatine	158,304,549	142,030,775	1517	+51
1577	First National Bank, Muscatine	146,650,000	139,887,000	1538	
4973	State Bank & Trust Co., Nevada	50,847,708	43,763,878	5491	+ 518
2301	Jasper County Savings Bank, Newton	105,681,000	103,613,109	2153	
4278	Oelwein State Bank, Oelwein	58,836,955	57,132,531	4172	
3936	Clarke County State Bank, Osceola	63,684,315	58,671,389	4064	+ 128
2984	Mahaska State Bank, Oskaloosa	83,263,645	79,641,367	2898	
4039	Iowa Trust & Savings Bank, Oskaloosa	62,173,990	60,247,342	3951	
1532	Union Bank & Trust Co., Ottumwa	151,190,541	142,820,000	1505	
3130	South Ottumwa Savings Bank, Ottumwa	79,778,313	75,495,248	3069	
4170	Norwest Bank Ottumwa NA, Ottumwa	60,331,435	60,085,000	3961	
3784	Marion County State Bank, Pella	66,121,000	58,470,443	4080	+ 296
3818	Pella National Bank, Pella	65,647,398	63,741,811	3724	
4308	Perry State Bank, Perry	58,291,000	61,668,000	3870	
4550	Brenton National Bank, Perry	55,342,270	58,681,897	4061	
4860	Pilot Grove Savings Bank, Pilot Grove	52,083,000	50,673,000	4739	
4613	Houghton State Bank, Red Oak	54,675,540	61,817,754	3859	
4915	Montgomery County National Bank, Red Oak	51,571,426	47,013,274	5123	+ 208
4734	St. Ansgar State Bank, St. Ansgar	53,310,444	50,658,818	4743	+ 9
4738	Security State Bank, Sheldon	53,300,611	52,222,024	4600	
3387	American State Bank, Sioux Center	73,928,188	67,575,634	3490	+ 103
825	Security National Bank, Sioux City	280,594,000	271,495,000	762	
1555	First National Bank, Sioux City	148,209,168	151,376,910	1415	
1654	Toy National Bank, Sioux City	140,287,000	141,777,000	1520	
2021	Norwest Bank Sioux City NA, Sioux City	117,322,000	114,559,000	1891	
1917	Citizens First National Bank, Storm Lake	122,865,883	123,601,679	1738	
2275	First Interstate Bank, Urbandale	106,831,652	100,969,205	2224	
3788	Washington State Bank, Washington	66,078,000	59,292,000	4021	+ 233
807	National Bank, Waterloo	287,424,000	243,255,000	852	+45
1133	Waterloo Savings Bank, Waterloo	202,158,860	156,039,580	1371	+ 238
1775	Peoples Bank & Trust Co., Waterloo	131,633,000	190,866,000	1103	
3599	First National Bank, Waverly	69,469,000	68,109,000	3462	
4368	State Bank, Waverly	57,575,622	51,748,726	4638	+ 270
3299	Farmers National Bank, Webster City	75,931,000	83,378,000	2759	
4584	First State Bank, Webster City	54,918,638	52,196,951	4602	+18
1175	West Des Moines State Bank, West Des Moines	194,620,134	164,794,183	1290	+ 115
	KANSAS				
2608	Home National Bank, Arkansas City	94,495,128	91,046,000	2537	
3981	Exchange National Bank & Trust Co., Atchison	62,915,000	61,638,000	3873	
4575	Prairie State Bank, Augusta	55,042,372	50,149,590	4802	+ 227
3872	Bennington State Bank, Bennington	64,919,000	37,599,000	6289	+2417
2871	Bank of Commerce, Chanute	86,475,000	62,443,000	3806	+ 935
4933	Peoples National Bank, Clay Center	51,325,495	49,392,805	4873	
2234	Bank IV Coffeyville NA, Coffeyville	108,411,623	100,731,107	2232	
4770	Condon National Bank, Coffeyville	52,898,129	50,148,801	4803	+33
3637	Farmers & Merchants Bank, Colby	68,657,142	66,354,177	3553	
4139	Thomas County National Bank, Colby	60,809,000	54,927,000	4358	+ 219
4972	Farmers & Merchants State Bank, Derby	50,848,000	51,931,000	4626	
3122	Fidelity State Bank & Trust Co., Dodge City	79,879,544	70,926,089	3307	+ 185
3162	First National Bank & Trust Co., Dodge City	78,930,553	80,935,906	2851	
3365	Walnut Valley State Bank, El Dorado	74,336,814	74,318,854	3140	
3630	First National Bank & Trust Co., El Dorado	68,791,483	71,216,659	3290	
2792	Bank IV Emporia NA, Emporia	88,585,000	89,921,984	2573	
3922	Emporia State Bank & Trust Co., Emporia	63,996,000	59,944,599	3970	+48
2464	Army National Bank, Fort Leavenworth	99,578,527	98,021,497	2314	
3088	Citizens National Bank, Fort Scott	80,426,128	82,123,607	2807	
4656	Security State Bank, Fort Scott	54,279,846	57,483,432	4151	
2326	Garden National Bank, Garden City	104,814,268	95,894,689	2372	+46
2417	Fidelity State Bank, Garden City	100,971,918	98,492,000	2294	
4647	Girard National Bank, Girard	54,346,000	28,124,000	7841	+3194
4024	First National Bank, Goodland	62,372,000	58,673,733	4063	+39
2519	American State Bank & Trust Co., Great Bend	97,657,431	96,571,281	2353	
2908	First National Bank & Trust Co., Great Bend	85,371,978	85,267,430	2708	
3837	Security State Bank, Great Bend	65,353,042	66,364,365	3550	
2050	Farmers State Bank & Trust Co., Hays	115,763,813	87,231,657	2644	+ 594
4337	First National Bank of Hays City, Hays	57,973,190	59,546,166	4003	
2274	Haysville State Bank, Haysville	106,868,031	90,754,120	2548	+ 274
4049	Citizens State Bank, Hugoton	61,918,016	60,664,773	3925	
1403	Hutchinson National Bank & Trust Co., Hutchinson	164,555,444	163,420,489	1308	
1801	First National Bank, Hutchinson	129,662,065	126,370,229	1697	
3546	Central State Bank, Hutchinson	70,518,772	77,277,489	2990	
3650	Citizens National Bank, Independence	68,327,846	62,312,110	3819	+ 169
3533	Central National Bank, Junction City	70,720,090	66,385,602	3549	+16
507	Security Bank, Kansas City	463,643,000	391,597,000	548	+41
898	Commercial National Bank, Kansas City	255,430,000	251,671,000	824	
2296	Brotherhood Bank & Trust Co., Kansas City	105,812,370	103,560,713	2154	
2524	Industrial State Bank, Kansas City	97,464,013	27,688,050	7945	+5421
3175	Home State Bank, Kansas City	78,502,625	74,240,954	3142	
3463	Twin-City State Bank, Kansas City	72,536,207	68,506,568	3439	
4737	Tower State Bank, Kansas City	53,307,722	45,654,000	5281	+ 544
2073	First National Bank, Lawrence	115,057,000	118,055,303	1825	
2654	Douglas County Bank, Lawrence	92,976,000	71,369,000	3281	+ 627
4829	Lawrence National Bank & Trust Co., Lawrence	52,358,000	55,284,000	4326	
4657	Leavenworth National Bank & Trust Co.	54,264,579	49,889,334	4822	+ 165
4566	Country Hill Bank, Lenexa	55,125,000	46,825,000	5140	+ 574
2924	Peoples National Bank, Liberal	84,959,666	75,650,000	3064	+ 140
3522	First National Bank, Liberal	71,057,336	68,563,768	3435	
2065	Union National Bank & Trust Co., Manhattan	115,252,575	105,350,144	2094	+29
3560	Citizens Bank & Trust Co., Manhattan	70,212,000	66,864,958	3531	
4169	Exchange Bank of Schmidt & Koester, Marysville	60,344,371	65,606,659	3598	
2201	McPherson Bank & Trust Co., McPherson	109,466,147	106,564,450	2064	
691	Mission Bank, Mission	333,296,047	299,995,154	704	+13
3279	Bank IV Newton NA, Newton	76,583,411	76,267,757	3031	
4341	Midland National Bank, Newton	57,953,895	52,560,145	4561	+ 220
1658	Bank IV Olathe NA, Olathe	139,735,000	115,061,725	1885	+ 227
1702	First National Bank, Olathe	136,857,807	127,935,664	1671	
734	Valley View State Bank, Overland Park	315,919,593	246,386,041	839	+ 105
1360	First Continental Bank & Trust, Overland Park	169,725,000	161,323,122	1328	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	KANSAS (Cont.)				
1568	Overland Park State Bank & Trust Co., Overland Park	146,955,000	131,318,000	1634	+66
3013	College Boulevard National Bank, Overland Park	82,297,000	60,535,042	3931	+ 918
3733	Metcalf State Bank, Overland Park	66,940,101	55,727,058	4284	+ 551
3229	Miami County National Bank, Paolo	77,549,753	72,730,350	3220	
3648	Parsons Commercial Bank, Parsons	68,346,484	64,110,089	3699	+51
3684	First National Bank, Phillipsburg	67,759,958	69,274,647	3405	
3010	Bank IV Pittsburg NA, Pittsburg	82,383,000	79,860,437	2892	
3710	First State Bank & Trust Co., Pittsburg	67,282,013	65,774,000	3586	
4519	City National Bank, Pittsburg	55,756,000	46,884,000	5134	+ 615
1312	Johnson County Bank NA, Prairie Village	175,150,253	176,175,177	1194	
2668	Southgate Bank, Prairie Village	92,325,000	88,796,000	2594	
3441	Kansas National Bank & Trust Co., Prairie Village	73,079,239	65,964,950	3578	+ 137
2768	Peoples Bank, Pratt	89,220,000	87,713,000	2630	
967	MidAmerican Bank & Trust Co., Roeland Park	237,025,647	208,259,842	1002	+35
3270	Russell State Bank, Russell	76,753,000	78,145,000	2955	
3667	Home State Bank, Russell	68,066,737	76,581,334	3018	
2352	First National Bank & Trust Co., Salina	103,713,000	111,648,000	1940	
2434	Bank IV Salina NA, Salina	100,650,889	96,727,389	2349	
2482	National Bank of America, Salina	98,911,838	100,618,700	2234	
4342	Security State Bank, Scott City	57,953,815	47,032,948	5120	+ 778
1907	Shawnee State Bank, Shawnee	123,168,760	111,687,000	1938	+31
2746	Citizens Bank & Trust, Shawnee	89,706,840	86,660,018	2661	
622	Bank IV Topeka NA, Topeka	373,520,878	334,488,229	628	+ 6
1285	Merchants National Bank, Topeka	179,230,000	195,853,000	1073	
1721	Commerce Bank & Trust Co., Topeka	135,903,690	109,954,804	1978	+ 257
2894	Highland Park Bank & Trust, Topeka	85,874,000	74,653,000	3121	+ 227
3224	Kaw Valley State Bank & Trust Co., Topeka	77,562,000	63,061,181	3763	+ 539
4992	Fidelity State Bank & Trust Co., Topeka	50,663,543	48,708,315	4941	
3634	Grant County State Bank, Ulysses	68,729,000	73,563,000	3174	
249	Bank IV Wichita NA, Wichita	1,143,485,000	1,089,172,000	238	
442	First National Bank, Wichita	563,760,000	550,751,000	420	
829	Union National Bank, Wichita	280,070,000	258,118,000	797	
1176	Kansas State Bank & Trust Co., Wichita	194,447,689	209,886,087	995	
2284	Southwest National Bank, Wichita	106,441,107	103,881,369	2144	
2588	Wichita State Bank, Wichita	95,235,887	82,607,030	2793	+ 205
2724	Central Bank & Trust, Wichita	90,446,881	81,282,000	2841	+ 117
2753	Boulevard State Bank, Wichita	89,631,000	94,342,908	2413	
3364	United American Bank & Trust Co., Wichita	74,341,116	67,333,421	3510	+ 146
4050	Citadel Bank, Wichita	61,892,052	57,847,000	4124	+74
4794	Twin Lakes State Bank, Wichita	52,657,000	45,557,000	5296	+ 502
2928	First National Bank, Winfield	84,911,643	78,557,885	2937	+ 9
	KENTUCKY				
1388	Third National Bank, Ashland	166,236,700	143,690,300	1494	+ 106
1531	First American Bank, Ashland	151,305,744	142,452,533	1511	
3578	Bank of Ashland Inc., Ashland	69,949,000	65,307,291	3623	+45
3344	Union National Bank & Trust Co., Barbourville	74,858,264	72,318,314	3240	
3495	Farmers Bank & Trust Co., Bardstown	71,849,150	69,231,996	3408	
3644	Wilson & Muir Bank & Trust Co., Bardstown	68,468,912	65,653,147	3594	
2463	Bank of Marshall County, Benton	99,625,574	95,469,543	2378	
2991	Bank of Benton, Benton	83,119,105	78,656,014	2931	
1303	Citizens National Bank, Bowling Green	176,032,000	173,672,000	1213	
1332	American Nat'l Bank & Trust Co., Bowling Green	172,634,435	173,421,216	1216	
3085	Bowling Green Bank & Trust Co., Bowling Green	80,493,000	75,950,957	3043	
4739	Trigg County Farmers Bank, Cadiz	53,290,003	50,552,921	4758	+19
3654	Kentucky-Farmers Bank, Catlettsburg	68,287,741	68,281,000	3456	
4275	Bank of Clarkson, Clarkson	58,889,844	53,406,704	4486	+ 211
4910	Farmers Bank, Clay	51,655,000	46,129,000	5234	+ 324
2018	First National Bank & Trust Co., Corbin	117,411,672	105,142,962	2101	+83
993	Huntington Bank of Kenton Cty. Inc., Covington	230,925,000	189,945,993	1110	+ 117
1223	Peoples-Liberty Bank & Trust Co., Covington	186,959,676	196,690,707	1067	
1598	Kentucky National Bank of Kenton Cty., Covington	145,175,322	129,227,606	1651	+53
4492	National Bank, Cynthiana	56,046,000	53,827,000	4447	
2770	Farmers National Bank, Danville	89,170,000	75,195,118	3088	+ 318
3770	Bank of Danville, Danville	66,256,289	62,412,500	3810	+40
1421	Citizens Fidelity Bank Hardin Cty., Elizabethtown	162,575,000	166,517,000	1278	
3761	First Citizens Bank Hardin Cty., Elizabethtown	66,452,074	55,420,926	4314	+ 553
4517	People's Bank of Fleming Cty., Flemingsburg	55,787,279	53,234,246	4501	
2708	Fifth Third Bank of Boone Cty. Inc., Florence	91,055,325	71,296,393	3284	+ 576
3941	Florence Deposit Bank, Florence	63,610,097	66,593,511	3541	
1636	Fort Thomas-Bellevue Bank, Fort Thomas	141,607,592	120,212,884	1795	+ 159
3576	Citizens National Bank, Fort Wright	69,969,000	56,570,382	4225	+ 649
891	Farmers Bank & Capital Trust Co., Frankfort	257,659,000	228,229,000	908	+17
3844	State National Bank, Frankfort	65,276,234	64,419,409	3685	
3670	Simpson County Bank, Franklin	68,042,962	68,507,032	3438	
4374	City National Bank, Fulton	57,461,426	56,249,975	4248	
3515	Farmers Bank & Trust Co., Georgetown	71,325,000	55,918,538	4270	+ 755
3635	First National Bank & Trust Co., Georgetown	68,721,000	62,605,342	3796	+ 161
2647	Citizens Bank & Trust Co., Glasgow	93,307,954	89,907,000	2574	
2680	New Farmers National Bank, Glasgow	91,944,506	89,233,678	2588	
4625	Commercial Bank, Grayson	54,536,976	53,783,931	4453	
2197	First State Bank, Greenville	109,653,963	105,646,069	2084	
3296	Bank of Harlan, Harlan	75,975,570	72,150,000	3251	
4093	Harlan National Bank, Harlan	61,374,000	59,921,000	3971	
3268	Peoples Bank & Trust Co., Hazard	76,847,898	67,437,858	3502	+ 234
3385	Citizens Bank & Trust, Hazard	73,964,887	65,233,347	3628	+ 243
2734	Farmers Bank & Trust Co., Henderson	90,227,087	75,594,069	3066	+ 332
3947	Ohio Valley National Bank, Henderson	63,559,782	66,891,708	3527	
4462	First National Bank, Henderson	56,500,506	57,498,870	4149	
1431	Planters Bank & Trust Co., Hopkinsville	161,872,454	156,297,987	1367	
1938	First City Bank & Trust Co., Hopkinsville	121,772,481	117,591,964	1830	
4764	Inez Deposit Bank, Inex	53,022,557	57,044,105	4180	
4333	First State Bank, Irvington	58,020,418	53,994,737	4432	+99
4481	Citizens Bank, Jackson	56,161,319	56,067,000	4258	
3880	Citizens Bk & Tr Co . Oldham Cty., La Grange	64,732,486	60,633,622	3927	+47
292	First Security Nat'l Bank & Trust Co., Lexington	977,199,000	807,529,000	314	+22
637	Commerce National Bank, Lexington	362,804,000	219,575,281	943	+ 306
826	Central Bank & Trust Co., Lexington	280,390,323	256,730,993	802	
977	Bank One Lexington NA, Lexington	234,585,000	214,298,000	966	
1589	Bank of Lexington & Trust Co. Inc., Lexington	145,907,000	130,198,264	1642	+53
2933	Citizens Fidelity Bank & Trust Co., Lexington	84,848,692	51,546,486	4650	+1717
1678	Cumberland Valley Nat'l Bank & Trust Co., London	138,360,000	142,116,301	1515	
3454	First National Bank & Trust, London	72,823,000	67,289,000	3515	+61
110	Citizens Fidelity Bank & Trust Co., Louisville	2,816,220,000	2,462,743,000	110	
113	First National Bank, Louisville	2,785,161,000	2,498,199,000	109	
195	Liberty National Bank & Trust Co., Louisville	1,556,551,000	1,369,373,000	197	+ 2
488	Mid-America Bank of Louisville & Trust Co., Louisville	489,883,000	470,620,047	472	
1815	Stock Yards Bank & Trust Co., Louisville	128,999,256	119,207,134	1808	
3989	First Kentucky Trust Co., Louisville	62,824,000	45,741,688	5276	+1287
1904	Kentucky Bank & Trust Co., Madisonville	123,638,000	113,963,513	1896	
2156	Farmers Bank & Trust Co., Madisonville	111,152,169	105,138,927	2103	
2517	Peoples Bank & Trust Co., Madisonville	97,721,000	94,428,469	2407	
3985	First National Bank, Manchester	62,871,615	57,028,100	4184	+ 199
4540	First State Bank, Manchester	55,492,000	51,726,000	4639	+99
3264	First Guaranty National Bank, Martin	76,902,461	74,570,254	3127	
3037	Liberty Savings Bank, Mayfield	81,679,000	77,393,506	2985	
3457	State National Bank, Maysville	72,756,877	69,309,000	3403	
4751	Bank of Maysville, Maysville	53,191,000	49,438,000	4866	+ 115
3355	Commercial Bank, Middlesboro	74,472,775	74,368,602	3135	
3539	Monticello Banking Co., Monticello	70,625,714	66,706,000	3538	
4670	Morganfield National Bank, Morganfield	54,098,000	50,266,252	4786	+ 116
4725	Traders Bank & Trust Co., Mount Sterling	53,393,159	50,953,994	4711	
1408	Bank of Murray, Murray	164,055,605	157,133,596	1357	
2094	Peoples Bank, Murray	114,104,000	105,926,315	2075	
2213	Newport National Bank, Newport	109,156,062	99,618,704	2256	+43
2306	Fifth Third Bank of Campbell Cty. NA, Newport	105,586,055	94,915,038	2395	+89
3916	First National Bank & Trust Co., Nicholasville	64,117,744	60,732,849	3922	+ 6
932	Owensboro National Bank, Owensboro	243,901,230	210,202,900	991	+59
1212	Citizens State Bank, Owensboro	189,664,376	170,690,823	1234	+22
1617	Central Bank & Trust Co., Owensboro	143,619,588	135,279,643	1589	
800	Citizens Bank & Trust Co., Paducah	291,084,481	249,509,817	828	+28
880	Peoples First National B & T Co., Paducah	262,569,000	243,295,717	851	
2935	Paducah Bank & Trust Co., Paducah	84,819,000	78,637,000	2933	
2405	Citizens National Bank, Paintsville	101,461,740	96,257,553	2362	
2498	Bourbon-Agricultural Deposit Bank & Trust Co., Paris	98,438,000	94,853,891	2397	
743	Pikeville National Bank & Trust Co., Pikeville	313,749,000	286,104,000	735	
1114	First National Bank, Pikeville	204,722,856	192,390,460	1092	
1814	Citizens Bank, Pikeville	129,048,574	123,053,474	1745	
3840	First State Bank, Pineville	65,315,536	63,473,000	3739	
1898	First Commonwealth Bank, Prestonsburg	123,916,025	122,694,738	1750	
2313	Bank Josephine, Prestonsburg	105,195,194	104,646,705	2122	
4788	Farmers Bank & Trust Co., Princeton	52,708,680	48,841,655	4926	+ 138
1746	State Bank & Trust Co., Richmond	133,755,000	121,532,817	1773	+27
3152	Madison National Bank, Richmond	79,277,361	74,484,541	3133	
1971	First & Peoples Bank, Russell	119,739,863	105,090,066	2104	+ 133
3502	Citizens National Bank, Russellville	71,700,254	62,075,397	3842	+ 340
4775	Farmers National Bank, Scottsville	52,839,659	52,648,366	4553	
3163	Citizens Union Bank, Shelbyville	78,919,611	54,709,197	4375	+1212
4193	Shelby County Trust Bank, Shelbyville	60,020,366	47,175,000	5105	+ 912
4752	Peoples Bank of Bullitt Cty., Shepherdsville	53,182,000	45,025,728	5362	+ 610
1659	First & Farmers Bank of Somerset Inc., Somerset	139,724,617	128,345,265	1667	+ 8
2151	Citizens National Bank, Somerset	111,445,000	104,315,000	2135	
3699	Springfield State Bank, Springfield	67,496,673	65,158,570	3635	
4521	Deposit Bank of Monroe Cty., Tompkinsville	55,719,628	53,717,201	4462	
3426	Woodford Bank & Trust Co., Versailles	73,250,819	65,372,471	3612	+ 186
4133	United Bank & Trust Co., Versailles	60,911,839	62,965,178	3769	
2232	Bank of Whitesburg, Whitesburg	108,428,588	93,181,340	2451	+ 219
4290	First Security Bank & Trust Co., Whitesburg	58,615,348	53,510,964	4476	+ 186
3816	Farmers National Bank, Williamsburg	65,670,852	62,161,847	3828	+12
2975	Clark County Bank, Winchester	83,750,000	78,221,222	2950	
2986	Citizens Fidelity Bank & Trust Co., Winchester	83,233,645	77,602,086	2976	
4413	Peoples Commercial Bank, Winchester	57,082,358	54,681,000	4376	
	LOUISIANA				
3139	First National Bank, Abbeville	79,540,203	73,168,923	3197	+58
3266	Gulf Coast Bank, Abbeville	76,873,573	76,355,853	3027	
3596	Bank of Abbeville & Trust Co., Abbeville	69,626,000	73,699,000	3168	
652	Hibernia National Bank, Alexandria	354,519,000	364,651,456	579	
661	Rapides Bank & Trust Co., Alexandria	347,200,999	336,903,498	624	
1370	Security First National Bank, Alexandria	168,988,502	132,399,720	1620	+ 250
2087	St. Bernard Bank & Trust Co., Arabi	114,305,385	105,634,065	2086	
3924	First State Bank & Trust Co., Baker	63,911,847	64,135,166	3698	
3119	Bastrop National Bank, Bastrop	79,945,371	79,262,615	2912	
230	Louisiana National Bank, Baton Rouge	1,257,742,000	1,089,261,000	237	+ 7
375	Hibernia National Bank, Baton Rouge	714,464,000	708,310,000	347	
439	American Bank & Trust Co., Baton Rouge	566,282,000	585,526,000	399	
508	City National Bank, Baton Rouge	463,191,038	447,608,000	496	
548	Capital Bank & Trust Co., Baton Rouge	426,362,207	452,305,000	490	
1539	Baton Rouge Bank & Trust Co., Baton Rouge	149,829,000	167,008,000	1270	
3462	Bank of the South, Baton Rouge	72,554,782	73,973,000	3155	
2280	Delta Bank & Trust Co., Belle Chasse	106,567,082	126,316,630	1699	
2349	First State Bank & Trust Co., Bogalusa	103,796,640	105,681,425	2082	
3561	Parish National Bank, Bogalusa	70,207,000	73,703,000	3167	
2147	National Bank, Bossier City	111,674,000	102,780,041	2176	+29
3451	Red River Valley Bank, Bossier City	72,848,064	61,243,825	3888	+ 437
3182	Farmers-Merchants Bank & Trust Co., Breaux Bridge	78,294,000	73,818,000	3163	
4623	Cameron State Bank, Cameron	54,575,210	52,535,198	4564	
2633	Peoples B&T Co. of St. Bernard, Chalmette	93,822,178	90,238,759	2565	
3952	First National Bank of St. Bernard Parrish, Chalmette	63,420,000	64,094,000	3700	
827	First National Bank, Covington	280,283,000	262,672,000	786	
1873	Bank of Commerce & Trust Co., Crowley	125,446,406	123,480,000	1740	
3795	First National Bank, Crowley	65,981,000	68,453,000	3446	
3510	First National Bank, De Ridder	71,405,696	68,098,173	3466	
2202	Livingston Bank, Denham Springs	109,397,000	115,920,546	1867	
4000	First National Bank, Denham Springs	62,647,000	62,508,000	3801	
4642	Tri-Parish Bank & Trust Co., Eunice	54,389,622	55,480,262	4304	
3953	First United Bank, Farmerville	63,409,000	60,453,000	3938	
3222	Commercial Bank & Trust Co., Franklin	77,589,335	68,077,000	3469	+ 247
4971	St. Mary Bank & Trust Co., Franklin	50,860,000	42,839,000	5597	+ 626
3042	Washington Bank & Trust Co., Franklinton	81,628,000	90,754,536	2547	
4612	State Bank & Trust Co., Golden Meadow	54,678,000	61,023,000	3906	
1260	Bank of Gonzales, Gonzales	182,882,000	185,804,000	1140	
4917	First National Bank, Gonzales	51,556,000	55,276,901	4329	
577	First National Bank of Jefferish Parish, Gretna	402,330,000	452,505,000	489	
3805	Investors Bank & Trust Co., Gretna	65,753,714	49,161,115	4890	+1085
4150	Gulf South Bank & Trust Co., Gretna	60,612,000	58,660,772	4065	
1361	First Guaranty Bank, Hammond	169,722,000	194,913,000	1075	
1700	Citizens National Bank, Hammond	136,892,471	129,138,208	1653	
3615	Planters Bank & Trust Co., Haynesville	69,124,000	63,426,978	3741	+ 126
3349	Homer National Bank, Homer	74,686,000	72,175,000	3246	
842	Terrebonne Bank & Trust Co., Houma	274,084,000	288,906,000	724	
1015	First National Bank, Houma	225,583,000	232,210,274	889	
2361	Progressive Bank & Trust Co., Houma	103,432,000	100,998,000	2222	
3935	American Bank & Trust Co., Houma	63,684,885	71,628,085	3268	
4818	South Louisiana Bank, Houma	52,443,030	51,714,433	4640	
3227	Community State Bank, Independence	77,553,598	78,969,372	2919	
724	Whitney National Bank, Jefferson Parrish	320,628,000	312,560,000	676	
4661	Bank of Jena, Jena	54,189,764	53,768,349	4454	
3314	Jeff Davis Bank & Trust Co., Jennings	75,560,344	72,710,428	3222	
4597	Vermilion Bank & Trust Co., Kaplan	54,808,000	54,549,000	4391	
3592	Bankers Trust of Louisiana NA, Kenner	69,777,289	69,574,412	3387	

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Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	LOUISIANA (Cont.)				
4564	Merchants Trust & Savings Bank, Kenner	55,133,000	59,683,757	3991	
401	Guaranty Bank & Trust Co., Lafayette	643,596,000	693,262,000	352	
715	First National Bank, Lafayette	323,115,000	378,339,000	567	
2118	Hibernia National Bank, Lafayette	113,389,000	69,851,000	3370	+1252
4666	Bank of Lafayette, Lafayette	54,142,000	62,954,000	3771	
408	Calcasieu-Marine National Bank, Lake Charles	634,640,000	619,300,000	382	
1472	First National Bank, Lake Charles	157,904,000	156,127,497	1369	
1544	Lakeside National Bank, Lake Charles	149,355,000	141,234,000	1525	
1674	Gulf National Bank, Lake Charles	138,461,000	139,258,750	1544	
3237	Merchants & Farmers Bank & Trust Co., Leesville	77,435,000	85,454,000	2700	
2904	Bank of St. Charles, Luling	85,488,000	87,918,000	2622	
3197	St. James Bank & Trust Co., Lutcher	78,061,000	78,695,000	2929	
4122	St. Tammany National Bank, Mandeville	61,044,000	61,712,000	3867	
4074	First National Bank, Mansfield	61,551,590	61,681,000	3869	
3732	Sabine State Bank & Trust Co., Many	66,948,000	65,702,000	3589	
3633	Union Bank, Marksville	68,740,334	65,122,301	3642	+ 9
660	Jefferson Guaranty Bank, Metairie	348,730,000	420,797,000	512	
956	Hibernia NB-Jefferson Parish, Metairie	238,625,000	175,156,000	1200	+ 244
1884	Metairie Bank & Trust Co., Metairie	124,944,811	118,221,506	1821	
4027	Commercial Bank & Trust Co., Metairie	62,339,000	62,097,000	3837	
4924	Pontchartrain State Bank, Metairie	51,493,000	40,930,000	5826	+ 902
2675	Peoples Bank & Trust Co., Minden	92,105,000	90,997,000	2538	
2834	Minden Bank & Trust Co., Minden	87,611,627	88,433,000	2607	
522	Ouachita National Bank, Monroe	448,172,000	457,696,000	483	
618	Central Bank, Monroe	375,623,000	371,860,000	570	
1427	American Bank & Trust Co., Monroe	162,086,463	107,180,223	2038	+ 611
2029	First National Bank in St. Mary Parish, Morgan City	117,039,000	125,128,741	1719	
3892	Guaranty Bank & Trust Co., Morgan City	64,561,000	67,551,566	3492	
4190	Morgan City Bank & Trust Co., Morgan City	60,080,279	67,548,384	3494	
3403	Assumption Bank & Trust Co., Napoleonville	73,679,000	67,907,162	3474	+71
2165	Peoples Bank & Trust Co., Natchitoches	110,736,434	56,931,322	4199	+2034
3523	Exchange Bank & Trust Co., Natchitoches	71,025,005	67,609,921	3485	
4051	City Bank & Trust Co., Natchitoches	61,891,320	65,971,046	3576	
2567	New Iberia National Bank, New Iberia	96,169,316	93,259,244	2447	
2661	Peoples Bank & Trust of Iberia Parish, New Iberia	92,627,014	100,782,355	2230	
3153	State National Bank, New Iberia	79,254,185	96,368,456	2357	
4101	City Bank & Trust Co., New Iberia	61,284,486	65,261,484	3625	
143	Hibernia National Bank, New Orleans	2,177,568,000	1,894,855,000	146	+ 3
152	Whitney National Bank, New Orleans	2,072,152,000	1,680,552,000	168	+16
185	First National Bank of Commerce, New Orleans	1,616,015,000	1,629,221,000	171	
730	American Bank & Trust Co., New Orleans	317,672,000	268,342,000	769	+39
3238	First City Bank, New Orleans	77,376,512	85,578,000	2692	
4754	Bank of Louisiana, New Orleans	53,169,000	55,389,000	4317	
1757	Bank of New Roads, New Roads	132,715,000	132,116,000	1623	
4461	Guaranty Bank & Trust Co., New Roads	56,514,636	73,154,986	3198	
2902	American Bank, Norco	85,546,000	94,986,000	2393	
1496	St. Landry Bank & Trust Co., Opelousas	155,554,962	139,757,443	1540	+44
1819	First NB of St. Landry Parish, Opelousas	128,759,000	144,751,618	1481	
3542	American Bank & Trust Co., Opelousas	70,585,000	78,453,000	2942	
4300	First Bank, Pineville	58,408,000	52,849,000	4534	+ 234
3476	Iberville Trust & Savings Bank, Plaquemine	72,270,079	70,383,291	3341	
3748	Citizens Bank & Trust Co., Plaquemine	66,657,000	65,245,000	3627	
4528	Bank of West Baton Rouge, Port Allen	55,675,640	51,437,230	4664	+ 136
1119	Raceland Bank & Trust Co., Raceland	203,770,626	200,021,068	1044	
4686	Richland State Bank, Rayville	53,886,495	54,142,216	4426	
3077	Bank of St. John, Reserve	80,680,000	86,666,000	2660	
1559	Ruston State Bank & Trust Co., Ruston	147,645,000	159,809,000	1339	
2831	Lincoln Bank & Trust Co., Ruston	87,678,000	92,771,963	2464	
280	First National Bank, Shreveport	1,022,936,000	907,083,000	289	+ 9
291	Commercial National Bank, Shreveport	981,953,000	1,013,897,018	260	
599	Louisiana Bank & Trust Co., Shreveport	387,466,000	401,295,000	533	
870	Pioneer Bank & Trust Co., Shreveport	265,359,332	277,930,771	752	
2491	Shreveport Bank & Trust Co., Shreveport	98,637,647	103,117,784	2167	
2963	American Bank & Trust Co., Shreveport	84,009,252	73,180,528	3195	+ 232
2999	United Mercantile Bank, Shreveport	82,658,000	88,562,000	2603	
1295	First Bank, Slidell	177,131,799	156,323,000	1366	+71
964	Citizens Bank & Trust Co., Thibodaux	237,601,418	238,007,641	868	
2188	Lafourche National Bank, Thibodaux	109,965,402	106,307,828	2067	
2698	First American Bank & Trust, Vacherie	91,400,039	93,667,000	2434	
1495	Concordia Bank & Trust Co., Vidalia	155,690,590	144,449,230	1485	
3159	Evangeline Bank & Trust Co., Ville Platte	78,973,000	71,412,189	3278	+ 119
4673	American Security Bank, Ville Platte	54,062,000	60,511,000	3932	
1932	First National Bank, West Monroe	121,971,236	118,575,508	1816	
4700	Guaranty Bank & Trust Co., Zachary	53,790,000	37,475,000	6309	+1609
	MAINE				
490	Key Bank of Central Maine, Augusta	487,315,000	416,413,000	515	+25
397	Merrill Trust Co., Bangor	657,442,000	513,350,076	442	+45
2538	Key Bank of Eastern Maine, Bangor	97,032,000	80,383,000	2874	+ 336
2071	Bar Harbor Banking & Trust Co., Bar Harbor	115,075,067	95,207,049	2386	+ 315
4417	First National Bank, Bar Harbor	56,996,822	49,887,715	4823	+ 406
1800	Camden National Bank, Camden	129,867,439	99,829,066	2252	+ 452
2262	First National Bank, Damariscotta	107,271,650	80,849,009	2855	+ 593
2545	Union Trust Co., Ellsworth	96,749,962	79,920,892	2889	+ 344
3429	Ocean National Bank, Kennebunk	73,193,000	56,301,000	4243	+ 814
251	Casco Northern Bank NA, Portland	1,139,885,000	924,672,438	287	+36
338	Maine National Bank, Portland	809,779,000	608,917,000	386	+48
379	Norstar Bank of Maine, Portland	706,911,000	605,608,000	392	+13
573	Key Bank of Southern Maine, Portland	406,135,000	322,563,000	654	+81
2384	Key Bank of Northern Maine, Presque Isle	102,405,998	92,133,239	2493	+ 109
4354	Citibank (Maine) NA, South Portland	57,696,000	27,901,957	7899	+3545
	MARYLAND				
782	Farmers National Bank of Maryland, Annapolis	299,753,000	246,128,000	841	+59
1599	Annapolis Banking & Trust Co., Annapolis	145,172,356	117,519,388	1834	+ 235
47	Maryland National Bank, Baltimore	5,789,068,000	4,908,024,000	52	+ 5
82	First National Bank of Maryland, Baltimore	3,640,641,000	3,113,665,000	85	+ 3
106	Equitable Bank NA, Baltimore	2,925,112,000	2,778,688,000	97	
149	Signet Bank/Maryland, Baltimore	2,115,776,000	1,824,389,000	155	+ 6
165	Bank of Baltimore, Baltimore	1,929,407,000	1,545,857,000	178	+13
273	Mercantile-Safe Deposit & Trust Co., Baltimore	1,055,596,000	874,553,416	298	+25
747	Chase Bank of Maryland, Baltimore	312,160,000	423,599,000	....	
1762	Carrollton Bank, Baltimore	132,533,000	115,609,000	1874	+ 112
1812	Commercial Bank, Bel Air	129,166,752	110,057,000	1975	+ 163
1611	Calvin B. Taylor Banking Co., Berlin	144,168,374	88,893,000	2592	+ 981
116	Sovran Bank/Maryland, Bethesda	2,736,810,000	2,503,923,000	108	
1418	Mellon Bank (MD), Bethesda	162,983,000	....	....	
1498	Bank of Bethesda, Bethesda	155,381,000	129,345,000	1649	+ 151
3254	National Bank, Cambridge	77,081,000	67,628,000	3483	+ 229
4076	Jefferson Bank & Trust Co., Capitol Heights	61,535,000	38,962,011	6092	+2016
3180	Centreville National Bank, Centreville	78,403,000	65,158,000	3636	+ 456
2960	Chestertown Bank of Maryland, Chestertown	84,039,314	74,821,943	3111	+ 151
3443	Peoples Bank of Kent Cty., Chestertown	73,030,000	61,498,000	3880	+ 437
4904	Clifton Trust Bank, Cockeysville	51,710,824	42,714,470	5612	+ 708
1691	Liberty Bank of Maryland, Cumberland	137,548,502	113,388,192	1907	+ 216
1667	Bank of Damascus, Damascus	139,278,000	113,161,000	1910	+ 243
2015	Talbot Bank, Easton	117,501,000	88,035,000	2615	+ 600
1809	County Banking & Trust Co., Elkton	129,279,369	116,791,124	1848	+39
3695	Commercial & Farmers Bank, Ellicott City	67,599,865	52,422,093	4578	+ 883
1958	Forest Hill State Bank, Forest Hill	120,490,000	94,663,000	2400	+ 442
553	Farmers & Mechanics NB, Frederick	423,446,000	334,718,000	627	+74
1433	Frederick County National Bank, Frederick	161,617,296	113,914,913	1898	+ 465
1616	Fredericktown Bank & Trust Co., Frederick	143,654,000	121,638,000	1772	+ 156
2376	Potomac Valley Bank, Gaithersburg	102,743,000	79,193,353	2914	+ 538
2494	Bank of Glen Burnie, Glen Burnie	98,552,445	82,286,629	2800	+ 306
908	Hagerstown Trust Co., Hagerstown	250,799,000	218,545,000	949	+41
1411	Farmers & Merchants Bank, Hagerstown	163,687,345	129,353,095	1648	+ 237
3467	Bank of Southern Maryland, La Plata	72,507,000	64,607,000	3677	+ 210
981	Citizens National Bank, Laurel	233,782,478	200,973,000	1039	+58
1925	First National Bank of St. Mary's, Leonardtown	122,177,125	104,737,000	2120	+ 195
2515	Maryland Bank & Trust Co., Lexington Park	97,770,000	75,634,321	3065	+ 550
1020	First United Bank & Trust, Oakland	224,783,377	205,268,967	1018	
2246	Garrett National Bank, Oakland	107,839,365	93,351,953	2444	+ 198
952	Sandy Spring National Bank, Olney	238,974,911	182,186,786	1159	+ 207
4399	Eastern Shore National Bank, Pocomoke City	57,239,000	50,672,000	4740	+ 341
4899	Calvert Bank & Trust Co., Prince Frederick	51,750,536	37,737,128	6281	+1382
1773	Peninsula Bank, Princess Anne	131,669,531	116,257,283	1859	+86
3493	Queenstown Bank of Maryland, Queenstown	71,869,000	60,027,000	3964	+ 471
222	Citizens Bank & Trust Co., Riverdale	1,321,771,377	1,032,436,616	254	+32
1149	Dominion Bank of Maryland NA, Rockville	198,856,000	166,938,965	1272	+ 123
4713	First Women's Bank of Maryland, Rockville	53,622,160	40,267,000	5904	+1191
337	First American Bank of Maryland, Silver Spring	811,582,000	608,540,000	387	+50
2520	Sparks State Bank, Sparks	97,657,397	83,284,081	2766	+ 246
3377	Taneytown Bank & Trust Co., Taneytown	74,073,979	63,492,412	3738	+ 361
4706	Citibank (Maryland) NA, Towson	53,719,000	161,270,000	1329	
1672	United Bank & Trust Co., Upper Marlboro	138,634,341	100,318,905	2241	+ 569
930	Carroll County Bank & Trust Co., Westminster	244,399,000	216,050,899	958	+28
1868	Westminster B&T Co. of Carroll Cty., Westminster	125,686,000	111,240,000	1951	+83
3021	Union National Bank, Westminster	82,133,752	66,200,437	3561	+ 540
3571	Washington Cty. National Bank, Williamsport	70,060,204	59,187,000	4027	+ 456
	MASSACHUSETTS				
1755	Shawmut Bank of Hampshire Cty. NA, Amherst	132,998,000	104,300,000	2136	+ 381
1083	BayBank Merrimack Valley NA, Andover	210,306,721	177,631,654	1184	+ 101
3131	Beverly National Bank, Beverly	79,748,924	60,769,348	3917	+ 786
14	First National Bank, Boston	16,689,981,000	14,461,329,000	15	+ 1
31	Bank of New England NA, Boston	7,337,376,000	4,773,447,000	54	+23
37	Boston Safe Deposit & Trust Co., Boston	6,830,142,000	3,008,186,000	88	+51
56	State Street Bank & Trust Co., Boston	5,254,894,000	4,552,314,000	59	+ 3
78	Shawmut Bank NA, Boston	3,790,637,000	2,661,092,000	101	+23
323	Patriot Bank NA, Boston	861,602,000	714,810,000	344	+21
335	United States Trust Co., Boston	813,482,000	617,246,000	385	+50
479	Capitol Bank & Trust Co., Boston	512,862,000	306,302,000	683	+ 204
589	BayBank Boston NA, Boston	392,377,000	238,018,000	867	+ 278
857	Coolidge Bank & Trust Co., Boston	271,399,000	219,260,968	944	+87
1698	Olympic International B & T Co., Boston	137,179,000	62,354,815	3815	+2117
2577	Boston Trade Bank, Boston	95,477,000	....	....	
531	Plymouth-Home National Bank, Brockton	441,956,000	353,771,914	595	+64
1725	Shawmut First County Bank NA, Brockton	135,670,000	120,950,000	1783	+58
3671	Massachusetts Bank & Trust Co., Brockton	68,017,000	46,660,353	5159	+1488
123	BayBank Middlesex, Burlington	2,536,684,000	2,053,140,668	137	+14
310	BayBank Harvard Trust Co., Cambridge	924,311,000	757,383,000	325	+15
505	Shawmut County Bank NA, Cambridge	464,121,000	396,819,510	542	+37
852	USTrust/Middlesex, Cambridge	272,430,000	198,146,000	1060	+ 208
1116	Cambridge Trust Co., Cambridge	204,023,000	154,932,000	1383	+ 267
804	First Bank, Chelmsford	288,641,000	214,103,323	968	+ 164
2522	Broadway National Bank, Chelsea	97,527,000	73,653,000	3171	+ 649
246	BayBank Norfolk County Trust Co., Dedham	1,154,821,000	945,223,646	280	+34
3356	BayBank First Easthampton NA, Easthampton	74,451,307	53,551,934	4471	+1115
3439	National Bank, Fairhaven	73,090,467	65,915,002	3581	+ 142
758	Durfee Attleboro Bank, Fall River	307,753,040	267,193,587	773	+15
1515	Bank of Cape Cod, Falmouth	153,369,000	133,558,000	1608	+93
1579	Falmouth National Bank, Falmouth	146,514,104	126,690,094	1692	+ 113
1557	First Safety Fund National Bank, Fitchburg	148,134,000	123,323,000	1742	+ 185
600	Shawmut Community Bank NA, Framingham	386,633,000	324,414,000	649	+49
779	Framingham Trust Co., Framingham	300,696,133	240,348,098	861	+82
2176	USTrust/Essex NA, Gloucester	110,263,000	64,088,000	3701	+1525
2574	Shawmut Bank of Franklin Cty., Greenfield	95,721,000	98,781,000	2285	
1271	Lincoln Trust Co., Hingham	181,360,000	142,754,000	1508	+ 237
1719	Hudson National Bank, Hudson	136,089,000	100,738,535	2231	+ 512
521	Cape Cod Bank & Trust Co., Hyannis	448,544,758	354,546,087	594	+73
3754	First National Bank, Ipswich	66,551,000	51,697,000	4642	+ 888
268	Arlington Trust Co., Lawrence	1,077,325,000	954,422,381	276	+ 8
1978	Merchants National Bank, Leominster	119,395,000	94,265,448	2419	+ 441
4453	Depositors Trust Co., Lexington	56,569,275	31,279,000	7285	+2832
480	Union National Bank, Lowell	509,121,026	400,281,865	536	+56
4753	Commercial Bank & Trust Co., Lowell	53,176,620	53,010,000	4523	
4346	Century North Shore Bk & Tr Co., Lynn	57,859,000	45,278,000	5331	+ 985
823	Malden Trust Co., Malden	281,097,570	222,366,448	931	+ 108
2493	National Grand Bank, Marblehead	98,561,202	79,356,170	2910	+ 417
4601	First National Bank, Marlborough	54,776,000	42,228,000	5668	+1067
2909	Middleborough Trust Co., Middleboro	85,349,686	70,832,951	3311	+ 402
729	Home National Bank, Milford	319,436,127	174,766,145	1204	+ 475
738	USTrust/Norfolk, Milton	314,838,000	202,882,616	1028	+ 290
2370	Pacific National Bank, Nantucket	103,200,397	80,355,783	2875	+ 505
1095	Shawmut Needham Bank NA, Needham	208,215,000	160,472,000	1335	+ 240
1039	Shawmut Bk of S'eastern Mass NA, New Bedford	221,208,000	169,183,000	1250	+ 211
1292	University Bank & Trust Co., Newton	177,442,000	135,202,000	1591	+ 299
2260	Shawmut Bank of Cape Cod NA, Orleans	107,298,000	95,008,041	2392	+ 132
451	Essexbank, Peabody	552,806,000	442,262,000	499	+48
739	First Agricultural Bank, Pittsfield	314,814,633	286,658,135	731	
1102	Berkshire Bank & Trust Co., Pittsfield	207,111,763	174,927,795	1203	+ 101
602	BayBank Southeast NA, Plymouth	385,076,391	312,034,658	677	+75
347	South Shore Bank, Quincy	781,495,455	696,873,000	350	+ 3
411	Rockland Trust Co., Rockland	620,822,000	460,857,175	481	+70
1173	Shawmut Merchants Bank NA, Salem	194,777,000	173,524,000	1214	+41
1718	Saugus Bank & Trust Co., Saugus	136,115,837	109,689,098	1986	+ 268
2859	Slade's Ferry Trust Co., Somerset	86,822,917	65,361,140	3614	+ 755
903	Century Bank & Trust Co., Somerville	253,784,000	185,942,793	1137	+ 234
2513	Hampshire National Bank, South Hadley	97,936,000	83,513,000	2755	+ 242
227	Bank of New England-West NA, Springfield	1,289,813,000	1,119,641,000	230	+ 3
352	BayBank Valley Trust Co., Springfield	770,861,000	637,649,000	372	+20

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	MASSACHUSETTS (Cont.)				
583	Shawmut First Bank & Trust Co., Springfield	397,751,000	350,001,000	601	+18
1789	Multibank National of Western Mass., Springfield	130,444,802	141,829,128	1519	
635	First Bristol Cty. National Bank, Taunton	363,592,800	317,997,335	663	+28
2341	Marthas Vineyard National Bank, Vineyard Haven	104,039,731	75,458,904	3071	+ 730
648	Guaranty-First Trust Co., Waltham	355,946,000	249,067,597	831	+ 183
1606	Park West Bank & Trust Co., West Springfield	144,659,854	120,371,829	1789	+ 183
2686	Woburn National Bank, Woburn	91,786,035	63,007,000	3767	+1081
4908	Woburn Bank & Trust Co., Woburn	51,680,000	43,453,000	5529	+ 621
265	Shawmut Worcester County Bank NA, Worcester	1,089,756,900	951,633,054	278	+13
320	Guaranty Bank & Trust Co., Worcester	879,614,631	699,947,142	349	+29
640	Mechanics Bank, Worcester	361,071,000	330,461,000	635	
1607	Commerce Bank & Trust Co., Worcester	144,498,000	125,807,000	1704	+97
	MICHIGAN				
1802	Commercial Savings Bank, Adrian	129,639,507	126,813,927	1688	
2948	Bank of Lenawee, Adrian	84,307,438	77,260,341	2993	+45
3859	Adrian State Bank, Adrian	65,113,000	57,980,000	4116	+ 257
3540	Algonac Savings Bank, Algonac	70,596,165	61,050,292	3904	+ 364
2069	Bank of Alma, Alma	115,119,602	108,741,778	2008	
2511	Commercial National Bank, Alma	98,023,941	102,654,338	2180	
1957	NBD Alpena Bank, Alpena	120,524,792	113,252,000	1909	
1996	First of America Bank-Alpena, Alpena	118,338,168	110,469,914	1968	
569	First of America Bank-Ann Arbor, Ann Arbor	408,755,000	365,297,494	578	+ 9
771	NBD Ann Arbor NA, Ann Arbor	303,057,000	278,094,355	751	
802	Citizens Trust, Ann Arbor	289,772,000	268,939,000	767	
1326	Comerica Bank-Ann Arbor NA, Ann Arbor	173,963,000	160,111,492	1338	+12
4038	Michigan National Bank-Ann Arbor, Ann Arbor	62,178,000	55,233,000	4334	+ 296
2725	First of America-Thumb Area, Bad Axe	90,445,000	92,586,005	2474	
3848	First National Bank, Bad Axe	65,246,556	62,776,831	3786	
1520	Comerica Bank-Battle Creek, Battle Creek	153,066,000	154,174,743	1391	
721	First of America Bank-Bay City NA, Bay City	321,497,549	320,010,162	661	
2054	Manufacturers Bank, Bay City	115,673,000	101,751,000	2200	+ 146
3717	Second National Bank, Bay City	67,223,000	60,121,000	3958	+ 241
1062	Inter-City Bank, Benton Harbor	216,151,497	198,567,337	1057	
1247	NBD F&M Bank NA, Benton Harbor	184,267,000	185,821,782	1138	
2757	Old Kent Bank, Big Rapids	89,592,000	88,044,000	2614	
3995	First National Bank & Trust, Big Rapids	62,785,870	57,003,598	4187	+ 192
2082	Fidelity Bank, Birmingham	114,533,063	50,717,961	4732	+2650
1522	Old Kent Bank of Brighton, Brighton	152,918,000	134,018,349	1601	+79
4320	Michigan Bank-Livingston, Brighton	58,180,000	53,953,000	4436	+ 116
3517	Bryon Center State Bank, Byron Center	71,207,000	64,521,000	3681	+ 164
1297	NBD Cadillac Bank, Cadillac	176,760,972	171,419,000	1228	
3954	Old Kent Bank of Cadillac, Cadillac	63,394,000	57,186,000	4165	+ 211
4742	Chemical Bank West, Cadillac	53,258,000	48,799,488	4932	+ 190
4316	First of America Bank-Copper Country, Calumet	58,212,000	51,861,693	4633	+ 317
4565	Capac State Savings Bank, Capac	55,125,091	51,879,882	4632	+67
1728	Michigan National Bank-Michiana, Cassopolis	135,382,000	135,779,000	1583	
2462	Citizens National Bank, Cheboygan	99,649,528	92,698,570	2466	+ 4
3407	First of America Bank-Straits Area, Cheboygan	73,633,905	69,360,592	3400	
3016	Chelsea State Bank, Chelsea	82,245,097	73,382,987	3185	+ 169
2191	Chemical Bank-Clare, Clare	109,881,376	103,429,341	2157	
2194	Southern Michigan National Bank, Coldwater	109,809,000	100,820,089	2227	+33
2568	Branch County Bank, Coldwater	96,123,554	93,306,546	2445	
4871	Manufacturers Bank, Coopersville	52,031,000	48,424,000	4972	+ 101
4384	State Bank, Croswell	57,370,519	54,624,118	4383	
986	Michigan National Bank-South Metro, Dearborn	233,002,000	222,524,000	929	
1041	Dearborn Bank & Trust Co., Dearborn	220,986,762	198,736,25[illegible]	1055	+14
20	National Bank of Detroit, Detroit	9,714,319,000	8,951,708,000	21	+ 1
44	Comerica Bank-Detroit, Detroit	5,911,414,000	5,787,590,000	38	
57	Manufacturers National Bank, Detroit	5,237,695,000	4,754,163,000	56	
168	Michigan National Bank, Detroit	1,881,591,000	1,513,425,000	184	+16
308	First of America Bank-Detroit NA, Detroit	926,754,000	889,495,000	296	
3853	First Independence Nat'l Bank, Detroit	65,211,179	61,190,541	3894	+41
1079	First State Bank, East Detroit	210,969,500	194,643,000	1076	
3095	Northwestern State Bank, East Jordan	80,330,000	78,300,000	2949	
1580	Bank One, East Lansing	146,471,000	144,378,042	1486	
4400	First National Bank, East Lansing	57,222,782	52,169,121	4603	+ 203
4954	Michigan Bank-Huron, East Tawas	51,048,000	50,190,000	4796	
2667	First National Bank & Trust Co., Escanaba	92,332,804	90,548,973	2556	
4415	State Bank, Escanaba	57,021,000	50,018,272	4811	+ 396
4819	Michigan Nat'l Bank-Farmington, Farmington Hills	52,435,000	49,762,000	4836	+17
2196	State Savings Bank, Fenton	109,778,435	100,226,676	2244	+48
3399	Bank One Fenton NA, Fenton	73,739,951	71,014,550	3304	
296	Citizens Commercial & Savings Bank, Flint	962,779,000	947,174,000	279	
332	Genesee Merchants Bank & Trust Co., Flint	820,863,180	850,306,000	305	
794	Michigan National Bank-Mid Michigan, Flint	292,872,000	276,826,000	756	
844	First of America Bank-Frankenmuth, Frankenmuth	273,625,000	289,292,000	723	
2321	State Bank, Fraser	104,862,697	98,612,789	2291	
2285	Old Kent Bank, Gaylord	106,139,746	99,028,870	2275	
2670	First of America Bank-Mid Michigan, Gladwin	92,245,664	84,747,516	2722	+52
4276	Old Kent Bank, Grand Blanc	58,853,000	54,190,190	4419	+ 143
950	Old Kent Bank of Grand Haven, Grand Haven	239,921,000	200,454,000	1041	+91
1714	Peoples Bank & Trust Co., Grand Haven	136,269,713	119,283,320	1807	+93
130	Old Kent Bank & Trust Co., Grand Rapids	2,375,022,000	2,043,801,000	139	+ 9
344	Union Bank & Trust Co. NA, Grand Rapids	791,600,800	692,841,000	353	+ 9
3174	United Bank of Michigan, Grand Rapids	78,580,499	68,979,884	3420	+ 246
3666	FNB-First Michigan Bank-Grand Rapids NA	68,115,762	52,436,753	4577	+ 911
2290	NBD Grand Valley Bank NA, Grandville	105,975,454	92,550,485	2478	+ 188
4250	Old Kent Bank, Greenville	59,222,864	52,017,664	4620	+ 370
4806	Commercial Bank, Greenville	52,542,000	48,614,784	4950	+ 144
4003	Farmers & Merchants State Bank, Hale	62,617,000	57,220,000	4162	+ 159
620	Bank of Commerce, Hamtramck	375,017,000	355,442,342	592	
887	Liberty State Bank & Trust, Hamtramck	260,392,285	243,727,090	848	
2533	Peoples State Bank, Hamtramck	97,130,524	89,412,810	2585	+52
4189	Superior National Bank & Trust Co., Hancock	60,091,000	56,226,000	4252	+63
4733	FMB-Oceana Bank, Hart	53,333,775	48,899,000	4915	+ 182
3755	Hastings City Bank, Hastings	66,512,271	65,982,050	3575	
3040	Hillsdale County National Bank, Hillsdale	81,663,042	78,513,000	2938	
3287	Old Kent Bank, Hillsdale	76,342,482	74,337,340	3139	
1088	Old Kent Bank, Holland	209,743,000	199,504,000	1049	
2599	First of America Bank-Holland NA, Holland	94,799,021	88,733,672	2597	
2697	First of America Bank-Livingston, Howell	91,420,000	84,984,422	2716	+19
2721	First National Bank, Howell	90,525,196	74,146,127	3147	+ 426
2344	First Security Bank, Ionia	103,900,000	95,707,068	2373	+29
3018	Ionia County National Bank, Ionia	82,230,000	76,717,123	3012	
3329	First National Bank, Iron Mountain	75,239,490	71,087,805	3298	
3932	Commercial Nat'l Bank & Trust Co., Iron Mountain	63,767,559	60,573,693	3930	
3807	First National Bank, Ironwood	65,720,485	57,108,673	4177	+ 370
3907	First America Bank-Gogebic NA, Ironwood	64,279,828	44,231,303	5439	+1532
4031	Miners First National Bank & Trust Co., Ishpeming	62,287,068	58,605,393	4071	+40
682	Comerica Bank-Jackson NA, Jackson	338,087,000	299,834,671	705	+23
708	City Bank & Trust Co. NA, Jackson	325,708,820	304,651,297	687	
3252	Michigan Bank-Midwest, Jackson	77,130,000	80,634,000	2866	
368	First of America-Michigan NA, Kalamazoo	728,276,333	696,839,446	351	
525	Old Kent Bank of Kalamazoo, Kalamazoo	447,468,000	....	....	
1014	Comerica Bank-Kalamazoo, Kalamazoo	225,707,000	215,111,000	963	
3629	Michigan National Bank-West, Kalamazoo	68,792,000	68,496,000	3441	
208	Michigan National Bank, Lansing	1,449,501,000	1,506,774,000	185	
543	First of America Bank-Central, Lansing	428,671,788	398,712,706	539	
851	Manufacturers Bank of Lansing, Lansing	272,756,000	246,298,000	840	
2803	NBD Commerce Bank. Lansing	88,291,409	68,099,880	3464	+ 661
1935	Lapeer County Bank & Trust Co., Lapeer	121,831,131	105,635,946	2085	+ 150
2931	First of America Bank-Lapeer NA, Lapeer	84,868,000	87,861,000	2623	
4816	Michigan Bank-Mid South, Litchfield	52,471,000	53,745,000	4457	
668	Michigan National Bank-West Metro, Livonia	343,091,000	311,732,000	678	+10
1502	Comerica Bank-Livonia, Livonia	155,239,000	140,675,000	1531	+29
2192	Manufacturers Bank, Livonia	109,836,000	100,304,000	2242	+50
4197	State Savings Bank, Lowell	59,907,944	54,462,953	4396	+ 199
4367	First of America Bank-Ludington, Ludington	57,591,000	52,075,458	4614	+ 247
2406	Manistee Bank & Trust Co., Manistee	101,377,594	97,119,445	2340	
2777	Security National Bank, Manistee	88,986,692	86,629,262	2663	
1280	First National Bank & Trust Co., Marquette	179,887,052	144,821,921	1479	+ 199
4685	First of America Bank-Marquette NA, Marquette	53,899,094	52,688,164	4548	
3081	Dart National Bank, Mason	80,565,000	75,719,000	3060	
3925	Mason State Bank, Mason	63,871,000	53,179,000	4508	+ 583
4285	First National Bank & Trust, Menominee	58,723,000	57,031,000	4183	
606	Chemical Bank & Trust Co., Midland	380,204,000	362,525,204	582	
1489	Michigan National Bank-Valley, Midland	156,373,000	168,595,000	1254	
2027	Comerica Bank-Midland, Midland	117,113,000	104,520,402	2126	+99
735	Monroe Bank & Trust, Monroe	315,668,350	297,595,792	706	
1051	Security Bank, Monroe	218,319,667	199,158,809	1052	+ 1
882	First Macomb Bank, Mount Clemens	261,520,000	237,344,000	872	
904	First National Bank, Mount Clemens	253,215,278	220,358,844	940	+36
1705	Isabella Bank & Trust, Mount Pleasant	136,790,301	133,880,336	1603	
3445	First of America Bank-Mt. Pleasant, Mount Pleasant	73,008,356	70,598,404	3331	
790	Comerica Bank-Hackley NA, Muskegon	295,422,000	296,089,000	708	
943	First of America Bank-Muskegon, Muskegon	240,890,100	220,530,515	939	
1300	FMB-LumbermansBank, Muskegon	176,523,000	163,239,000	1310	+10
4744	First National Bank, Negaunee	53,238,000	50,508,000	4763	+19
843	Old Kent Bank-Southwest, Niles	274,001,649	233,288,000	884	+41
2829	Michigan National Bank-West Oakland, Novi	87,756,000	79,986,000	2886	+57
3572	Comerica Bank-Metro West NA, Novi	70,036,000	57,058,000	4179	+ 607
974	Old Kent Bank-Central, Owosso	236,168,244	214,377,312	965	
3058	Key State Bank, Owosso	81,178,000	71,379,000	3280	+ 222
3055	Oxford Bank, Oxford	81,233,790	70,982,129	3305	+ 250
1743	First National Bank & Trust Co., Petoskey	133,886,160	114,336,554	1894	+ 151
2411	Old Kent Bank of Petoskey, Petoskey	101,207,000	90,171,000	2568	+ 157
3223	Thumb National Bank & Trust Co., Pigeon	77,566,256	73,627,460	3172	
3391	First of America Bank-Plymouth NA, Plymouth	73,878,872	62,283,865	3820	+ 429
425	Pontiac State Bank, Pontiac	592,578,705	567,208,866	414	
463	First of America Bank-Oakland Macomb NA, Pontiac	537,031,000	526,029,667	441	
755	Michigan Bank-Port Huron, Port Huron	308,499,000	286,470,000	732	
869	Peoples Bank of Port Huron, Port Huron	265,844,078	20,214,000	....	
4986	Maynard-Allen State Bank, Portland	50,754,233	45,548,191	5298	+ 312
4590	First of America Bank-South Central NA, Quincy	54,860,400	52,821,500	4538	
2936	Security Bank, Richmond	84,790,417	76,128,372	3038	+ 102
4305	First of America Bank-Rochester NA, Rochester	58,327,193	51,896,024	4629	+ 324
3681	Independent Bank-West Michigan, Rockford	67,787,053	61,517,416	3879	+ 198
1784	NBD Roscommon Bank, Roscommon	130,894,602	129,091,694	1656	
433	First of America Bank-Wayne Oakland, Royal Oak	576,254,000	533,862,155	434	+ 1
2760	National Bank, Royal Oak	89,474,000	83,885,000	2743	
467	Second National Bank, Saginaw	528,838,503	509,837,388	444	
1861	NBD Saginaw, Saginaw	125,973,000	115,879,000	1869	+ 8
1729	Commercial & Savings Bank, St. Clair	135,340,662	129,330,695	1650	
2879	Security Bank, St. Clair Shores	86,164,000	77,496,000	2980	+ 101
3069	Manufacturers Bank of the Shores, St. Clair Shores	80,837,000	65,163,000	3633	+ 564
1751	Clinton Bank & Trust Co., St. Johns	133,131,693	126,570,000	1694	
4078	Old Kent Bank, St. Johns	61,516,222	61,130,427	3899	
1608	Peoples State Bank, St. Joseph	144,495,000	125,702,682	1707	+99
2629	Manufacturers Bank, Saline	93,976,000	87,808,000	2626	
2319	NBD Sandusky Bank, Sandusky	104,909,440	105,210,234	2098	
3029	Sault Savings Bank, Sault St.e Marie	81,935,000	79,501,000	2905	
4581	State Savings Bank, Scottville	54,941,970	51,160,288	4688	+ 107
4348	Shelby State Bank, Shelby	57,819,000	53,184,000	4507	+ 159
1914	Citizens Trust & Savings Bank, South Haven	122,950,348	117,532,209	1833	
477	Michigan National Bank-Oakland, Southfield	514,844,000	458,940,000	482	+ 5
1160	Manufacturers Bank of Southfield NA, Southfield	196,735,000	186,077,000	1135	
1199	Comerica Bank-Southfield, Southfield	191,300,000	182,039,000	1160	
266	Security Bank & Trust Co., Southgate	1,080,017,000	936,405,000	284	+18
3858	Sparta State Bank, Sparta	65,115,712	60,988,386	3908	+50
4889	First National Bank, St. Ignace	51,826,000	48,534,000	4960	+71
2467	State Bank, Standish	99,518,585	94,647,084	2402	
3900	Chemical Bank Montcalm, Stanton	64,463,858	65,148,000	3637	
1697	Comerica Bank-Metro East NA, Sterling Heights	137,202,000	126,270,000	1701	+ 4
2925	Michigan National Bank-Sterling, Sterling Heights	84,940,000	78,488,000	2939	+14
2231	Bank One, Sturgis	108,437,593	....	....	
3219	First National Bank & Trust Co., Sturgis	77,609,986	74,019,175	3153	
1813	Charter National Bank, Taylor	129,106,634	117,178,036	1837	+24
1723	United Savings Bank, Tecumseh	135,739,187	122,640,910	1752	+29
4558	Bank of Three Oaks, Three Oaks	55,243,487	49,899,691	4821	+ 263
3964	First National Bank, Three Rivers	63,239,517	61,241,414	3889	
770	Old Kent Bank-Grand Traverse, Traverse City	303,976,000	264,771,000	781	+11
1269	Empire National Bank, Traverse City	181,705,000	160,602,000	1334	+65
2016	NBD Northwest Bank NA, Traverse City	117,495,925	110,316,623	1971	
4375	First of America Bank-Grand Traverse, Traverse City	57,429,000	54,376,000	4402	+27
1061	Old Kent Bank-Southeast, Trenton	216,181,426	210,212,000	990	
1955	Trenton Bank & Trust Co., Trenton	120,659,296	115,953,000	1865	
565	Michigan National Bank-North Metro, Troy	412,524,000	370,722,000	571	+ 6
1156	Comerica Bank-Troy, Troy	197,230,000	177,541,000	1185	+29
3547	Liberty Bank-Oakland, Troy	70,437,883	62,457,213	3804	+ 257
693	Comerica Bank-Warren NA, Warren	331,469,000	303,031,000	696	+ 3
926	Warren Bank, Warren	246,192,000	211,802,000	978	+52
1074	Michigan National Bank of Macomb, Warren	212,840,000	200,114,000	1043	
3261	Wayne Bank, Wayne	76,993,438	69,509,725	3392	+ 131
4254	First of America Bank-West Branch, West Branch	59,170,363	57,133,167	4171	
4866	Peoples State Bank, Williamston	52,045,000	42,771,852	5603	+ 737
685	Wyandotte Savings Bank, Wyandotte	336,265,000	315,013,000	670	
686	Michigan National Bank-Central, Wyoming	336,045,000	302,570,000	698	+12
1941	Ypsilanti Savings Bank, Ypsilanti	121,599,246	111,195,251	1952	+11
2502	National Bank, Ypsilanti	98,395,670	96,271,693	2360	

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	MICHIGAN (Cont.)				
587	FMB-First Michigan Bank, Zeeland	394,088,000	346,306,000	607	+20
	MINNESOTA				
4548	First Bank NA-Albert Lea, Albert Lea	55,363,550	54,761,000	4373	
3112	First American Bank & Trust, Alexandria	80,051,710	56,963,122	4196	+1084
3588	First National Bank, Alexandria	69,807,000	65,044,000	3647	+59
1437	First National Bank, Anoka	161,353,000	152,800,000	1405	
3986	Northern Bank, Anoka	62,849,000	52,315,000	4590	+ 604
2117	First National Bank, Austin	113,427,000	121,245,000	1776	
4559	Norwest Bank Austin, Austin	55,232,000	51,053,000	4700	+ 141
3680	First State Bank, Bayport	67,821,000	69,206,000	3410	
1921	First National Bank, Bemidji	122,591,946	111,826,660	1937	+16
2437	Northern National Bank, Bemidji	100,623,000	49,191,000	4887	+2450
4292	First Northtown National Bank, Blaine	58,525,000	51,473,000	4661	+ 369
821	Norwest Bank Bloomington NA, Bloomington	283,480,000	243,093,782	854	+33
1165	Community State Bank, Bloomington	195,826,000	168,923,000	1251	+86
2303	Metropolitan Bank, Bloomington	105,612,086	96,934,192	2343	+40
3656	First National Bank, Brainerd	68,265,000	72,989,000	3206	
3659	First American Bank, Brainerd	68,219,289	73,538,648	3176	
4586	Buffalo National Bank, Buffalo	54,914,000	51,108,000	4696	+ 110
4714	First National Bank, Burnsville	53,586,000	44,332,000	5427	+ 713
4619	Peoples State Bank, Cambridge	54,618,428	50,668,873	4742	+ 123
4363	First National Bank, Cloquet	57,599,000	53,175,000	4509	+ 146
3586	Marquette Bank Columbia Heights	69,839,000	62,153,000	3829	+ 243
2068	First American National Bank, Crookston	115,158,856	111,503,626	1945	
2693	Bank North, Crystal	91,443,853	89,389,490	2586	
3865	First American Bank, Detroit Lakes	65,062,403	61,667,051	3871	+ 6
4862	First National Bank, Detroit Lakes	52,072,000	48,488,000	4965	+ 103
696	First Bank NA, Duluth	330,233,000	302,157,000	699	+ 3
1096	Norwest Bank Duluth NA, Duluth	208,176,000	206,877,000	1008	
4373	North Shore Bank of Commerce, Duluth	57,488,000	55,164,000	4339	
3106	Suburban National Bank, Eden Prairie	80,104,876	70,577,439	3332	+ 226
838	First Southdale Nat'l Bank, Edina	275,463,000	229,064,000	903	+65
970	First Edina National Bank, Edina	236,432,246	198,981,187	1053	+83
4112	Southwest Fidelity State Bank, Edina	61,162,141	56,695,871	4215	+ 103
4213	First National Bank, Elk River	59,687,693	51,559,346	4649	+ 436
3651	Bank Excelsior, Excelsior	68,321,000	56,629,513	4220	+ 569
3920	Martin County National Bank, Fairmont	64,034,000	60,508,000	3933	+13
4949	First National Bank, Fairmont	51,119,000	53,986,000	4433	
2584	Norwest Bank Faribault NA, Faribault	95,332,000	91,202,000	2533	
3610	State Bank, Faribault	69,197,898	62,042,294	3846	+ 236
3199	Norwest Bank Fergus Falls NA, Fergus Falls	78,012,469	75,043,000	3099	
3975	First National Bank, Fergus Falls	62,985,000	62,860,360	3775	
4437	Security Bank & Trust Co., Glencoe	56,790,514	54,600,000	4386	
3030	Golden Valley Bank-A United Bank, Golden Valley	81,921,000	77,919,000	2965	
2812	Grand Rapids State Bank, Grand Rapids	88,167,000	74,749,000	3116	+ 304
2950	Norwest Bank Grand Rapids NA, Grand Rapids	84,269,000	78,910,796	2921	
3115	Norwest Bank Hastings NA, Hastings	79,991,000	62,428,000	3808	+ 693
4476	Security State Bank, Hibbing	56,281,000	55,434,000	4311	
4895	Merchants & Miners State Bank, Hibbing	51,784,000	51,278,797	4677	
916	First National Bank, Hopkins	249,234,000	235,870,000	875	
1157	Norwest Bank MetroWest NA, Hopkins	197,109,000	135,817,000	1582	+ 425
2347	Citizens Bank & Trust Co., Hutchinson	103,839,000	93,568,000	2436	+89
4793	First National Bank, Long Prairie	52,684,878	50,938,588	4712	
4682	First Bank Luverne NA, Luverne	53,927,000	55,349,000	4318	
1749	Norwest Bank Mankato NA, Mankato	133,406,000	131,423,758	1633	
2131	First National Bank, Mankato	112,677,000	103,654,000	2152	+21
4205	American Bank-Mankato, Mankato	59,787,000	44,225,351	5440	+1235
2140	Norwest Bank Maple Grove NA, Maple Grove	111,988,000	82,213,000	2805	+ 665
4587	Town & Country Bank-Maplewood, Maplewood	54,907,000	52,991,000	4526	
4772	Maplewood State Bank, Maplewood	52,872,957	43,544,000	5515	+ 743
2168	Norwest Bank Marshall NA, Marshall	110,549,152	93,402,007	2441	+ 273
4430	First American Bank & Trust, Marshall	56,868,000	54,784,892	4371	
4880	First Bank Southwest NA, Marshall	51,906,000	52,205,098	4601	
45	First National Bank, Minneapolis	5,826,850,000	5,415,656,000	44	
70	Norwest Bank Minneapolis NA, Minneapolis	4,104,098,000	4,268,538,000	63	
257	Marquette Bank Minneapolis NA, Minneapolis	1,116,423,000	1,027,646,000	258	+ 1
611	National City Bank, Minneapolis	378,016,000	350,401,000	600	
854	First Bank NA-Lake, Minneapolis	272,134,000	264,966,000	779	
911	Norwest Bank Midland NA, Minneapolis	250,113,000	286,168,000	734	
1290	Norwest Bank Central NA, Minneapolis	178,208,000	162,583,000	1314	+24
1523	Norwest Bank Calhoun-Isles NA, Minneapolis	152,897,000	131,009,544	1637	+ 114
2133	Norwest Bank Camden NA, Minneapolis	112,426,000	100,346,000	2240	+ 107
2917	Norwest Bank Old St. Anthony NA, Minneapolis	85,192,000	81,575,000	2829	
3283	Norwest Bank MetroSouth NA, Minneapolis	76,500,000	58,600,000	4073	+ 790
3834	Northeast State Bank, Minneapolis	65,421,452	59,982,061	3967	+ 133
3944	Norwest Bank University-Midway NA, Minneapolis	63,586,991	60,351,000	3944	
3942	Resource Bank & Trust, Minnetonka	63,606,000	41,177,000	5799	+1857
3317	First National Bank, Montevideo	75,467,934	72,953,921	3209	
2204	Norwest Bank Moorhead NA, Moorhead	109,367,201	101,539,000	2205	+ 1
3604	American Bank & Trust Co., Moorhead	69,354,483	69,643,748	3385	
2765	First State Bank, New Brighton	89,315,000	79,900,000	2890	+ 125
3208	State Bank & Trust Co., New Ulm	77,850,021	65,308,815	3622	+ 414
4343	Citizens Bank, New Ulm	57,951,000	55,883,000	4274	
4567	Farmers & Merchants State Bank, New Ulm	55,105,191	49,186,786	4888	+ 321
4253	Northwest Bank, Northfield	59,197,000	51,539,000	4652	+ 399
2442	Norwest Bank Owatonna NA, Owatonna	100,342,000	91,895,000	2506	+64
4072	First National Bank, Owatonna	61,558,620	59,289,000	4022	
4676	First National Bank, Pipestone	54,018,000	49,986,955	4815	+ 139
4107	Princeton State Bank, Princeton	61,238,877	55,278,283	4328	+ 221
2523	Goodhue County National Bank, Red Wing	97,503,980	94,360,667	2412	
4118	Norwest Bank Redwood Falls NA, Redwood Falls	61,095,000	61,560,000	3876	
1229	Richfield Bank & Trust Co., Richfield	186,648,000	163,278,000	1309	+80
1759	First Bank Robbinsdale NA, Robbinsdale	132,708,677	148,537,000	1437	
1107	First National Bank, Rochester	205,917,000	208,464,000	1001	
1132	Norwest Bank Rochester NA, Rochester	202,334,000	193,308,000	1085	
1918	Marquette Bank Rochester, Rochester	122,787,942	89,944,842	2572	+ 654
4120	Citizens State Bank, Roseau	61,056,000	56,880,982	4204	+84
2[illegible]79	Roseville Bank, Roseville	110,168,828	90,988,066	2539	+ 360
3024	North Star State Bank, Roseville	82,113,700	63,567,454	3735	+.711
3536	St. Anthony National Bank, St. Anthony Villag	70,673,000	63,760,304	3723	+ 187
1374	First American National Bank, St. Cloud	167,550,180	145,829,125	1470	+96
1934	Zapp National Bank, St. Cloud	121,941,000	113,636,000	1903	
2966	Norwest Bank St. Cloud NA, St. Cloud	83,895,000	80,888,000	2853	
3688	St. Cloud National Bank & Trust Co., St. Cloud	67,719,000	61,886,226	3854	+ 166
2052	Park National Bank, St. Louis Park	115,709,252	106,026,644	2070	+18
2291	Shelard National Bank, St. Louis Park	105,963,795	87,780,000	2627	+ 336
2811	First Western Bank, St. Louis Park	88,170,996	75,035,029	3100	+ 289
2930	Citizens State Bank, St. Louis Park	84,888,354	76,601,430	3017	.+87
95	First National Bank, St. Paul	3,202,279,000	3,162,067,000	84	
556	American National Bank & Trust Co, St. Paul	419,384,792	411,115,563	522	
566	Norwest Bank St. Paul NA, St. Paul	412,313,000	454,934,000	487	
1145	Midway National Bank, St. Paul	200,114,543	182,301,005	1156	+11
1226	First Bank East NA, St. Paul	186,897,020	184,495,686	1148	
1435	Commercial State Bank, St. Paul	161,425,837	154,432,279	1388	
1459	Eastern Heights State Bank, St. Paul	159,175,579	140,212,511	1535	+76
1979	First Bank Grand NA, St. Paul	119,215,000	119,791,000	1799	
1992	Liberty State Bank, St. Paul	118,558,000	98,180,000	2308	+ 316
2600	First Bank Security NA, St. Paul	94,787,000	88,000,000	2616	+16
2970	Norwest Bank East St. Paul NA, St. Paul	83,840,000	80,712,000	2863	
3455	Western State Bank, St. Paul	72,785,000	63,231,000	3756	+ 301
4291	Cherokee State Bank, St. Paul	58,601,000	48,450,075	4969	+ 678
4664	Highland Bank, St. Paul	54,161,000	47,567,000	5073	+ 409
4784	Capital Bank, St. Paul	52,783,000	52,520,000	4566	
4808	Minnesota State Bank, St. Paul	52,524,121	46,469,942	5188	+ 380
4388	First National Bank, St. Peter	57,343,061	52,540,630	4563	+ 175
3934	First National Bank, Shakopee	63,714,000	56,530,000	4226	+ 292
3961	First Security State Bank, Sleepy Eye	63,314,000	61,225,360	3890	
2159	Drovers First American, South St. Paul	111,037,624	90,436,000	2559	+ 400
2823	Norwest Bank South St. Paul NA, South St. Paul	87,902,000	92,889,000	2457	
2371	First National Bank, Stillwater	103,049,000	94,054,000	2423	+52
3885	Northern State Bank, Thief River Falls	64,653,000	59,534,560	4004	+ 119
4671	Norwest Bank Thief River Falls NA, Thief River Falls	54,083,416	53,496,000	4478	
1283	First Bank Minnesota NA, Virginia	179,337,924	177,205,372	1189	
2200	Norwest Bank Mesabi NA, Virginia	109,506,000	112,515,000	1925	
1442	Bank Wayzata, Wayzata	160,710,000	142,753,000	1509	+67
4953	First National Bank, Wayzata	51,061,267	48,192,294	5000	+47
2751	Signal Bank Inc., West St. Paul	89,638,000	80,765,000	2858	+ 107
2555	First Bank White Bear Lake NA, White Bear Lake	96,377,300	75,098,000	3091	+ 536
2972	First National Bank, Willmar	83,793,000	75,709,000	3061	+89
3033	First American Bank & Trust, Willmar	81,822,366	73,811,750	3165	+ 132
1429	Merchants National Bank, Winona	161,988,050	150,830,164	1422	
2666	Norwest Bank Winona NA, Winona	92,348,000	96,922,000	2345	
2699	Winona National & Savings Bank, Winona	91,358,073	81,911,155	2815	+ 116
3249	First National Bank, Worthington	77,197,000	81,895,000	2816	
4900	Norwest Bank Worthington NA, Worthington	51,737,774	53,212,371	4505	
	MISSISSIPPI				
3447	Security Bank, Amory	72,926,000	59,914,000	3973	+ 526
3655	Batesville Security Bank, Batesville	68,273,347	63,721,951	3725	+70
2428	Merchants Bank & Trust Co., Bay St. Louis	100,766,275	92,917,851	2456	+28
1383	First United Bank, Bay Springs	166,876,129	164,055,220	1299	
3384	Citizens Bank & Trust Co., Belzoni	73,970,000	91,560,000	2517	
1447	Peoples Bank, Biloxi	160,237,391	134,992,945	1595	+ 148
1843	Metropolitan National Bank, Biloxi	127,126,000	119,095,032	1809	
1548	Rankin County Bank, Brandon	148,679,869	138,011,000	1557	+ 9
4766	State Bank & Trust Co., Brookhaven	52,994,015	48,507,813	4962	+ 196
3335	Carthage Bank, Carthage	75,173,000	68,436,767	3448	+ 113
809	United Southern Bank, Clarksdale	286,724,000	278,775,000	750	
3498	First National Bank, Clarksdale	71,782,472	61,551,377	3877	+ 379
2967	Cleveland State Bank, Cleveland	83,875,000	80,057,000	2883	
3478	Citizens Bank, Columbia	72,262,520	65,140,000	3638	+ 160
1753	First-Columbus National Bank, Columbus	133,085,055	126,652,461	1693	
2539	UniSouth Banking Corp., Columbus	97,001,524	91,264,515	2530	
2642	Security Bank, Corinth	93,536,692	92,008,651	2499	
3313	National Bank of Commerce, Corinth	75,598,033	72,616,598	3224	
4491	Merchants & Manufacturers Bank, Ellisville	56,048,000	53,964,000	4435	
4570	Bank of Forest, Forest	55,081,531	47,503,000	5079	+ 509
4789	Farmers & Merchants Bank, Forest	52,705,746	46,476,949	5187	+ 398
3992	Bank of Commerce, Greenwood	62,799,156	56,330,620	4241	+ 249
285	Sunburst Bank, Grenada	1,008,728,000	819,370,096	311	+26
360	Hancock Bank, Gulfport	751,119,000	716,438,000	342	
3288	Gulf National Bank, Gulfport	76,287,000	66,583,000	3542	+ 254
4760	Copiah Bank NA, Hazlehurst	53,106,620	53,030,580	4522	
3267	Hernando Bank, Hernando	76,863,132	64,572,000	3678	+ 411
2458	Planters Bank & Trust Co., Indianola	99,800,007	86,336,619	2672	+ 214
4914	Peoples Bank of the delta, Indianola	51,581,391	38,708,868	6143	+1229
4435	Iuka Guaranty Bank, Iuka	56,818,619	49,069,903	4902	+ 467
144	Deposit Guaranty National Bank, Jackson	2,167,631,000	2,071,701,000	133	
161	Trustmark National Bank, Jackson	1,961,470,949	1,803,204,457	158	
1250	Great Southern National Bank, Jackson	183,848,000	186,398,000	1131	
1115	Merchants & Farmers Bank, Kosciusko	204,323,000	191,484,301	1097	
1693	Commercial National Bank & Trust Co., Laurel	137,477,854	140,575,205	1532	
4195	Bank of Laurel, Laurel	59,985,819	60,764,000	3920	
4262	First National Bank of Holmes Cty., Lexington	59,098,189	56,472,613	4230	
4746	Merchants & Farmers Bank, Macon	53,227,525	48,072,441	5009	+ 263
1293	First Bank, McComb	177,385,261	167,542,447	1263	
969	Citizens National Bank, Meridian	236,707,978	177,739,326	1183	+ 214
3273	United Mississippi Bank, Natchez	76,666,004	71,030,098	3301	+28
3302	Britton & Koontz First Nat'l Bank, Natchez	75,870,548	81,834,000	2818	
2005	First National Bank, New Albany	117,846,000	116,917,579	1842	
2741	Bank of New Albany, New Albany	89,952,622	83,354,500	2760	+19
3823	Newton County Bank, Newton	65,602,095	62,086,000	3838	+15
4939	First National Bank, Oxford	51,268,000	47,418,402	5085	+ 146
2152	Merchants & Marine Bank, Pascagoula	111,361,774	108,128,173	2016	
2199	Citizens Bank, Philadelphia	109,601,270	99,872,716	2250	+51
3698	First National Bank, Pontotoc	67,504,000	62,733,000	3788	+90
4239	Southeast Mississippi Bank, Quitman	59,331,284	58,676,461	4062	
2421	Peoples Bank, Ripley	100,902,000	96,656,929	2352	
848	National Bank of Commerce, Starkville	273,276,588	257,024,790	800	
1587	Security State Bank, Starkville	146,045,479	132,686,267	1617	+30
294	Bank of Mississippi, Tupelo	972,022,000	578,107,000	404	+ 110
596	Peoples Bank & Trust Co., Tupelo	388,215,000	359,608,150	587	
976	First Citizens National Bank, Tupelo	234,823,000	198,863,331	1054	+78
1238	First National Bank, Vicksburg	185,408,722	171,834,761	1226	
1864	Merchants National Bank, Vicksburg	125,809,790	116,769,271	1849	
2445	First State Bank, Waynesboro	100,239,337	92,883,507	2458	+13
3943	Bank of Yazoo City, Yazoo City	63,604,455	61,796,394	3860	
	MISSOURI				
4153	Gentry County Bank, Albany	60,576,000	58,420,000	4083	
4119	Mercantile First County Bank NA, Bloomfield	61,072,871	41,986,531	5694	+1575
2019	Blue Springs Bank, Blue Springs	117,349,693	100,383,778	2239	+ 220
4317	Community State Bank, Bowling Green	58,210,405	49,228,901	4885	+ 568
3342	Centerre Bank of Branson, Branson	74,870,225	72,574,301	3226	
4577	Security Bank & Trust Co., Branson	55,016,000	53,067,000	4516	
4599	United Missouri Bank N. Central, Brookfield	54,799,476	48,608,929	4951	+ 352
4715	O'Bannon Banking Co., Buffalo	53,525,721	46,970,000	5127	+ 412
4748	Boatmen's Bank of Butler, Butler	53,211,000	50,647,000	4748	
2795	First National Bank, Camdenton	88,517,916	81,838,604	2817	+22
1684	Boatmen's Bank, Cape Girardeau	137,795,714	132,853,906	1616	
2225	Centerre Bank of Cape Girardeau NA	108,678,467	98,163,374	2309	+84

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	MISSOURI (Cont.)				
3706	Boatmen's Bank of Carthage, Carthage	67,364,000	61,980,000	3849	+ 143
4838	First State Bank, Caruthersville	52,280,000	54,996,392	4354	
4019	Boatmen's National Bank of Cassville, Cassville	32,397,518	58,293,348	4089	+70
4786	Commerce Bank of Barry Cty. NA, Cassville	52,729,000	48,774,000	4934	+ 148
4683	First Security State Bank, Charleston	53,911,928	51,440,160	4663	
1866	Citizens Bank & Trust Co., Chillicothe	125,779,000	115,623,000	1873	+ 7
4451	Chillicothe State Bank, Chillicothe	56,604,000	60,965,000	3910	
200	Commerce Bank of St. Louis County NA, Clayton	1,529,180,000	1,114,445,000	234	+34
361	Landmark Bank, Clayton	750,625,000	581,491,000	403	+42
578	First National Bank of St. Louis Cty., Clayton	399,958,000	175,790,000	1195	+ 617
669	United Missouri Bank of St. Louis NA, Clayton	342,963,645	179,620,000	1177	+ 508
915	Boone Cty. National Bank, Columbia	249,348,000	213,611,000	970	+55
1450	Centerre Bank of Columbia, Columbia	160,028,000	148,324,000	1439	
1912	First National Bank & Trust Co., Columbia	122,969,000	110,072,000	1974	+62
2754	Commerce Bank of Columbia NA, Columbia	89,628,404	56,418,000	4235	+1481
1080	First Bank & Trust Co., Creve Coeur	210,921,000	175,480,000	1199	+ 119
4241	Centerre Bank of Crystal City, Crystal City	59,321,000	48,383,000	4981	+ 740
4617	Boatmen's Bank, De Soto	54,649,000	53,486,000	4479	
1943	Colonial Bank, Des Peres	121,451,000	105,016,000	2109	+ 166
4070	Mercantile Bank, Eldon	61,622,000	58,644,000	4069	
3133	Bankcenter One, Ellisville	79,725,000	46,215,290	5226	+2093
2776	Mercantile Bank, Farmington	89,009,000	79,955,000	2888	+ 112
4322	First State Bank, Farmington	58,144,671	47,684,000	5057	+ 735
4718	Commercial Trust Co., Fayette	53,483,000	44,141,000	5447	+ 729
1875	Commerce Bank of Jefferson Cty. NA, Festus	125,412,000	112,826,000	1918	+43
3612	Boatmen's Bank of Taney Cty., Forsyth	69,175,000	65,449,722	3605	
3544	New Era Bank, Fredericktown	70,549,000	65,702,000	3590	+46
3216	Callaway Bank, Fulton	77,650,000	74,350,907	3137	
1537	First Bank, Gladstone	150,092,298	127,497,341	1676	+ 139
4445	Hannibal National Bank, Hannibal	56,674,000	52,891,000	4533	+88
4081	High Ridge Mercantile Bank, High Ridge	61,509,977	53,625,376	4466	+ 385
4048	Standard State Bank, Independence	61,957,112	60,014,045	3965	
4726	Boatmen's Bank of Independence, Independence	53,378,193	50,796,520	4725	
2553	Jackson Exchange Bank & Trust Co., Jackson	96,456,000	74,878,139	3109	+ 556
2797	Cape County Bank, Jackson	88,496,000	70,391,000	3339	+ 542
885	Central Trust Bank, Jefferson City	260,666,000	304,507,000	690	
1218	Exchange National Bank, Jefferson City	187,820,673	177,373,103	1188	
2334	Jefferson Bank, Jefferson City	104,529,838	89,698,984	2577	+ 243
1109	First National Mercantile Bank & Trust Co., Joplin	205,795,498	150,606,514	1424	+ 315
3262	Commerce Bank, Joplin	76,943,000	71,752,000	3265	+ 3
4047	First State Bank, Joplin	62,028,010	60,711,000	3924	
215	United Missouri Bank of Kansas City NA, Kansas City	1,379,970,000	1,295,629,000	211	
220	Boatmen's First National Bank, Kansas City	1,327,742,000	1,336,270,000	202	
233	Merchants Bank, Kansas City	1,249,572,000	160,348,000	1336	+1103
243	Commerce Bank of Kansas City NA, Kansas City	1,182,532,000	1,051,565,000	249	+ 6
435	Centerre Bank of Kansas City NA, Kansas City	573,635,568	335,335,000	626	+ 191
497	Mercantile B&T Co., Kansas City	479,863,992	188,563,485	1118	+ 621
745	American Bank, Kansas City	312,823,905	81,378,854	2837	+2092
748	Metro North State Bank, Kansas City	311,613,490	228,286,106	906	+ 158
1197	Mark Twain Kansas City Bank, Kansas City	191,493,306	153,079,818	1400	+ 203
1198	United Missouri City Bank, Kansas City	191,305,647	169,594,052	1245	+47
1709	Blue Ridge Bank & Trust Co., Kansas City	136,615,296	124,976,208	1720	+11
2173	Centerre Bank of S. Kansas City, Kansas City	110,324,095	104,072,000	2141	
2430	United Missouri Bank So., Kansas City	100,754,549	91,891,719	2507	+77
2790	Boatmen's North Hills Bank, Kansas City	88,607,000	82,632,858	2791	+ 1
3144	United Missouri Bank of H.M., Kansas City	79,471,666	70,181,247	3348	+ 204
3890	Bannister Bank & Trust, Kansas City	64,570,864	51,307,520	4673	+ 783
3983	Union Bank, Kansas City	62,889,432	41,301,806	5783	+1800
4028	Jackson County State Bank, Kansas City	62,339,000	71,897,000	3259	
4056	Country Club Bank, Kansas City	61,843,365	49,109,268	4895	+ 839
4615	American Bank of Platte Cty., Kansas City	54,654,807	47,197,000	5103	+ 488
2424	Centerre Bank of Kennett, Kennett	100,872,923	98,927,121	2279	
3065	Bank of Kirksville, Kirksville	80,942,000	70,676,000	3323	+ 258
281	Mark Twain Bank NA, Ladue	1,014,227,000	156,721,000	1361	+1080
3137	Commerce Bank of Lebanon NA, Lebanon	79,555,000	74,217,007	3143	+ 6
4297	Central Bank, Lebanon	58,424,431	54,990,856	4356	+59
4805	Boatmen's National Bank of Lebanon, Lebanon	52,544,000	48,893,000	4917	+ 112
1920	Midland Bank, Lee's Summit	122,666,000	106,778,006	2059	+ 139
3535	Boatmen's Bank, Lee's Summit	70,681,000	65,495,000	3603	+68
4650	Commercial Bank of Liberty NA, Liberty	54,322,384	47,852,828	5033	+ 383
3847	Macon-Atlanta State Bank, Macon	65,258,586	61,869,747	3855	+ 8
2789	Citizens Nat'l Bk of Greater St. Louis, Maplewood	88,635,000	78,140,000	2956	+ 167
3102	Pioneer Bank & Trust Co., Maplewood	80,150,000	71,833,000	3261	+ 159
2681	Wood & Huston Bank, Marshall	91,907,819	90,289,223	2563	
4357	Boatmen's Bank of Marshall, Marshall	57,641,000	48,968,000	4914	+ 557
4697	Citizens State Bank, Marshfield	53,793,000	49,203,000	4886	+ 189
2190	Nodaway Valley Bank, Maryville	109,900,000	100,801,000	2229	+39
3567	Citizens State Bank, Maryville	70,126,737	63,335,145	3746	+ 179
2911	Commerce Bank of Mexico NA, Mexico	85,342,800	77,425,000	2982	+71
1919	City Bank & Trust Co., Moberly	122,741,316	101,183,075	2216	+ 297
3905	Commerce Bank of Moberly NA, Moberly	64,317,273	59,186,000	4028	+ 123
3702	United Missouri Bank, Monett	67,442,452	62,145,726	3830	+ 128
3526	Bank of Neosho, Neosho	70,955,373	66,419,549	3546	+20
4327	Centerre Bank of Neosho NA, Neosho	58,106,642	58,872,646	4049	
4850	Boatmen's Bank, O'Fallon	52,139,000	48,303,000	4989	+ 139
3310	Bank of Odessa, Odessa	75,647,000	70,256,000	3346	+36
1980	Bank of Lake of the Ozarks, Osage Beach	119,185,000	101,860,000	2198	+ 218
4976	Home Trust Mercantile Bank, Perryville	50,835,226	47,654,283	5060	+84
2731	Mercantile Bank, Poplar Bluff	90,257,000	81,070,000	2846	+ 115
2891	Commerce Bank of Poplar Bluff NA, Poplar Bluff	85,949,909	82,266,917	2803	
1704	Boatmen's Raytown Bank, Raytown	136,805,359	103,885,510	2143	+ 439
3306	Centerre Bank of Rolla, Rolla	75,743,000	75,144,000	3090	
4115	Phelps County Bank, Rolla	61,134,749	57,400,232	4155	+40
4961	American Bank, Rolla	50,943,457	50,294,973	4784	
3973	Mega Bank of St. Ann, St. Ann	63,093,162	62,126,960	3832	
1378	Landmark Bank of St. Charles Cty. NA, St. Charles	167,181,000	146,577,000	1457	+79
1807	Commerce Bank of St. Charles Cty. NA, St. Charles	129,324,000	106,663,614	2062	+ 255
3531	Mercantile Bank, St. Charles	70,801,000	58,195,000	4098	+ 567
3597	First State Bank, St. Charles	69,610,000	61,088,000	3902	+ 305
4921	Bank of Ste. Genevieve, St. Genevieve	51,531,000	43,327,000	5542	+ 621
1004	Commerce Bank of St. Joseph NA, St. Joseph	228,834,000	224,570,000	918	
1035	American National Bank, St. Joseph	222,161,234	228,182,000	909	
1216	United Missouri Bank Northwest, St. Joseph	188,369,429	110,469,052	1969	+ 753
1851	Bank of St. Joseph, St. Joseph	126,763,000	73,668,000	3170	+1319
4234	Belt American Bank, St. Joseph	59,419,000	54,268,000	4416	+ 182
4856	Heritage Bank, St. Joseph	52,107,000	48,738,355	4940	+84
97	Mercantile Bank NA, St. Louis	3,126,033,000	241,443,000	856	+ 759
99	Boatmen's National Bank, St. Louis	3,072,712,000	2,199,866,000	123	+24
889	South Side National Bank, St. Louis	259,338,452	223,146,000	925	+36
1017	Southwest Bank, St. Louis	225,164,705	147,916,507	1444	+ 427
1745	Southern Commercial Bank, St. Louis	133,829,000	116,587,093	1854	+ 109
2293	American Bank of St. Louis, St. Louis	105,865,000	102,398,000	2186	
2351	Jefferson Bank & Trust Co., St. Louis	103,743,000	101,350,115	2212	
2496	Cass Bank & Trust Co., St. Louis	98,512,000	92,374,000	2485	
2570	Lindell Trust Co., St. Louis	96,070,000	89,894,769	2575	+ 5
3631	Chippewa First Financial Bank, St. Louis	68,779,341	63,330,550	3747	+ 116
4134	Bremen Bank & Trust Co., St. Louis	60,900,275	54,993,000	4355	+ 221
855	Lemay Bank & Trust Co., St. Louis County	271,878,781	240,047,452	862	+ 7
1584	St. Johns Bank & Trust Co., St. Louis County	146,182,994	124,679,225	1726	+ 142
4911	First National Bank, Salem	51,632,000	52,157,000	4605	
1631	Third National Bank, Sedalia	142,127,782	128,550,537	1664	+33
3226	Bank of Sikeston, Sikeston	77,560,000	70,744,000	3318	+92
3839	First National Bank, Sikeston	65,318,000	62,060,000	3844	+ 5
445	Boatmen's National Bank, Springfield	561,060,000	414,251,000	521	+76
564	Commerce Bank, Springfield	412,646,000	332,737,000	632	+68
1708	Mercantile Bank, Springfield	136,657,000	125,539,000	1710	+ 2
1748	Empire Bank, Springfield	133,597,077	117,597,856	1829	+81
2077	Centerre Bank of Springfield, Springfield	114,734,377	91,286,000	2529	+ 452
126	Centerre Bank NA, St. Louis	2,483,740,000	35,176,000	6655	+6529
3773	Missouri State Bank & Trust Co., St. Louis	66,214,000	39,607,000	6004	+2231
4763	Sac River Valley Bank, Stockton	53,047,000	48,414,350	4974	+ 211
4450	Bank of Sullivan, Sullivan	56,622,000	48,393,000	4980	+ 530
3799	American Bank of No. Central Mo., Trenton	65,862,000	21,489,000	....	
4033	Trenton National Mercantile Bank, Trenton	62,261,693	59,518,101	4006	
4699	Trenton Trust Co., Trenton	53,791,120	54,856,910	4361	
4641	Peoples Bk & Tr Co. of Lincoln Cty., Troy	54,402,000	50,635,000	4749	+ 108
2671	United Bank, Union	92,229,000	74,522,000	3130	+ 459
3394	Royal Bank Mid Cty., University City	73,848,000	69,438,000	3396	+ 2
4286	Bank of Versailles, Versailles	58,692,000	47,594,000	5070	+ 784
2847	United Missouri Bank, Warrensburg	87,176,356	53,316,280	4498	+1651
3749	Citizens Bank, Warrensburg	66,627,000	59,821,000	3983	+ 234
2062	Bank of Washington, Washington	115,342,654	111,575,956	1943	
3435	Franklin County Mercantile Bank, Washington	73,121,000	66,544,000	3544	+ 109
2076	Centerre Bank of West Plains NA, West Plains	114,783,176	109,209,245	1998	
4248	West Plains Bank, West Plains	59,239,335	53,683,708	4464	+ 216
	MONTANA				
2141	Norwest Bank Anaconda-Butte NA, Anaconda	111,944,160	108,913,000	2004	
860	First Interstate Bank of Billings NA, Billings	269,827,590	257,441,000	798	
962	First Bank NA-Billings, Billings	237,682,000	259,194,532	792	
1284	Norwest Bank Billings NA, Billings	179,235,516	180,544,000	1171	
3004	First Citizens Bank, Billings	82,498,000	75,385,000	3080	+76
4659	First Bank-West Billings, Billings	54,211,000	55,339,000	4321	
1849	First Security Bank, Bozeman	126,778,080	115,989,000	1864	+15
2157	First National Bank, Bozeman	111,132,000	119,924,000	1798	
2387	First Bank Butte NA, Butte	102,311,000	104,922,000	2114	
4383	Farmers State Bank, Conrad	57,381,962	58,957,361	4044	
4863	First Interstate Bank of Glacier Cty., Cut Bank	52,067,135	52,740,014	4542	
4790	First National Bank, Glasgow	52,705,601	53,170,904	4510	
4247	First National Bank, Glendive	59,242,960	55,538,351	4297	+50
1194	First National Bank, Great Falls	191,618,000	192,004,000	1095	
1777	Norwest Bank Great Falls NA, Great Falls	131,461,888	130,822,000	1639	
2580	First Interstate Bank of Great Falls, Great Falls	95,419,000	99,747,000	2253	
4196	Citizens' State Bank, Hamilton	59,958,730	56,827,313	4209	+13
3662	First National Bank, Havre	68,184,801	67,840,782	3478	
2088	First National Bank & Trust Co., Helena	114,298,160	109,007,000	2002	
2163	Norwest Bank Helena NA, Helena	110,802,593	99,173,323	2270	+ 107
2169	First Interstate Bank of Kalispell NA, Kalispell	110,535,599	107,323,661	2035	
3196	Norwest Bank Kalispell NA, Kalispell	78,070,460	97,566,000	2329	
4792	Valley Bank, Kalispell	52,695,436	45,201,925	5340	+ 548
4104	Norwest Bank Lewistown NA, Lewistown	61,262,931	45,579,796	5293	+1189
4126	First National Bank, Lewistown	61,019,000	69,780,174	3373	
2890	First Security Bank & Trust, Miles City	85,969,603	85,815,281	2689	
3962	First National Bank, Miles City	63,283,000	74,837,000	3110	
1475	First Bank NA-Western Montana, Missoula	157,672,000	166,655,000	1276	
1989	First Interstate Bank of Missoula NA, Missoula	118,680,155	108,015,675	2018	+29
4489	Security State Bank, Plentywood	56,074,692	59,906,682	3975	
4728	First State Bank, Shelby	53,373,963	57,547,056	4139	
4422	Richland National Bank & Trust, Sidney	56,917,000	56,228,000	4251	
	NEBRASKA				
2961	Guardian State Bank & Trust Co., Alliance	84,034,939	86,958,787	2650	
4938	First National Bank & Trust Co., Aurora	51,287,000	50,631,000	4750	
3835	Beatrice National Bank & Trust Co., Beatrice	65,406,281	62,124,711	3833	
4007	First National Bank & Trust Co., Beatrice	62,571,000	58,292,000	4091	+84
4010	Washington County Bank, Blair	62,532,000	63,271,000	3750	
1224	First National Bank & Trust Co., Columbus	186,923,150	176,514,000	1153	
3410	First National Bank, Fairbury	73,607,653	73,906,054	3158	
4945	First National Bank & Trust Co., Falls City	51,160,000	50,157,000	4801	
2565	Fremont National Bank & Trust Co., Fremont	96,196,852	89,514,305	2581	+16
3738	First National Bank & Trust Co., Fremont	66,874,000	87,109,255	2646	
4457	Geneva State Bank, Geneva	56,539,000	54,536,585	4392	
3909	Overland National Bank, Grand Island	64,267,469	59,044,000	4036	+ 127
4504	Five Points Bank, Grand Island	55,970,761	49,353,530	4877	+ 373
2619	City National Bank & Trust Co., Hastings	94,231,831	90,119,602	2570	
2113	First National Bank, Holdrege	113,528,000	111,579,000	1942	
2906	First National Bank & Trust Co., Kearney	85,382,000	87,486,000	2638	
2958	Platte Valley State Bank & Trust Co., Kearney	84,047,000	78,735,000	2928	
313	FirsTier Bank NA, Lincoln	895,388,631	742,782,000	331	+18
603	National Bank of Commerce T&S Assn., Lincoln	384,756,596	372,061,000	568	
1653	Union Bank & Trust Co., Lincoln	140,323,893	116,726,605	1850	+ 197
1906	Vistar Bank, Lincoln	123,402,000	66,778,861	3535	+1629
4741	Havelock Bank, Lincoln	53,263,000	52,050,000	4617	
2856	McCook National Bank, McCook	86,965,735	81,986,000	2813	
3260	First National Bank, McCook	76,997,000	83,923,986	2742	
4188	Minden Exchange Bank & Trust Co., Minden	60,107,000	58,170,146	4099	
1460	DeLay First Nat'l Bank & Trust Co., Norfolk	159,032,834	148,895,730	1433	
3046	First National Bank & Trust Co., North Platte	81,476,109	80,432,784	2872	
2218	Adams Bank & Trust, Ogallala	108,846,442	44,641,231	5399	+3181
4773	First National Bank, Ogallala	52,853,515	48,846,388	4925	+ 152
241	Norwest Bank Nebraska NA, Omaha	1,192,698,000	1,145,307,000	224	
288	FirsTier Bank NA, Omaha	994,429,000	938,110,000	283	
386	First National Bank, Omaha	692,042,933	639,413,314	371	
1791	Douglas County Bank & Trust Co., Omaha	130,384,670	116,080,629	1863	+72
2187	First West Side Bank, Omaha	110,011,959	105,690,668	2081	
2227	Southwest Bank & Trust Co., Omaha	108,596,843	96,011,000	2368	+ 141
2479	Packers Bank & Trust Co., Omaha	99,038,230	92,144,000	2492	+13
3723	Security National Bank, Omaha	67,112,058	49,353,574	4876	+1153
3794	American National Bank, Omaha	65,985,363	59,833,412	3981	+ 187
4329	Northern Bank, Omaha	58,098,992	56,999,002	4188	
4549	Mid City Bank Inc., Omaha	55,357,922	46,479,724	5184	+ 635

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	NEBRASKA (Cont.)				
4982	First Westroads Bank Inc., Omaha	50,782,000	45,483,000	5307	+ 325
4099	Ralston Bank, Ralston	61,291,660	57,352,773	4157	+58
1196	Scottsbluff National Bank & Trust Co., Scottsbluff	191,499,000	112,128,000	1932	+ 736
3776	First State Bank, Scottsbluff	66,160,498	41,998,168	5691	+1915
3558	Jones National Bank & Trust Co., Seward	70,309,000	67,503,000	3498	
4355	American National Bank, Sidney	57,679,051	53,039,081	4521	+ 166
2238	First National Bank, York	107,994,000	105,141,000	2102	
3332	York State Bank & Trust Co., York	75,186,072	57,175,922	4168	+ 836
	NEVADA				
232	Valley Bank of Nevada, Las Vegas	1,253,615,752	974,198,000	270	+38
1127	Nevada State Bank, Las Vegas	202,837,000	182,219,000	1158	+31
3360	American Bank of Commerce, Las Vegas	74,407,000	56,698,000	4214	+ 854
122	First Interstate Bank of Nevada NA, Reno	2,605,685,000	2,314,965,124	118	
459	Nevada National Bank, Reno	547,185,000	543,539,000	424	
540	Security Bank of Nevada, Reno	430,503,979	394,138,773	546	+ 6
1894	Pioneer Citizens Bank, Reno	124,045,217	108,364,000	2012	+ 118
	NEW HAMPSHIRE				
3525	Bedford Bank, Bedford	70,956,000	64,526,000	3679	+ 154
4990	Belknap Bank & Trust, Belmont	50,734,000	43,203,000	5554	+ 564
2177	Berlin City Bank, Berlin	110,256,060	96,569,779	2354	+ 177
933	First Capital Bank NA, Concord	243,772,000	179,630,000	1176	+ 243
2636	Derry Bank & Trust Co., Derry	93,799,077	73,838,460	3161	+ 525
3382	Stratford National Bank, Dover	74,009,180	65,373,558	3611	+ 229
4217	Durham Trust Co., Durham	59,658,000	51,075,376	4698	+ 481
1301	Exeter Banking Co., Exeter	176,271,081	142,229,000	1514	+ 213
3501	Farmington National & Savings Bank, Farmington	71,736,847	53,386,675	4489	+ 988
2337	Bank Meridian NA, Hampton	104,102,287	88,637,974	2600	+ 263
1741	Dartmouth National Bank, Hanover	134,342,000	100,914,000	2226	+ 485
2507	Monadnock Bank, Jaffrey	98,229,000	75,765,284	3058	+ 551
1968	Indian Head National Bank, Keene	119,975,000	97,676,000	2326	+ 358
3619	First Cheshire Bank, Keene	69,008,000	....	....	
1686	Laconia Peoples Nat'l Bank & Trust Co., Laconia	137,720,000	103,100,000	2169	+ 483
2624	First NH Bank, Lebanon	94,112,428	83,271,000	2767	+ 143
1391	Indian Head Bank North, Littleton	166,109,631	158,810,000	1347	
301	Amoskeag Bank, Manchester	950,918,628	621,512,213	380†	+79
486	BankEast, Manchester	493,024,000	400,493,000	535	+49
516	Bank of New Hampshire NA, Manchester	452,245,296	385,746,284	560	+44
699	Merchants National Bank, Manchester	329,318,979	250,590,204	827	+ 128
2230	Souhegan National Bank, Milford	108,461,897	88,386,049	2609	+ 379
413	Indian Head National Bank, Nashua	617,484,223	546,627,000	421	+ 8
761	Nashua Trust Co., Nashua	306,617,334	240,872,923	859	+98
3466	New London Trust Co., New London	72,514,912	51,212,556	4683	+1217
1412	First NH White Mountain Bank, North Conway	163,673,000	64,330,000	3689	+2277
2143	North Conway Bank, North Conway	111,816,541	62,818,633	3780	+1637
1571	Pelham Bank & Trust Co., Pelham	146,826,000	120,344,000	1790	+ 219
3970	Plaistow Bank & Trust Co., Plaistow	63,105,006	53,881,090	4443	+ 473
1766	Plymouth Guaranty Savings Bank, Plymouth	132,178,353	109,419,016	1995	+ 229
4583	Pemigewasset National Bank, Plymouth	54,924,118	38,012,472	6243	+1660
828	Indian Head Bank & Trust Co., Portsmouth	280,137,727	234,404,000	878	+50
1313	First National Bank, Portsmouth	175,036,450	147,965,693	1443	+ 130
714	BankEast Savings Bank & Trust, Rochester	325,022,000	290,294,000	718	+ 4
3383	Rockingham County Trust Co., Salem	73,981,777	57,713,892	4130	+ 747
2576	Granite State National Bank, Somersworth	95,549,282	53,051,000	4518	+1942
3716	Somerworth Bank, Somersworth	67,230,000	47,483,000	5080	+1364
2561	Suncook Bank, Suncook	96,265,840	87,692,860	2631	+70
2358	Wolfeboro National Bank, Wolfeboro	103,458,626	79,551,395	2902	+ 544
	NEW JERSEY				
3358	First National Bank, Absecon	74,434,351	60,325,000	3946	+ 588
311	First Jersey NB/South, Atlantic City	904,940,000	781,880,000	319	+ 8
4448	United Jersey Bk/Hillsborough National, Belle Mead	56,658,000	55,460,311	4307	
806	Peoples Bank NA, Belleville	287,934,000	243,315,000	850	+44
768	Bank of Mid-Jersey, Bordentown Twp.	304,284,000	251,899,586	819	+51
1452	National Bank of Sussex Cty., Branchville	159,989,000	123,278,000	1744	+ 292
1266	Farmers & Merchants National Bank, Bridgeton	182,067,000	153,000,000	1402	+ 136
362	First Nat'l Bk of Central Jersey, Bridgewater Twp.	747,151,286	647,959,321	366	+ 4
671	Somerset Trust Co., Bridgewater Twp.	342,431,000	285,927,491	736	+65
197	First Fidelity Bank NA, Burlington Twp.	1,546,848,000	1,483,543,000	189	
3711	Pilgrim State Bank, Cedar Grove	67,277,860	52,452,329	4575	+ 864
984	Chatham Trust Co., Chatham Twp.	233,190,000	177,456,000	1186	+ 202
173	Midlantic National Bank/South, Cherry Hill	1,802,485,000	1,849,280,000	152	
595	United Jersey Bank/South NA, Cherry Hill	389,025,000	186,238,000	1134	+ 539
766	Commerce Bank NA, Cherry Hill	304,970,000	210,285,225	988	+ 222
2444	United Jersey Bank/First Colonia, Colonia	100,262,000	97,544,000	2330	
304	United Counties Trust Co., Cranford	936,629,627	837,710,137	306	+ 2
837	First Jersey National Bank/West, Denville	275,889,000	227,204,000	912	+75
796	United Jersey Bank/Northwest, Dover	292,705,000	249,087,000	830	+34
2692	Dreyfus Consumer Bank, East Orange	91,552,562	39,859,000	5966	+3274
183	National State Bank, Elizabeth	1,624,149,000	1,328,101,000	204	+21
4361	First National Bank, Elmer	57,611,447	50,404,623	4777	+ 416
1572	United Jersey Bk/Edgewater Nat'l, Englewood Cliffs	146,825,000	122,025,928	1765	+ 193
1483	Flemington National Bank & Trust Co., Flemington	156,819,617	125,138,000	1718	+ 235
2514	Citizens State Bank, Forked River	97,791,000	86,571,121	2667	+ 153
1536	First Jersey National Bank/Fort Lee, Fort Lee	150,126,612	108,751,827	2007	+ 471
4994	Sussex Cty. State Bank, Franklin	50,651,332	43,060,000	5567	+ 573
1349	Urban National Bank, Franklin Lakes	170,797,000	135,214,024	1590	+ 241
283	Central Jersey Bank & Trust Co., Freehold	1,013,947,000	859,743,000	302	+19
2215	Peapack-Gladstone Bank, Gladstone	109,130,173	79,174,558	2916	+ 701
112	United Jersey Bank, Hackensack	2,785,454,000	2,369,318,000	117	+ 5
409	First Peoples Bank of New Jersey, Haddon Twp.	632,851,073	618,396,000	383	
899	Union Jersey Bk/Mid-State, Hazlet Twp.	254,387,000	206,787,000	1009	+ 110
4117	First National Bank, Hope	61,114,000	50,193,000	4795	+ 678
1754	First State Bank, Howell Township	133,083,000	104,224,000	2138	+ 384
1386	Garden State Bank, Jackson	166,412,000	113,787,277	1900	+ 514
164	First Jersey National Bank, Jersey City	1,940,916,000	1,528,750,000	181	+17
245	Trust Company of New Jersey, Jersey City	1,166,419,000	1,043,897,000	251	+ 6
312	United Jersey Bank/Commercial Trust, Jersey City	901,339,000	772,507,000	321	+ 9
4293	Continental Bank of New Jersey, Laurel Springs	58,507,748	59,682,573	3992	
2222	County Trust Co., Lyndhurst	108,757,000	96,867,000	2346	+ 124
4237	Brunswick Bank & Trust Co., Manalapan Twp.	59,369,000	52,383,559	4581	+ 344
1245	Maplewood Bank & Trust Co., Maplewood	184,438,000	146,215,000	1463	+ 218
2927	Community Bank of Bergen Cty., Maywood	84,917,000	74,593,000	3123	+ 196
4102	Eastern National Bank, Medford	61,273,000	70,362,000	3343	
2508	First Morris Bank, Morris Twp.	98,157,838	71,820,041	3262	+ 754
204	Horizon Bank NA, Morristown	1,467,768,000	1,290,287,000	213	+ 9
2579	Horizon Trust Co. NA, Morristown	95,448,000	88,722,000	2598	+19
2587	Mount Holly State Bank, Mount Holly	95,289,000	74,772,804	3114	+ 527
259	Midlantic National Bank/Merchants, Neptune	1,108,499,000	637,317,424	374	+ 115
34	First Fidelity Bank NA, Newark	7,209,772,000	6,206,679,000	34	
93	Midlantic National Bank, Newark	3,316,147,000	2,455,918,000	111	+18
	NEW JERSEY (Cont.)				
822	Broad National Bank, Newark	282,063,000	232,547,000	888	+66
2689	City National Bank of New Jersey, Newark	91,754,000	44,203,241	5441	+2752
4969	Security National Bank & Trust Co. of N.J., Newark	50,874,830	48,810,904	4930	
3725	First National Bank, Newfield	67,096,000	61,221,000	3891	+ 166
2026	Lakeland State Bank, Newfoundland	117,115,672	92,044,000	2496	+ 470
1122	Midlantic National/Sussex & Merchants, Newton	203,555,000	153,756,000	1396	+ 274
2253	Newton Trust Co., Newton	107,602,037	93,573,890	2435	+ 182
4224	Meadowlands National Bank, North Bergen	59,594,088	60,615,185	3928	
2873	North Plainfield State Bank, North Plainfield	86,302,000	70,895,050	3308	+ 435
561	Amboy-Madison National Bank, Old Bridge Twp.	415,403,000	251,756,000	823	+ 262
847	Midland Bank & Trust Co., Paramus	273,419,000	230,147,000	898	+51
218	Valley National Bank, Passaic	1,347,445,000	1,040,386,000	252	+34
3123	Jefferson National Bank, Passaic	79,875,783	67,921,783	3473	+ 350
966	Broadway Bank & Trust Co., Paterson	237,262,000	201,246,494	1037	+71
156	New Jersey National Bank, Pennington	1,994,164,000	1,792,262,000	160	+ 4
4460	Penn's Grove National Bank & Trust Co.	56,516,821	54,480,802	4395	
919	United Jersey Bank/Fidelity Bank, Pennsauken	248,453,000	210,100,000	992	+73
1696	Phillipsburg National Bank & Trust Co., Phillipsburg	137,225,000	120,772,000	1785	+89
1057	Peoples National Bank, Piscataway	216,756,047	185,811,829	1139	+82
535	United National Bank, Plainfield	440,397,000	388,482,000	553	+18
2992	Merrill Lynch Bank & Trust Co., Plainsboro	83,000,000	....	....	
617	Ocean County National Bank, Point Pleasant	375,839,000	313,934,000	673	+56
247	Princeton Bank, Princeton	1,149,722,000	961,583,000	273	+26
421	United Jersey Bank NA, Princeton	601,935,000	464,793,000	478	+57
2248	Independence Bank, Ramsey	107,800,000	83,181,685	2772	+ 524
495	First Fidelity Bank NA West Jersey, Raritan Twp.	483,343,000	414,676,000	519	+24
1262	Town & Country Bank, Raritan Twp.	182,624,000	139,694,000	1541	+ 279
172	Citizens First National Bank, Ridgewood	1,826,334,000	1,362,691,000	198	+26
3311	Montgomery National Bank, Rocky Hill	75,612,770	35,087,803	6672	+3361
128	National Community Bank, Rutherford	2,435,807,221	1,707,471,046	164	+36
1291	Interchange State Bank, Saddle Brook	177,966,693	142,058,382	1516	+ 225
2454	Bay State Bank, Ship Bottom	99,918,000	71,379,968	3279	+ 825
2443	Shrewsbury State Bank, Shrewsbury	100,311,000	77,378,000	2987	+ 544
366	United Jersey Bank/Franklin State, Somerset	740,040,000	636,725,000	375	+ 9
3350	Inter Community Bank, Springfield	74,634,852	59,729,000	3989	+ 639
277	Summit Trust Co., Summit	1,033,629,000	854,558,000	303	+26
452	First Fidelity Bank NA Cty., Tenafly	552,133,000	466,037,000	477	+25
196	First National Bank, Toms River	1,548,080,000	1,112,231,000	235	+39
214	First Fidelity Bank NA/North Jersey, Totowa	1,397,975,000	1,243,741,000	218	+ 4
514	First Jersey National Bank/Central, Trenton	455,671,000	233,068,000	885	+ 371
1594	Union Center National Bank, Union	145,556,750	115,091,075	1884	+ 290
575	Hudson United Bank, Union City	405,420,000	359,262,000	588	+13
2264	Minotola National Bank, Vineland	107,238,000	92,633,421	2470	+ 206
2038	Glendale National Bank, Voorhees Twp.	116,418,000	95,333,000	2383	+ 345
1530	Ramapo Bank, Wayne	151,550,619	124,920,688	1723	+ 193
2300	United Jersey Bk/Lenape State, W. Deptford Twp.	105,730,000	94,056,000	2422	+ 122
4034	Mountain Ridge State Bank, West Orange	62,222,139	39,975,000	5948	+1914
125	Midlantic National Bank/North, West Paterson	2,497,782,000	2,053,616,441	136	+11
651	Marine National Bank, Wildwood	355,116,443	266,743,484	774	+ 123
1960	Midlantic National Bank/Union Trust, Wildwood	120,419,000	73,405,000	3182	+1222
2805	United Jersey Bank/Wood Ridge National	88,267,000	80,053,000	2884	+79
2460	Woodstown National Bank & Trust Co., Woodstown	99,677,179	83,858,980	2744	+ 284
1468	Yardville National Bank, Yardville	158,165,854	142,936,954	1502	+34
	NEW MEXICO				
2595	First National Bank, Alamogordo	94,963,000	92,785,000	2463	
213	Sunwest Bank of Albuquerque NA, Albuquerque	1,411,564,000	1,267,294,711	215	+ 2
302	First National Bank, Albuquerque	947,872,000	757,893,000	324	+22
487	First Interstate Bank of Albuquerque, Albuquerque	490,453,000	371,983,000	569	+82
934	United New Mexico Bank, Albuquerque	243,636,000	222,554,000	928	
2360	Western Bank, Albuquerque	103,436,645	95,515,000	2377	+17
3802	Banquest National Bank, Albuquerque	65,793,000	64,897,661	3661	
4469	Southwest National Bank, Albuquerque	56,352,000	50,629,342	4751	+ 282
2800	First National Bank, Artesia	88,393,812	100,077,575	2247	
1639	First National Bank, Belen	141,408,000	127,137,000	1684	+45
2299	Carlsbad National Bank, Carlsbad	105,737,812	100,128,260	2246	
3157	Western Commerce Bank, Carlsbad	79,017,223	72,347,000	3238	+81
3257	United New Mexico Bank, Carlsbad	77,033,000	63,113,000	3759	+ 502
1711	Citizens Bank, Clovis	136,427,000	136,672,406	1575	
1909	Sunwest Bank of Clovis NA, Clovis	123,106,000	116,971,868	1841	
4005	First National Bank, Clovis	62,604,947	57,132,382	4173	+ 168
3771	Sunwest Bank of Rio Arriba NA, Espanola	66,244,175	59,338,306	4016	+ 245
1279	First National Bank, Farmington	180,483,000	169,459,000	1247	
2448	First Interstate Bank, Farmington	100,102,050	104,433,000	2129	
4903	Sunwest Bank, Farmington	51,719,270	49,139,614	4892	
2000	Sunwest Bank, Gallup	118,188,385	98,556,153	2293	+ 293
3797	United New Mexico at Gallup, Gallup	65,956,000	69,128,000	3414	
1463	First Interstate Bank of Lea Cty., Hobbs	158,809,000	195,926,000	1071	
1810	United Bank of Lea Cty., Hobbs	129,248,561	124,757,000	1724	
958	First NB of Dona Ana Cty., Las Cruces	238,311,581	233,887,000	881	
2261	Western Bank, Las Cruces	107,277,891	102,624,436	2183	
2981	Citizens Bank, Las Cruces	83,344,807	86,824,501	2654	
3693	Bank of Las Vegas, Las Vegas	67,617,185	67,428,658	3503	
1457	Los Alamos National Bank, Los Alamos	159,334,000	107,559,000	2030	+ 573
3436	Sunwest Bank of Raton NA, Raton	73,116,750	70,013,189	3356	
3862	International State Bank, Raton	65,084,382	59,462,096	4010	+ 148
2242	Sunwest Bank of Roswell NA, Roswell	107,908,000	116,603,000	1853	
2338	United New Mexico Bank, Roswell	104,056,619	116,216,000	1860	
2399	First Interstate Bank of Roswell, Roswell	101,858,566	116,618,886	1852	
3298	Ruidoso State Bank, Ruidoso	75,961,000	74,362,806	3136	
1110	Banquest/First National Bank, Santa Fe	205,534,000	203,559,351	1025	
1682	First Interstate Bank of Santa Fe NA, Santa Fe	138,070,000	138,303,000	1556	
1720	Sunwest Bank, Santa Fe	136,062,000	117,910,000	1827	+ 107
1952	Bank of Sante Fe, Santa Fe	121,126,000	129,021,000	1658	
3575	Sunwest Bank of Grant Cty., Silver City	69,973,816	66,122,973	3565	
3948	American National Bank, Silver City	63,558,353	57,180,829	4166	+ 218
	NEW YORK				
98	Norstar Bank of Upstate NY, Albany	3,084,862,000	2,439,928,000	113	+15
167	Key Bank NA, Albany	1,900,898,000	1,589,826,000	174	+ 7
1082	Union National Bank, Albany	210,325,000	189,893,000	1111	+29
4209	Alden State Bank, Alden	59,731,104	52,969,133	4529	+ 320
990	Bank of Long Island, Babylon	231,370,020	205,633,263	1016	+26
3416	Ballston Spa National Bank, Ballston Spa	73,430,141	62,710,415	3790	+ 374
2903	Bath National Bank, Bath	85,528,000	80,620,000	2868	
1390	Fishkill National Bank, Beacon	166,154,094	130,068,096	1644	+ 254
3683	Bridgehampton National Bank, Bridgehampton	67,761,000	48,544,159	4958	+1275
4163	New York National Bank, Bronx	60,453,000	50,403,000	4778	+ 615
13	Marine Midland Bank NA, Buffalo	17,034,413,000	16,838,287,000	12	
133	Manufacturers & Traders Trust Co., Buffalo	2,327,661,000	2,049,704,000	138	+ 5
237	Norstar Bank NA, Buffalo	1,214,926,668	914,952,649	288	+51

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	NEW YORK (Cont.)				
3045	United National Bank, Callicoon	81,518,000	71,598,000	3269	+224
1394	Central National Bank, Canajoharie	165,775,365	148,953,504	1431	+37
1211	Canandaigua National Bank & Trust Co.	189,814,275	173,322,000	1217	+6
1065	St. Lawrence National Bank, Canton	214,831,000	191,020,000	1102	+37
4006	Putnam County National Bank, Carmel	62,594,873	49,873,225	4825	+819
3484	Bank of Castile, Castile	72,115,799	64,997,744	3651	+167
455	Key Bank of Southeastern N.Y. NA, Chester	550,412,000	451,265,000	491	+36
3280	Hayes National Bank, Clinton	76,562,000	71,253,153	3287	+7
2126	First National Bank, Cortland	112,711,291	103,797,808	2147	+21
4869	Delaware National Bank, Delphi	52,031,889	39,912,000	5957	+1088
2415	Bank of the Hamptons NA, East Hampton	101,000,000	76,945,000	3004	+589
2646	Ellenville National Bank, Ellenville	93,310,202	76,326,300	3028	+382
936	Chemung Canal Trust Co., Elmira	243,140,000	209,090,000	998	+62
1131	Endicott Trust Co., Endicott	202,355,132	184,866,974	1144	+13
189	Long Island Trust Co. NA, Garden City	1,589,360,000	1,413,511,000	194	+5
4898	Continental Bank, Garden City	51,752,771	44,147,849	5445	+547
2720	National Bank, Geneva	90,535,447	81,611,017	2827	+107
1117	First National Bank of Long Island, Glen Head	203,952,084	164,369,586	1296	+179
567	First National Bank, Glens Falls	411,572,000	347,304,000	605	+38
789	Glens Falls National Bank & Trust Co., Glens Falls	296,801,000	248,930,000	832	+43
2742	City National Bank & Trust Co., Gloversville	89,852,329	81,741,449	2819	+77
3312	Fulton County Nat'l Bank & Trust Co., Gloversville	75,601,873	68,297,545	3455	+143
216	Norstar Bank of Long Island, Hempstead	1,372,612,000	1,068,288,000	246	+30
953	Guardian Bank NA, Hempstead	238,775,000	197,358,489	1064	+111
1123	First National Bank, Highland	203,543,000	166,686,000	1275	+152
3765	Steuben Trust Co., Hornell	66,394,402	53,758,857	4456	+691
996	Tompkins Cty. Trust Co., Ithaca	230,108,897	205,678,182	1015	+19
392	Key Bank of Western N.Y. NA, Jamestown	672,808,000	606,115,013	391	
3177	First National Bank, Jeffersonville	78,468,982	63,254,368	3753	+576
4828	Keeseville National Bank, Keeseville	52,375,000	52,065,223	4615	
2744	Jefferson National Bank, La Fargeville	89,797,154	59,692,000	3990	+1246
2726	Herkimer County Trust Co., Little Falls	90,386,721	81,061,756	2847	+121
3376	Mahopac National Bank, Mahopac	74,081,063	56,864,160	4205	+829
475	North Fork Bank & Trust Co., Mattituck	520,414,903	337,036,631	623	+148
3100	Orange County Trust Co., Middletown	80,249,925	64,742,499	3668	+568
775	Nanuet National Bank, Nanuet	301,788,831	260,023,718	791	+16
1924	Union State Bank, Nanuet	122,260,000	103,822,921	2146	+222
1962	State Bank of Long Island, New Hyde Park	120,355,000	96,226,000	2364	+402
1	Citibank NA, New York	102,933,000,000	94,386,000,000	1	
3	Chase Manhattan Bank NA, New York	60,899,893,000	58,774,855,000	3	
4	Manufacturers Hanover Trust Co., New York	46,117,000,000	47,293,025,000	4	
5	Morgan Guaranty Trust Co., New York	44,935,863,000	41,334,264,000	5	
6	Chemical Bank, New York	39,163,000,000	35,961,297,000	6	
8	Bankers Trust Co., New York	34,162,759,000	30,777,741,000	8	
16	Bank of New York, New York	14,970,194,000	12,330,888,000	17	+1
17	Irving Trust Co., New York	12,662,578,000	11,592,260,000	18	+1
18	Republic National Bank, New York	11,139,069,000	10,021,334,000	19	+1
23	National Westminster Bank USA, New York	8,784,311,000	7,910,161,000	25	+2
58	Bank of Tokyo Trust Co., New York	5,168,657,000	4,560,761,000	58	
64	European American Bank, New York	4,593,372,000	4,759,432,000	55	
87	Israel Discount Bank, New York	3,496,932,000	3,455,011,000	73	
101	Industrial Bank of Japan Trust Co., New York	3,017,518,000	2,398,026,000	115	+14
105	Fuji Bank & Trust Co., New York	2,933,972,000	2,427,997,000	114	+9
121	Bank Leumi Trust Co., New York	2,616,152,000	2,557,104,733	105	
129	United States Trust Co., New York	2,391,550,000	2,610,250,000	102	
151	Barclays Bank of New York NA, New York	2,084,769,000	1,672,177,000	169	+18
211	IBJ Schroder Bank & Trust Co., New York	1,413,195,000	1,622,787,000	172	
235	Daiwa Bank Trust Co., New York	1,245,058,704	902,954,000	290	+55
260	Amalgamated Bank, New York	1,105,358,125	1,013,734,746	261	+1
293	First American Bank of New York, New York	975,302,000	733,599,000	333	+40
295	UBAF Arab American Bank, New York	965,860,000	872,502,941	299	+4
297	Brown Brothers Harriman & Co., New York	961,734,562	762,319,266	323	+26
376	Atlantic Bank of New York, New York	710,880,000	537,239,000	430	+54
515	Merchants Bank, New York	452,953,840	369,410,000	572	+57
527	UMB Bank & Trust Co., New York	446,629,000	441,409,000	501	
533	Chinese American Bank, New York	440,887,000	249,324,000	829	+296
545	Norstar Bank of Commerce, New York	427,265,000	383,557,276	563	+18
563	Banco Central of New York, New York	413,295,000	395,350,000	545	
571	Sterling National Bank & Trust Co., New York	407,608,875	389,629,000	551	
619	Royal Bank & Trust Co., New York	375,459,000	395,814,000	544	
683	Savings Banks Trust Co., New York	336,824,000	270,278,000	765	+82
872	Union Chelsea National Bank, New York	264,541,000	223,521,000	923	+51
1070	Bank Audi (USA), New York	213,448,000	162,719,934	1313	+243
1181	Central National Bank, New York	193,352,000	202,672,000	1029	
1202	Fiduciary Trust Co., New York	190,953,759	158,674,631	1349	+147
2189	Capital National Bank, New York	109,925,125	75,522,313	3068	+879
2678	Gotham Bank of New York, New York	92,002,000	91,519,000	2518	
2973	Freedom National Bank of New York, New York	83,785,000	82,072,659	2810	
3354	First City National Bk & Tr Co., New York	74,500,000	....	....	
3494	United Orient Bank, New York	71,863,280	65,847,137	3583	+89
3500	Delta National Bk & Tr Co. of New York, New York	71,773,000	....	....	
395	Norstar Bank of the Hudson Valley NA, Newburgh	665,091,831	559,004,998	418	+23
582	National Bank & Trust Co., Norwich	398,124,484	356,604,735	590	+8
2745	Exchange National Bank, Olean	89,729,580	83,955,000	2741	
2061	Oneida Valley National Bank, Oneida	115,419,601	99,705,224	2254	+193
1362	Wilber National Bank, Oneonta	169,619,000	152,452,000	1408	+46
1013	Dutchess Bank & Trust Co., Poughkeepsie	226,087,302	186,969,816	1127	+114
2535	National Bank of New York City, Queens	97,090,000	80,730,000	2861	+326
4274	Asia Bank NA, Queens	58,920,243	42,864,000	5591	+1317
3086	First National Bank, Rhinebeck	80,490,276	59,115,383	4030	+944
1417	Gateway State Bank, Richmond	163,006,248	127,565,000	1675	+258
769	Suffolk Cty. National Bank, Riverhead	304,220,568	235,573,000	876	+107
79	Citibank (New York State) NA, Rochester	3,767,240,000	2,842,750,000	94	+15
85	Chase Lincoln First Bank NA, Rochester	3,509,529,000	3,326,268,000	78	
194	Norstar Bank, Rochester	1,564,329,000	1,388,608,000	196	+2
369	Central Trust Co., Rochester	727,743,000	645,514,000	367	
1657	First National Bank, Rochester	139,856,000	109,487,207	1990	+333
1407	Adirondack Trust Co., Saratoga Springs	164,259,318	142,290,571	1513	+106
1519	Key Bank of Long Island, Sayville	153,130,542	122,509,000	1757	+238
593	Scarsdale National Bank & Trust Co., Scarsdale	389,049,000	309,860,000	679	+86
430	Schenectady Trust Co., Schenectady	583,102,000	488,308,000	458	+28
3521	First National Bank, Scotia	71,077,000	57,965,000	4117	+596
1655	Bank of Smithtown, Smithtown	140,209,158	124,156,908	1734	+79
2843	Solvay Bank, Solvay	87,527,725	69,760,708	3375	+532
1516	Community National Bank & Trust Co., Staten Island	153,338,333	137,618,706	1563	+47
572	Extebank, Stony Brook	406,357,000	388,281,466	554	
242	Key Bank of Central New York, Syracuse	1,189,410,000	1,082,293,000	242	
447	Me[illegible]nts National Bank & Trust Co., Syracuse	557,665,798	496,553,873	454	+7
3006	Bank of Utica, Utica	82,479,987	77,152,876	2999	
4175	National Bank of Delaware Cty., Walton	60,272,998	51,195,000	4685	+510
1867	Wyoming County Bank, Warsaw	125,778,095	117,419,809	1835	
3352	Horizon Bank NA, Waterloo	74,573,422	68,427,611	3451	+99
478	Key Bank of Northern New York NA, Watertown	514,245,000	485,707,000	460	
1677	Hudson Valley National Bank, Yonkers	138,382,835	106,502,908	2065	+388
	NORTH CAROLINA				
2098	First National Bank of Randolph Cty., Asheboro	113,991,325	93,115,652	2454	+356
4251	First Commercial Bank, Asheville	59,214,332	41,889,000	5711	+1460
19	NCNB National Bank of North Carolina, Charlotte	9,847,559,000	8,194,729,000	23	+4
29	First Union National Bank, Charlotte	7,597,348,000	6,590,068,000	32	+3
1710	Republic Bank & Trust Co., Charlotte	136,456,000	107,277,917	2036	+326
4236	First Charlotte Bank & Trust Co., Charlotte	59,379,767	42,970,999	5578	+1342
1852	First Charter National Bank, Concord	126,688,000	118,706,526	1815	
250	Central Carolina Bank & Trust Co. NA, Durham	1,141,457,000	998,129,000	265	+15
3756	Mechanics & Farmers Bank, Durham	66,493,000	62,029,000	3847	+91
3220	Yadkin Valley Bank & Trust Co., Elkin	77,606,164	46,539,957	5174	+1954
2333	East Carolina Bank, Engelhard	104,540,614	90,721,000	2550	+217
1449	Fidelity Bank, Fuquay-Varina	160,034,000	141,993,454	1518	+69
1210	Bank of Granite, Granite Falls	190,310,000	156,712,000	1362	+152
4106	Farmers & Merchants Bank, Granite Quarry	61,242,000	54,836,149	4366	+260
3258	Triad Bank, Greensboro	77,016,328	57,516,889	4145	+887
711	High Point Bank & Trust Co., High Point	325,277,387	248,015,000	834	+123
1089	Lexington State Bank, Lexington	209,575,000	184,165,033	1149	+60
203	Southern National Bank, Lumberton	1,486,717,000	1,325,395,000	205	+2
1322	Southern Bank & Trust Co., Mount Olive	174,462,962	109,450,000	1993	+671
2710	Peoples Bank, Newton	90,841,463	76,320,391	3029	+319
3456	Union National Bank, Oxford	72,775,610	67,332,000	3511	+55
120	First-Citizens Bank & Trust Co., Raleigh	2,632,843,000	2,382,529,000	116	
2987	First National Bank, Reidsville	83,217,116	80,887,551	2854	
345	Peoples Bank & Trust Co., Rocky Mount	789,293,000	636,427,000	376	+31
371	Planters National Bank, Rocky Mount	723,301,000	576,829,000	406	+35
879	Security Bank & Trust Co., Salisbury	262,828,284	234,331,000	879	
2712	Mid-South Bank & Trust Co., Sanford	90,749,000	75,092,000	3092	+380
2042	First National Bank, Shelby	116,061,491	98,017,180	2315	+273
1806	First Bank, Troy	129,386,000	85,344,000	2704	+898
191	United Carolina Bank, Whiteville	1,575,631,000	1,303,589,000	210	+19
109	Branch Banking & Trust Co., Wilson	2,836,926,000	2,312,619,000	119	+10
25	Wachovia Bank & Trust Co. NA, Winston-Salem	8,608,158,058	7,475,133,000	26	+1
	NORTH DAKOTA				
437	Bank of North Dakota, Bismarck	572,741,000	631,152,000	377	
1424	First National Bank & Trust Co., Bismarck	162,334,000	168,480,000	1257	
1428	Norwest Bank Bismarck NA, Bismarck	162,051,000	147,404,000	1452	+24
3449	United Bank, Bismarck	72,908,000	65,079,000	3646	+197
3415	First National Bank & Trust Co., Bottineau	73,444,826	71,017,899	3303	
4759	First National Bank, Bowman	53,110,812	52,566,497	4560	
4698	Ramsey National Bank & Trust Co., Devils Lake	53,792,000	50,731,000	4731	+33
3792	Liberty Nat'l Bank & Trust Co., Dickinson	65,993,000	68,584,878	3434	
1011	First Bank of North Dakota NA-Fargo, Fargo	226,428,000	234,038,000	880	
1343	Norwest Bank Fargo NA, Fargo	171,491,533	152,915,170	1403	+60
1975	Dakota Bank & Trust Co., Fargo	119,548,000	121,236,982	1777	
2070	First Interstate Bank of Fargo NA, Fargo	115,099,415	119,328,358	1806	
4675	State Bank, Fargo	54,020,000	47,114,505	5113	+438
3248	First American Bank & Trust, Grafton	77,221,786	75,400,000	3074	
3806	Norwest Bank Grafton NA, Grafton	65,751,000	59,581,000	4000	+194
1184	First National Bank, Grand Forks	192,799,986	181,942,358	1161	
2888	First Bank of N. Dakota NA-Grand Forks	85,996,000	87,362,000	2640	
3202	Valley Bank & Trust Co., Grand Forks	77,946,000	70,670,000	3326	+124
3479	First Bank of North Dakota NA-Jamestown	72,246,221	79,680,263	2897	
3949	Norwest Bank Jamestown NA, Jamestown	63,544,000	64,259,000	3696	
4447	Stutsman County State Bank, Jamestown	56,659,000	48,893,579	4916	+469
2543	Norwest Bank Mandan NA, Mandan	96,780,000	97,749,000	2324	
1566	Norwest Bank Minot NA, Minot	147,412,806	153,501,508	1397	
2281	First American Bank & Trust, Minot	106,541,593	107,083,321	2042	
2953	First Bank of North Dakota NA-Minot, Minot	84,209,000	93,778,000	2431	
3543	First Western Bank, Minot	70,555,000	66,193,000	3563	+20
4219	Norwest Bank Wehpeton NA, Wahpeton	59,649,000	54,331,724	4410	+191
4950	First Bank of North Dakota NA-Wahpeton, Wahpeton	51,093,000	58,393,000	4084	
1842	American State Bank & Trust Co., Williston	127,156,167	125,596,591	1708	
2978	First National Bank & Trust Co., Williston	83,681,000	107,428,000	2033	
	OHIO				
188	First National Bank, Akron	1,591,697,783	1,526,600,000	183	
333	Bank One Akron NA, Akron	820,684,000	784,819,000	318	
356	National City Bank, Akron	766,004,000	678,080,400	358	+2
1736	Bank One Alliance NA, Alliance	134,654,716	127,390,945	1678	
1325	Farmers & Merchants State Bank, Archbold	174,064,000	142,899,000	1503	+178
2309	First National Bank, Ashland	105,500,254	103,175,028	2164	
4803	Bank One, Ashland	52,548,556	52,038,663	4618	
1239	Bank One Athens NA, Athens	185,381,000	144,651,970	1484	+245
4336	Hocking Valley Bank of Athens Co., Athens	57,979,000	48,779,000	4933	+597
2302	First National Bank, Barnesville	105,634,969	99,278,204	2263	
3746	Union Bank & Savings Co., Bellevue	66,700,678	64,311,600	3691	
4651	Citizens National Bank, Bluffton	54,318,544	49,576,898	4855	+204
639	Mid-American NB&T Co., Bowling Green	361,694,000	285,359,000	738	+99
1946	First National Bank NW Ohio, Bryan	121,257,000	116,358,000	1858	
3492	United Bank NA, Bucyrus	71,925,461	72,451,726	3231	
4353	Farmers Citizens Bank, Bucyrus	57,739,517	54,228,594	4418	+65
2602	Bank One Cambridge NA, Cambridge	94,596,000	96,007,834	2369	
1499	Farmers' National Bank, Canfield	155,360,041	147,615,722	1446	
276	Society Bank of Eastern Ohio NA, Canton	1,037,387,000	979,809,869	269	
432	Central Trust Company of N.E. Ohio NA, Canton	579,114,725	543,849,016	423	
1064	United National Bank & Trust Co., Canton	214,885,521	188,338,610	1119	+55
1808	Citizens Commercial Bank & Trust Co., Celina	129,285,736	121,650,700	1771	
4916	Citizens National Bank, Chillicothe	51,559,000	50,748,000	4728	
147	Central Trust Co. NA, Cincinnati	2,149,022,000	1,798,971,000	159	+12
162	Fifth Third Bank, Cincinnati	1,952,343,000	1,564,580,000	175	+13
175	First National Bank, Cincinnati	1,779,710,000	1,506,570,000	186	+11
272	Provident Bank, Cincinnati	1,058,471,000	894,635,000	293	+21
1389	North Side Bank & Trust Co., Cincinnati	166,225,707	129,402,639	1647	+258
2485	Citizens Fidelity (Ohio) NA, Cincinnati	98,891,000	73,181,000	3195†	+710
3518	Savings Bank, Circleville	71,186,000	65,134,000	3639	+121
43	AmeriTrust Co. NA, Cleveland	6,081,623,000	5,103,142,000	48	+5
72	National City Bank, Cleveland	4,020,597,000	3,231,406,000	82	+10
75	Society National Bank, Cleveland	3,968,552,000	2,139,512,000	128	+53
248	Bank One Cleveland NA, Cleveland	1,149,691,200	1,030,029,347	256	+8
2203	Midwest Bank & Trust Co., Cleveland	109,373,000	120,736,000	1786	
2940	Peoples Bank Co., Coldwater	84,692,206	75,059,102	3098	+158
1701	National City Bank Northeast, Columbiana	136,867,000	137,135,000	1569	
52	Huntington National Bank, Columbus	5,414,927,000	4,832,109,000	53	+1
83	BancOhio National Bank, Columbus	3,592,106,000	3,403,932,000	75	
138	Bank One Columbus NA, Columbus	2,227,420,921	2,072,523,519	132	

American Banker

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Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	OHIO (Cont.)				
513	Society Bank, Columbus	456,443,885	340,662,000	617	+ 104
663	Trustcorp Co. NA Columbus	345,992,000	441,973,057	500	
868	Ohio State Bank, Columbus	266,207,000	202,332,000	1033	+ 165
1420	Bank One Trust Co. NA, Columbus	162,611,661	56,978,807	4193	+2773
1461	Fifth Third Bank of Columbus, Columbus	158,910,123	64,852,000	3664	+2203
1227	Cortland Savings & Banking Co., Cortland	186,844,000	160,923,148	1332	+ 105
1624	Bank One Coshocton NA, Coshocton	142,589,342	142,755,654	1507	
186	Society Bank NA, Dayton	1,603,295,000	985,201,471	267	+81
217	Bank One Dayton NA, Dayton	1,369,514,000	1,262,983,000	216	
381	First National Bank, Dayton	705,905,000	659,655,508	363	
2269	State Bank & Trust Co., Defiance	107,059,062	101,176,585	2217	
1763	Delaware County Bank, Delaware	132,404,000	121,235,798	1778	+15
2863	Commercial Bank, Delphos	86,673,134	83,106,072	2776	
1162	Bank One Dover NA, Dover	196,298,470	148,432,046	1438	+ 276
3767	Potters Bank & Trust Co., East Liverpool	66,329,000	66,062,000	3570	
3926	Eaton National Bank & Trust Co., Eaton	63,870,349	55,810,000	4282	+ 356
4364	Preble County Bank, Eaton	57,598,934	53,578,000	4468	+ 104
701	Elyria Savings & Trust National Bank, Elyria	328,756,000	319,290,638	662	
835	Lorain County Bank, Elyria	276,929,205	255,127,932	808	
1590	Miami Bank NA, Fairborn	145,824,826	132,858,133	1615	+25
1185	Fifth Third Bank of Northwestern Ohio NA, Findlay	192,777,294	175,731,017	1196	+11
1439	Ohio Bank & Savings Co., Findlay	161,198,000	145,469,000	1474	+35
1357	Croghan Colonial Bank, Fremont	170,159,000	155,806,000	1373	+16
3482	Bank One Fremont NA, Fremont	72,132,000	65,755,000	3587	+ 105
1649	Ohio Valley Bank Co., Gallipolis	140,525,000	123,560,216	1739	+90
3513	Home Banking Co., Gibsonburg	71,381,140	66,774,545	3536	+23
1862	Greenville National Bank, Greenville	125,902,322	116,904,904	1847	
2003	Second National Bank, Greenville	118,007,948	106,982,489	2048	+45
1356	Second National Bank, Hamilton	170,230,161	165,984,000	1282	
2501	First Security Bank, Hillsboro	98,408,890	92,457,205	2482	
3980	Farmers & Traders National Bank, Hillsboro	62,926,000	59,064,385	4035	+55
4192	Merchants National Bank, Hillsboro	60,039,000	55,451,000	4308	+ 116
4366	Independence Bank, Independence	57,595,291	53,329,952	4496	+ 130
1717	First National Bank, Ironton	136,121,810	126,713,782	1690	
3169	Killbuck Savings Bank Co., Killbuck	78,755,577	67,167,360	3519	+ 350
3718	Farmers Banking Co. NA, Lakeview	67,156,000	62,272,000	3822	+ 104
1780	Lebanon-Citizens National Bank, Lebanon	131,043,652	112,067,730	1934	+ 154
518	City Loan Bank, Lima	450,454,000	607,721,000	388	
1368	Metropolitan Bank, Lima	169,072,000	152,910,000	1404	+36
3019	Bank One Lima NA, Lima	82,227,111	74,760,401	3115	+96
4709	Firestone Bank, Lisbon	53,675,000	45,436,000	5310	+ 601
883	Central Trust Co. of Northern Ohio NA, Lorain	261,340,000	191,906,710	1096	+ 213
987	Lorain National Bank, Lorain	231,928,000	222,381,000	930	
862	Bank One Mansfield, Mansfield	269,676,500	265,574,377	777	
1528	Richland Trust Co., Mansfield	152,442,000	157,141,000	1356	
1036	People's Banking & Trust Co., Marietta	221,444,897	211,681,364	981	
1511	Central Tr. Co. of Southeastern Ohio NA, Marietta	154,047,116	97,835,770	2321	+ 810
4176	First Bank, Marietta	60,252,000	63,110,000	3760	
1758	Bank One, Marion	132,709,000	133,880,000	1604	
3883	Fahey Banking Co., Marion	64,674,000	65,218,000	3630	
2025	Peoples Banking Co., Martins Ferry	117,207,000	107,065,000	2044	+19
3011	Citizens Savings Bank, Martins Ferry	82,381,594	77,268,367	2992	
1545	First National Bank, Massillon	149,219,000	142,627,000	1510	
4554	Vinton County National Bank, McArthur	55,291,194	49,813,000	4829	+ 275
944	Old Phoenix National Bank, Medina	240,796,000	223,012,000	926	
662	Chase Bank of Mentor, Mentor	346,764,000	....	....	
2022	First National Bank, Miamisburg	117,308,000	83,352,218	2761	+ 739
4701	Middlefield Banking Co., Middlefield	53,765,770	48,555,104	4956	+ 255
1381	Bank One, Middletown	166,964,200	170,382,000	1235	
780	Bank One Milford NA, Milford	300,637,000	238,401,828	866	+86
2407	Commercial & Savings Bank, Millersburg	101,291,000	87,555,000	2636	+ 229
4595	Minster State Bank, Minster	54,823,786	50,165,000	4798	+ 203
472	First National Bank of Southwestern Ohio, Monroe	525,731,000	500,714,000	450	
1171	First-Knox National Bank, Mount Vernon	194,920,986	161,913,566	1318	+ 147
4440	Henry County Bank, Napoleon	56,748,027	50,971,614	4709	+ 269
503	Park National Bank, Newark	467,288,331	429,601,185	505	+ 2
681	Central Trust Co., Newark	338,420,000	300,467,000	702	+21
4499	Security Dollar Bank, Niles	55,992,430	52,470,531	4570	+71
1111	National City Bank, Norwalk	205,532,082	195,366,571	1074	
4881	Citizens National Bank, Norwalk	51,905,679	40,285,090	5903	+1022
4875	Oak Hill Banks Co., Oak Hill	51,970,121	47,783,713	5043	+ 168
2964	First National Bank, Orrville	83,969,009	76,563,359	3019	+55
4999	Orrville Savings Bank, Orrville	50,600,896	46,819,594	5143	+ 144
1805	Miami Citizens Nat'l Bank & Trust Co., Piqua	129,420,161	128,575,704	1662	
2377	Heritage National Bank & Trust Co., Piqua	102,699,860	102,642,901	2181	
3187	Society Bank of Northwest Ohio, Port Clinton	78,248,216	61,311,898	3885	+ 698
1143	Bank One Portsmouth NA, Portsmouth	200,197,000	192,853,000	1089	
2121	Portsmouth Banking Co., Portsmouth	113,140,922	103,321,604	2162	+41
1942	Belmont Cty. National Bank, St. Clairsville	121,564,441	115,411,000	1880	
4608	St. Henry Bank, St. Henry	54,725,000	49,722,000	4840	+ 232
1183	Citizens Banking Co., Salineville	192,814,763	167,749,000	1262	+79
1512	Citizens Banking Co., Sandusky	153,535,795	137,754,478	1559	+47
1675	Third National Bank, Sandusky	138,458,664	116,917,495	1843	+ 168
2977	First National Bank, Shelby	83,711,000	76,441,000	3023	+46
1597	Bank One Sidney NA, Sidney	145,191,854	135,152,399	1592	
1630	First National Bank, Sidney	142,273,000	123,312,818	1743	+ 113
833	Security National Bank & Trust Co., Springfield	277,457,843	263,284,191	784	
1059	Miners & Mechanics Svgs & Tr. Co., Steubenville	216,700,000	206,742,000	1010	
2492	Unibank, Steubenville	98,603,516	90,171,415	2566	+74
4326	Farmers Savings Bank, Stony Ridge	58,120,349	58,137,899	4103	
1353	Commercial National Bank, Tiffin	170,331,367	163,102,655	1311	
148	Toledo Trust Co., Toledo	2,133,315,000	1,667,451,000	170	+22
341	Ohio Citizens Bank, Toledo	795,370,000	650,126,000	364	+23
383	First National Bank, Toledo	697,473,000	626,919,000	379	
1214	First National Bank, Troy	188,975,550	168,513,907	1256	+42
4768	Farmers State Bank, Union City	52,944,573	49,675,309	4848	+80
4137	Century Bank, Upper Arlington	60,860,892	53,835,000	4445	+ 308
3001	First Citizens National Bank, Upper Sandusky	82,646,480	77,691,000	2970	
3052	Commercial Savings Bank, Upper Sandusky	81,325,000	79,609,000	2901	
3548	Citizens National Bank, Urbana	70,431,696	62,698,764	3791	+ 243
3968	Champaign National Bank, Urbana	63,147,550	52,896,683	4532	+ 564
2808	Van Wert National Bank, Van Wert	88,235,000	80,148,070	2882	+74
4264	Peoples Bank & Trust Co., Van Wert	59,072,000	56,035,000	4260	
1826	Society Bank of the Firelands, Vermilion	128,261,287	108,014,460	2019	+ 193
2606	Bank One Wapakoneta NA, Wapakoneta	94,558,000	92,587,602	2473	
3585	Fifth Third Bank of Western Ohio NA, Wapakoneta	69,842,000	49,497,000	4859	+1274
718	Second National Bank, Warren	322,340,000	327,854,000	641	
3507	First National Bank, Waverly	71,493,000	70,755,000	3316	
4896	Fifth Third Bank of Adams Cty., West Union	51,780,000	50,474,000	4766	
1797	National Bank & Trust Co., Wilmington	130,039,271	122,582,766	1754	
1299	Wayne Cty. National Bank, Wooster	176,623,189	156,898,793	1359	+60
4064	Bank One Wooster NA, Wooster	61,753,000	75,375,371	3082	
262	Bank One of Eastern Ohio NA, Youngstown	1,102,370,000	1,088,068,000	239	
342	Dollar Savings & Trust Co., Youngstown	795,106,345	746,604,845	329	
485	Mahoning National Bank, Youngstown	493,173,300	461,144,103	480	
1106	First National Bank, Zanesville	206,063,000	180,591,000	1170	+64
	OKLAHOMA				
2095	First National Bank & Trust Co., Ada	114,089,134	119,429,086	1804	
3869	Oklahoma State Bank, Ada	64,950,982	65,102,892	3643	
4607	Citizens Bank & Trust Co., Ada	54,727,672	55,495,120	4302	
3142	First National Bank, Altus	79,519,147	76,664,327	3015	
3516	Central National Bank, Alva	71,234,103	73,826,212	3162	
4943	Anadarko Bank & Trust Co., Anadarko	51,170,000	62,271,000	3823	
1788	Exchange National Bank & Trust Co., Ardmore	130,465,000	132,630,997	1618	
1986	First National Bank & Trust Co., Ardmore	118,830,049	121,966,089	1766	
4967	Atoka State Bank, Atoka	50,912,000	49,911,606	4818	
1164	First National Bank, Bartlesville	196,041,000	215,648,345	960	
1501	Union Bank & Trust, Bartlesville	155,294,000	165,468,000	1288	
3218	First National Bank, Bethany	77,630,617	78,597,898	2935	
3489	Citizens Security Bank & Trust Co., Bixby	71,933,852	66,265,503	3558	+69
2938	First National Bank & Trust Co., Broken Arrow	84,731,000	85,084,696	2714	
3327	Arkansas Valley State Bank, Broken Arrow	75,259,000	72,404,270	3234	
4674	Security State Bank, Cheyenne	54,060,092	58,025,385	4111	
3026	First National Bank & Trust Co., Chickasha	82,042,926	83,068,811	2777	
3549	Oklahoma National Bank & Trust Co., Chickasha	70,427,749	82,877,544	2781	
4886	Chickasha Bank & Trust Co., Chickasha	51,857,084	61,049,606	3905	
2874	Rogers County Bank, Claremore	86,205,267	84,042,767	2738	
4111	Bank of Oklahoma, Claremore	61,217,000	55,530,000	4298	+ 187
3532	Oklahoma Bank & Trust Co., Clinton	70,740,135	72,780,206	3218	
4235	Farmers National Bank, Cordell	59,409,000	58,919,000	4048	
3584	First National Bank & Trust Co., Cushing	69,863,431	80,705,000	2864	
4536	United Del City Bank, Del City	55,579,185	66,555,479	3543	
1583	Security Nat'l Bk & Tr Co., Duncan	146,267,000	161,903,515	1319	
4475	Oklahoma National Bank, Duncan	56,288,614	65,092,090	3644	
4705	First Bank & Trust Co., Duncan	53,743,253	54,485,450	4394	
2672	First National Bank, Durant	92,163,261	87,240,521	2643	
2771	Durant Bank & Trust Co., Durant	89,142,975	89,480,530	2582	
3730	First National Bank, Edmond	66,997,000	65,171,273	3632	
4677	American Bank & Trust, Edmond	53,994,000	51,828,000	4634	
4527	First National Bank, Elk City	55,682,000	50,158,000	4800	+ 273
1310	Central National Bank & Trust Co., Enid	175,361,000	182,332,000	1155	
1974	Security National Bank, Enid	119,561,889	97,976,000	2317	+ 343
4810	City National Bank & Trust Co., Guymon	52,507,288	52,293,357	4593	
4946	First National Bank, Guymon	51,151,694	50,647,304	4747	
4993	Home State Bank, Hobart	50,662,162	54,183,406	4421	
3950	First National Bank & Trust Co., Holdenville	63,435,000	63,833,000	3717	
3104	Peoples National Bank, Kingfisher	80,124,291	83,588,910	2751	
4284	Kingfisher Bank & Trust Co., Kingfisher	58,727,253	57,116,940	4175	
2060	American National Bank, Lawton	115,464,000	91,177,000	2535	+ 475
3017	Security Bank & Trust Co., Lawton	82,232,000	86,241,775	2680	
3751	Citizens Bank, Lawton	66,604,925	62,669,167	3794	+43
4030	City National Bank & Trust Co., Lawton	62,291,535	58,122,202	4105	+75
3146	State National Bank, Marlow	79,386,000	76,898,000	3005	
941	First National Bank & Trust Co., McAlester	241,682,061	231,441,301	893	
2084	Bank NA, McAlester	114,415,617	96,369,000	2356	+ 272
2922	Security Bank & Trust Co., Miami	84,971,342	99,537,838	2258	
4314	First National Bank & Trust Co., Miami	58,234,416	59,790,254	3985	
2219	First National Bank, Midwest City	108,826,397	111,382,337	1950	
4563	American National Bank, Midwest City	55,148,460	62,185,741	3827	
1246	Commercial Bank & Trust Co., Muskogee	184,375,000	179,383,000	1178	
2559	First National Bank & Trust Co., Muskogee	96,284,338	93,435,681	2439	
3194	Citizens National Bank & Trust, Muskogee	78,140,208	74,879,840	3108	
1347	Security National Bank & Trust Co., Norman	171,174,851	200,350,076	1042	
1901	City National Bank & Trust Co., Norman	123,726,000	122,875,375	1747	
2651	American Exchange Bank & Trust Co., Norman	93,062,000	114,746,000	1889	
174	Liberty National Bank & Trust Co., Oklahoma City	1,793,574,000	1,856,871,000	151	
274	First Interstate Bank of Oklahoma City NA	1,048,466,000	....	....	
901	Founders Bank & Trust Co., Oklahoma City	253,893,461	264,761,000	782	
1028	Union Bank & Trust Co., Oklahoma City	223,376,000	244,975,000	842	
1443	Guaranty Bank & Trust Co., Oklahoma City	160,691,175	174,935,700	1202	
1471	Friendly Bank, Oklahoma City	157,993,475	148,130,168	1442	
1533	Central Bank, Oklahoma City	150,929,628	142,788,140	1506	
1933	United Oklahoma Bank, Oklahoma City	121,959,000	234,905,000	877	
2316	Community Bank, Oklahoma City	105,093,381	94,374,977	2410	+94
2772	Southwestern Bank & Trust Co., Oklahoma City	89,088,000	101,297,000	2213	
3181	Northwest Bank, Oklahoma City	78,327,253	72,005,000	3256	+75
3400	Nichols Hills Bank & Trust Co., Oklahoma City	73,734,157	75,832,579	3053	
3591	Allied Oklahoma Bank NA, Oklahoma City	69,781,239	83,239,943	2768	
3692	Republic Bank, Oklahoma City	67,619,642	75,291,551	3085	
3791	City Bank & Trust, Oklahoma City	66,013,000	78,070,000	2961	
3819	Quail Creek Bank NA, Oklahoma City	65,646,188	69,944,573	3361	
4114	Will Rogers Bank & Trust Co., Oklahoma City	61,145,659	61,447,564	3882	
4987	Capital National Bank, Oklahoma City	50,743,000	46,718,827	5151	+ 164
3214	First National Bank & Trust Co., Okmulgee	77,662,672	78,094,489	2959	
3504	First Bank, Owasso	71,611,238	62,391,122	3813	+ 309
4229	Pauls Valley National Bank, Pauls Valley	59,495,619	61,216,909	3893	
4639	First National Bank, Pauls Valley	54,419,000	52,323,153	4587	
4571	First National Bank & Trust Co., Perry	55,078,000	54,785,469	4369	
4868	Exchange Bank & Trust Co., Perry	52,036,131	54,385,318	4399	
1803	First National Bank & Trust Co., Ponca City	129,546,910	147,568,851	1448	
2581	Security Bank & Trust Co., Ponca City	95,384,000	103,505,611	2156	
4403	Pioneer Bank & Trust, Ponca City	57,208,000	59,992,000	3966	
3686	Central National Bank, Poteau	67,751,524	60,172,453	3955	+ 269
4311	Poteau State Bank, Poteau	58,249,000	70,676,000	3324	
4572	Prague National Bank, Prague	55,077,233	56,598,339	4221	
3712	Bank of Oklahoma, Pryor	67,276,435	56,954,719	4197	+ 485
4720	First National Bank of Pryor Creek, Pryor	53,453,000	51,048,794	4701	
3577	McClain County National Bank, Purcell	69,950,694	68,905,195	3423	
3740	First American Bank & Trust Co., Purcell	66,813,000	68,428,000	3450	
4959	National Bank, Sallisaw	51,063,614	51,298,987	4674	
4681	Bank of Oklahoma, Sand Springs	53,939,503	45,758,611	5274	+ 593
2456	American National Bank & Trust Co., Sapulpa	99,872,000	99,534,000	2259	
4846	Security National Bank, Sapulpa	52,205,557	50,438,512	4769	
1093	Federal Nat'l Bank & Trust Co., Shawnee	208,480,000	213,430,000	972	
1734	American National B&T Co., Shawnee	134,838,562	146,449,063	1458	
4026	First State Bank & Trust Co., Shawnee	62,360,000	64,920,518	3656	
4874	First National Bank, Stigler	51,973,000	48,198,385	4999	+ 125
1311	Stillwater National Bank & Trust Co., Stillwater	175,186,179	164,564,635	1294	
2613	First National Bank & Trust Co., Stillwater	94,427,000	97,220,951	2339	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	OKLAHOMA (Cont.)				
2659	First National Bank, Tahlequah	92,759,000	90,126,000	2569	
4845	Liberty State Bank, Tahlequah	52,224,000	55,530,000	4299	
190	Bank of Oklahoma NA, Tulsa	1,576,119,000	1,419,368,000	193	+ 3
284	First National Bank & Trust Co., Tulsa	1,013,899,000	1,130,998,000	227	
626	F&M Bank & Trust Co., Tulsa	370,754,000	277,906,000	753	+ 127
627	Fourth National Bank, Tulsa	370,666,000	388,034,000	557	
997	Utica National Bank & Trust Co., Tulsa	229,932,000	238,976,000	863	
1517	Western National Bank, Tulsa	153,254,767	131,149,433	1635	+ 118
1575	American Bank & Trust Co., Tulsa	146,683,933	133,190,727	1613	+38
1779	Bank of Oklahoma-City Plaza, Tulsa	131,326,000	105,250,000	2097	+ 318
1929	Bank of Oklahoma-Lewis Center, Tulsa	122,022,622	89,426,000	2584	+ 655
2002	Bank of Oklahoma-Mercantile Center, Tulsa	118,082,000	93,058,000	2455	+ 453
3103	Security Bank, Tulsa	80,142,000	67,610,000	3484	+ 381
3176	Century Bank, Tulsa	78,484,532	88,759,865	2595	
3442	Brookside State Bank, Tulsa	73,050,885	67,174,853	3517	+75
3506	Guaranty National Bank, Tulsa	71,596,501	74,461,961	3134	
3405	First National Bank & Trust Co., Vinita	73,654,063	74,060,211	3150	
3145	City National Bank, Weatherford	79,411,000	15,529,642	....	
2813	Bank of Woodward, Woodward	88,163,576	97,310,825	2337	
4166	Stock Exchange Bank, Woodward	60,410,171	53,477,290	4481	+ 315
4152	Yukon National Bank, Yukon	60,586,256	64,827,313	3665	
	OREGON				
785	Western Bank, Coos Bay	298,950,801	283,621,583	741	
3331	Security Bank, Coos Bay	75,196,304	68,528,000	3436	+ 105
4256	Citizens Bank, Corvallis	59,149,096	57,153,806	4169	
2867	Valley National Bank, Forest Grove	86,519,000	68,099,000	3465	+ 598
2650	Inland Empire Bank, Hermiston	93,077,744	78,441,000	2944	+ 294
3781	National Security Bank, Newport	66,127,201	57,816,447	4126	+ 345
4267	Bank of Newport, Newport	59,058,000	55,658,000	4288	+21
49	United States National Bank, Portland	5,638,056,000	5,053,408,000	49	
62	First Interstate Bank of Oregon NA, Portland	4,711,130,000	4,125,686,000	64	+ 2
316	Key Bank of Oregon, Portland	887,505,000	102,153,123	2192	+1876
330	Oregon Bank, Portland	825,109,000	871,380,000	300	
918	Oregon First Bank, Portland	248,618,444	244,060,000	846	
4977	Valley of the Rogue Bank, Rogue River	50,831,000	44,526,000	5407	+ 430
3184	South Umpqua State Bank, Roseburg	78,285,769	73,390,284	3184	
4394	Douglas National Bank, Roseburg	57,254,000	51,503,000	4657	+ 263
1309	Commercial Bank, Salem	175,390,000	153,839,000	1395	+86
2124	Western Security Bank, Salem	112,984,000	98,735,000	2286	+ 162
3804	Pioneer Trust Bank NA, Salem	65,779,000	63,903,000	3712	
4100	Centennial Bank, Springfield	61,287,000	55,649,000	4289	+ 189
	PENNSYLVANIA				
226	Merchants Bank NA, Allentown	1,296,180,130	1,169,383,000	222	
388	Mid-State Bank & Trust Co., Altoona	685,389,000	592,131,000	397	+ 9
4782	Apollo Trust Co., Apollo	52,802,059	50,427,355	4775	
3340	Merchants National Bank, Bangor	74,921,245	68,479,224	3444	+ 104
3036	First National Bank, Bath	81,710,604	72,930,616	3211	+ 175
1509	Beaver Trust Co., Beaver	154,512,725	143,040,632	1500	
4722	Reeves Bank, Beaver Falls	53,434,000	44,261,000	5435	+ 713
2560	National Bank of Western Pa., Berlin	96,268,000	90,752,343	2549	
2985	First National Bank, Berwick	83,256,103	75,917,755	3047	+62
568	Lehigh Valley Bank, Bethlehem	411,173,000	359,721,000	586	+18
2495	Bloomsburg Bank-Columbia Trust Co., Bloomsburg	98,519,470	97,396,759	2334	
1410	Blue Ball National Bank, Blue Ball	163,758,774	143,063,987	1499	+89
705	National Bank, Boyertown	326,335,000	302,802,000	697	
4109	Producers Bank & Trust Co., Bradford	61,229,000	48,058,839	5010	+ 901
991	Bryn Mawr Trust Co., Bryn Mawr	231,296,354	185,233,000	1143	+ 152
287	First Seneca Bank, Butler	999,901,000	973,502,000	271	
1494	First National Bank, Carbondale	155,854,000	146,367,000	1459	
4600	Liberty Bank, Carbondale	54,782,000	48,148,610	5003	+ 403
1024	Farmers Trust Co., Carlisle	224,464,090	202,907,684	1027	+ 3
3485	First National Bank, Carmichaels	72,092,056	70,454,322	3337	
1046	Valley Bank & Trust Co., Chambersburg	219,579,756	189,653,616	1114	+68
1321	Farmers & Merchants Trust Co., Chambersburg	174,502,000	154,198,978	1390	+69
2283	Chambersburg Trust Co., Chambersburg	106,469,833	98,189,467	2306	+23
786	Cheltenham Bank, Cheltenham	298,384,000	238,521,000	864	+78
1235	County National Bank, Clearfield	185,726,135	174,640,945	1206	
2995	Clearfield Bank & Trust Co., Clearfield	82,783,741	82,191,232	2806	
4423	Curwensville State Bank, Curwensville	56,916,000	54,620,220	4384	
2968	First National Bank, Danville	83,862,895	78,136,962	2957	
2182	Denver National Bank, Denver	110,129,000	94,766,000	2398	+ 216
2134	Downington National Bank, Downington	112,318,586	85,335,785	2705	+ 571
1120	Deposit Bank, Du Bois	203,636,499	193,285,000	1086	
1767	Union Banking & Trust Co., Du Bois	132,122,044	127,163,931	1683	
2167	Fidelity Deposit & Discount Bank, Dunmore	110,555,227	104,536,516	2125	
2263	First National Bank, Dunmore	107,253,876	92,038,000	2497	+ 234
3739	Lafayette Trust Bank, Easton	66,831,040	60,360,301	3943	+ 204
1243	Laurel Bank, Ebensburg	184,638,867	181,363,000	1165	
4836	First Peoples National Bank, Edwardsville	52,296,000	52,442,000	4576	
4095	Elverson National Bank, Elverson	61,356,273	50,921,472	4714	+ 619
3278	Bucktail Bank & Trust Co., Emporium	76,587,088	79,435,000	2909	
1422	Ephrata National Bank, Ephrata	162,514,000	145,702,000	1472	+50
1970	Citizens National Bank, Evans City	119,922,000	109,613,256	1988	+18
3425	First National Bank, Everett	73,263,486	67,584,904	3488	+63
2916	Community Bank & Trust Co., Forest City	85,278,000	74,051,520	3151	+ 235
4576	Valley National Bank, Freeport	55,030,432	53,423,742	4485	
859	Adams County National Bank, Gettysburg	269,937,000	243,834,000	847	
1363	Gettysburg National Bank, Gettysburg	169,575,491	148,152,000	1441	+78
2488	Peoples Bank, Glen Rock	98,761,000	87,857,190	2624	+ 136
4474	Glen Rock State Bank, Glen Rock	56,299,000	48,104,000	5007	+ 533
2628	Citizens National Bank, Greencastle	93,994,931	87,253,390	2642	+14
3418	First National Bank, Greencastle	73,392,161	66,140,000	3564	+ 146
544	Southwest National Bank, Greensburg	428,287,000	389,275,000	552	+ 8
616	First National Bank of Mercer Cty., Greenville	376,292,417	358,018,439	589	
3923	Peoples Nat'l Bk of Susquehanna Cty, Hallstead	63,913,000	57,505,000	4146	+ 223
2974	Hamburg Savings & Trust Co., Hamburg	83,774,258	74,164,028	3145	+ 171
812	Farmers Bank & Trust Co., Hanover	286,597,000	254,292,000	810	
1355	Bank of Hanover & Trust Co., Hanover	170,257,074	149,975,547	1427	+72
1099	Harleysville National Bank & Trust Co., Harleysville	207,622,565	165,634,128	1286	+ 187
202	Dauphin Deposit Bank & Trust Co., Harrisburg	1,491,600,000	1,458,537,000	191	
238	Commonwealth National Bank, Harrisburg	1,196,363,000	1,083,177,000	241	+ 3
1154	Jefferson Bank, Haverford	197,846,000	131,711,000	1628	+ 474
917	Peoples First Nat'l B&T Co., Hazleton	249,075,163	230,921,292	894	
2761	First National Bank, Herminie	89,464,693	83,694,000	2748	
1822	Hershey Bank, Hershey	128,664,906	119,707,160	1801	
1785	Central Bank, Hollidaysburg	130,893,000	110,552,840	1967	+ 182
2154	Hollidaysburg Trust Co., Hollidaysburg	111,350,985	103,119,232	2166	+12
2105	Wayne County Bank & Trust Co., Honesdale	113,739,274	97,928,942	2319	+ 214
3067	Honesdale National Bank, Honesdale	80,841,136	75,225,432	3086	+19
4637	Dime Bank, Honesdale	54,433,733	43,204,013	5552	+ 915
4712	Farmers & Merchants Bank, Honesdale	53,633,000	48,373,000	4982	+ 270
2355	Farmers' Bank & Trust Co., Hummelstown	103,545,789	90,620,000	2552	+ 197
2193	Penn Central National Bank, Huntingdon	109,822,559	104,582,823	2123	
506	Savings & Trust Co., Indiana	464,000,000	361,132,000	583	+77
791	National Bank of the Commonwealth, Indiana	293,688,041	276,489,282	757	
2142	Irwin Bank & Trust Co., Irwin	111,886,000	111,016,000	1956	
2278	Three Rivers Bank & Trust Co., Jefferson Borough	106,675,000	104,106,000	2140	
4207	Peoples Bank & Trust Co., Jennerstown	59,755,000	55,241,504	4333	+ 126
1870	First National Bank, Jermyn	125,605,834	114,932,093	1888	+18
2730	Jersey Shore State Bank, Jersey Shore	90,289,000	82,735,000	2784	+54
494	United States National Bank, Johnstown	483,950,000	504,019,287	446	
631	Johnstown Bank & Trust Co., Johnstown	365,420,000	347,084,000	606	
1084	Cenwest National Bank, Johnstown	210,128,000	107,007,538	2046	+ 962
2374	Moxham National Bank, Johnstown	102,978,745	95,087,164	2389	+15
4593	Jonestown Bank & Trust Co., Jonestown	54,830,000	45,908,000	5257	+ 664
1341	Royal Bank of Pennsylvania, King of Prussia	171,517,523	125,715,410	1706	+ 365
3846	Merchants National Bank, Kittanning	65,268,647	63,871,269	3715	
132	Hamilton Bank, Lancaster	2,358,593,000	2,155,228,000	126	
363	Fulton Bank, Lancaster	746,151,000	666,733,000	362	
389	First Valley Bank, Lansford	684,268,370	643,626,509	368	
1985	Commercial NB of Westmoreland Cty., Latrobe	118,842,480	110,695,784	1965	
773	Lebanon Valley National Bank, Lebanon	302,302,374	280,147,783	748	
2598	Peoples National Bank, Lebanon	94,820,259	98,924,832	2280	
3649	Farmers' Trust Co., Lebanon	68,336,000	64,670,000	3674	+25
2982	First National Bank, Leechburg	83,329,000	80,171,000	2881	
3234	First National Bank, Leesport	77,462,793	71,324,298	3282	+48
1681	Russell National Bank, Lewistown	138,172,000	127,837,000	1672	
4557	Lewistown Trust Co., Lewistown	55,259,466	55,325,104	4322	
511	Farmers First Bank, Lititz	458,575,000	427,666,000	506	
4610	Community Nat'l Bk of Southern Pa., Littlestown	54,706,624	50,248,004	4788	+ 178
32	Fidelity Bank NA, Malvern	7,242,812,000	5,336,182,000	45	+13
4032	Manheim National Bank, Manheim	62,269,011	61,483,036	3881	
3140	First Citizens National Bank, Mansfield	79,528,186	70,640,029	3330	+ 190
424	Mellon Bank (Central) NA, Mapleton Depot	598,371,000	567,638,000	413	
2653	Mars National Bank, Mars	93,015,846	82,667,724	2788	+ 135
4729	Second National Bank, Masontown	53,372,109	51,506,941	4656	
2614	McKeesport National Bank, McKeesport	94,339,901	91,982,025	2502	
417	First National Bank, Meadville	611,489,000	569,396,000	411	
2294	First Bank & Trust Co., Mechanicsburg	105,855,241	93,806,856	2429	+ 135
2802	Swineford National Bank, Middleburg	88,325,000	82,470,000	2797	
3889	Mifflinburg Bank & Trust Co., Mifflinburg	64,589,524	59,549,848	4002	+ 113
2146	Juniata Valley Bank, Mifflintown	111,772,257	102,318,935	2188	+42
2604	First National Bank of Pike Cty., Milford	94,586,000	76,226,817	3033	+ 429
2429	Mid Penn Bank, Millersburg	100,760,000	91,478,000	2522	+93
2578	Upper Dauphin National Bank, Millersburg	95,461,906	86,360,000	2671	+93
1883	County National Bank, Montrose	125,126,000	120,795,751	1784	
3124	Union National Mount Joy Bank, Mount Joy	79,837,989	69,725,719	3378	+ 254
1490	Nazareth National Bank & Trust Co., Nazareth	156,316,488	122,525,000	1755	+ 265
1990	Second National Bank, Nazareth	118,615,000	102,993,000	2171	+ 181
4707	New Bethlehem Bank, New Bethlehem	53,704,312	48,874,054	4920	+ 213
985	First National Bank of Western Pa., New Castle	233,153,113	211,261,732	984	
2354	Peoples Bank of Western Pa., New Castle	103,618,000	100,428,000	2238	
443	CCNB Bank NA, New Cumberland	563,091,000	490,741,000	457	+14
1727	New Holland Farmers Nat'l Bank, New Holland	135,390,450	119,037,994	1813	+86
1524	First National Bank & Trust Co., Newtown	152,806,573	125,321,699	1715	+ 191
4041	First National Bank, Nicholson	62,145,835	56,242,000	4249	+ 208
118	Continental Bank, Norristown	2,703,407,000	2,444,072,000	112	
1033	Hazleton National Bank, Nuremburg	222,485,523	202,623,000	1030	
351	Mellon Bank (North) NA, Oil City	773,435,000	763,681,000	322	
3404	Old Forge Bank, Old Forge	73,660,924	69,146,602	3413	+ 9
2481	National Bank, Olyphant	98,949,669	70,714,574	3319	+ 838
3696	Columbia Cty Farmers Nat'l Bank, Orangeville	67,581,000	63,028,000	3766	+70
3852	Orrstown Bank, Orrstown	65,224,574	58,111,485	4107	+ 255
3758	People's Bank, Oxford	66,476,889	55,872,240	4275	+ 517
2010	First National Bank, Palmerton	117,737,832	104,416,036	2131	+ 121
3891	Citizens Bank & Trust Co., Palmerton	64,566,891	58,105,369	4108	+ 217
3205	First National Bank, Peckville	77,879,907	69,009,069	3419	+ 214
4313	Pen Argyl National Bank, Pen Argyl	58,243,000	53,049,000	4519	+ 206
348	Bucks County Bank & Trust Co., Perkasie	780,448,000	571,252,000	408	+60
39	Philadelphia National Bank, Philadelphia	6,442,770,000	5,744,503,000	39	
67	Provident National Bank, Philadelphia	4,384,556,000	3,675,004,000	70	+ 3
73	First Pennsylvania Bank NA, Philadelphia	4,007,509,000	3,869,890,000	67	
88	Mellon Bank (East) NA, Philadelphia	3,486,800,000	3,000,430,000	89	+ 1
621	Frankford Trust Co., Philadelphia	374,348,000	329,459,000	636	+15
15	Mellon Bank NA, Pittsburgh	15,049,613,000	13,778,109,000	16	+ 1
30	Pittsburgh National Bank, Pittsburgh	7,421,031,000	5,893,977,000	36	+ 6
155	Equibank, Pittsburgh	2,020,817,000	1,881,744,000	147	
171	Union National Bank, Pittsburgh	1,829,321,000	1,729,000,000	163	
1783	North Side Deposit Bank, Pittsburgh	131,030,000	118,125,188	1822	+39
2564	Allegheny Valley Bank, Pittsburgh	96,232,550	86,317,632	2674	+ 110
3721	Iron & Glass Bank, Pittsburgh	67,142,859	64,315,865	3690	
2089	First Bank of Greater Pittston, Pittston	114,285,560	101,436,988	2208	+ 119
2702	Peoples Bank of Unity, Plum	91,290,002	85,388,719	2701	
4096	Portage National Bank, Portage	61,314,000	55,442,000	4310	+ 214
458	Pennsylvania National Bank & Trust Co., Pottsville	547,739,390	484,863,711	461	+ 3
1504	Miners National Bank, Pottsville	154,982,000	118,116,558	1823	+ 319
4964	Union Bank & Trust Co., Pottsville	50,925,476	47,572,088	5072	+ 108
1058	Keystone National Bank, Punxsutawney	216,711,360	196,074,992	1070	+12
1626	Quakertown National Bank, Quakertown	142,473,000	122,029,000	1764	+ 138
1010	Citizens & Northern Bank, Ralston	226,890,000	208,206,000	1003	
53	Meridian Bank, Reading	5,359,657,000	2,922,490,000	90	+37
393	Bank of Pennsylvania, Reading	670,733,000	640,913,832	369	
2324	Tobias Knoblauch Private Bank, Reading	104,835,132	93,175,929	2452	+ 128
1240	Century National Bk & Tr Co., Rochester	185,330,899	172,260,658	1224	
3817	Summit Bank, Salix	65,653,000	59,833,108	3982	+ 165
4470	Scottsdale Bank & Trust Co., Scottsdale	56,339,474	57,022,334	4185	
824	Third National Bank & Trust Co., Scranton	280,704,000	253,897,000	812	
893	Penn Security Bank & Trust Co., Scranton	256,672,866	251,515,720	825	
1973	Snyder County Trust Co., Selinsgrove	119,707,000	113,427,000	1906	
742	McDowell National Bank, Sharon	314,201,000	300,174,000	703	
3568	First National Bank, Slippery Rock	70,125,000	65,794,776	3584	+16
2500	Hamlin Bank & Trust Co., Smethport	98,410,000	92,622,000	2472	
2379	Somerset Trust Co., Somerset	102,622,819	98,579,401	2292	
609	Union National Bank & Trust Co., Souderton	378,981,603	333,147,572	629	+20
4555	Spring Grove National Bank, Spring Grove	55,270,275	50,679,000	4738	+ 183
1027	Peoples Nat'l Bank of Central Penn., State College	223,603,000	204,844,447	1019	
909	First National Bank of Lancaster Cty., Strasburg	250,722,414	205,487,395	1017	+ 108
1201	First National Trust Bank, Sunbury	191,000,000	186,608,112	1130	
2896	First National Bank of Bradford Cty., Towanda	85,712,618	83,535,878	2754	

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	PENNSYLVANIA (Cont.)				
3395	First Bank of Troy, Troy	73,844,313	66,807,630	3533	+ 138
305	Gallatin National Bank, Uniontown	934,657,716	902,352,522	291	
2110	Fayette Bank & Trust Co., Uniontown	113,560,000	111,504,491	1944	
2043	First Lehigh Bank, Walnutport	116,056,570	42,863,000	5593	+3550
315	Pennbank, Warren	889,044,000	851,292,000	304	
321	Marine Bank, Warren	876,141,000	792,948,000	317	
678	First National Bank & Trust Co., Washington	339,621,000	328,289,000	640	
1856	First National Bank & Trust Co., Waynesboro	126,350,485	109,995,126	1977	+ 121
4121	Citizens National Bank & Trust Co., Waynesboro	61,049,563	59,864,955	3979	
1340	First National Bank, West Chester	171,548,123	137,742,843	1561	+ 221
4052	West Milton State Bank, West Milton	61,887,613	52,104,892	4609	+ 557
177	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,735,399,000	1,547,435,000	177	
207	First Eastern Bank NA, Wilkes-Barre	1,455,386,000	1,115,353,000	231	+24
290	United Penn Bank, Wilkes-Barre	986,211,000	885,770,000	297	+ 7
434	Merchants Bank (North), Wilkes-Barre	575,495,000	535,396,000	433	
2343	Hanover Bank of Pennsylvania, Wilkes-Barre	104,022,575	104,555,651	2124	
354	Commonwealth Bank & Trust Co. NA, Williamsport	767,844,000	686,961,000	356	+ 2
448	Northern Central Bank, Williamsport	557,028,000	536,693,000	431	
1485	Williamsport National Bank, Williamsport	156,534,000	155,761,499	1374	
1481	Bank & Trust Co., Willow Grove	157,157,000	127,787,000	1673	+ 192
2645	Unitas National Bank, Willow Hill	93,338,307	81,170,556	2842	+ 197
329	York Bank & Trust Co., York	825,320,000	718,584,000	340	+11
1278	Drovers & Mechanics Bank, York	180,518,823	172,450,722	1223	
	PUERTO RICO				
258	Banco de Santander-Puerto Rico, Hato Rey	1,114,340,436	1,028,387,146	257	
270	Banco Central Corp., Hato Rey	1,061,881,452	1,004,493,796	263	
597	Royal Bank de Puerto Rico, Hato Rey	388,172,000	366,390,000	576	
670	Scotiabank de Puerto Rico, Hato Rey	342,833,000	344,628,000	610	
897	Roig Commercial Bank, Humacao	256,000,579	201,497,000	1036	+ 139
146	Banco de Ponce, Ponce	2,151,508,496	1,906,187,154	144	
1796	Banco Financiero de Puerto Rico, Ponce	130,097,267	125,908,000	1703	
77	Banco Popular de Puerto Rico, San Juan	3,820,226,000	3,365,265,114	77	
727	Banco Comercial de Mayaguez, San Juan	319,509,003	317,122,379	666	
	RHODE ISLAND				
574	People's Bank NA, Johnston	405,499,763	....	....	
4098	Newport County Trust Co., Newport	61,293,224	44,058,586	5458	+1360
1638	Pawtucket Trust Co., Pawtucket	141,409,968	115,538,674	1877	+ 239
63	Fleet National Bank, Providence	4,620,169,000	3,944,299,000	65	+ 2
136	Rhode Island Hospital Trust Nat'l Bk, Providence	2,265,439,000	1,875,218,000	150	+14
334	Bank of New England-Old Colony NA, Providence	820,545,964	....	....	
523	Citizens Trust Co., Providence	447,907,000	348,673,000	603	+80
863	Washington Trust Co., Westerly	268,678,831	209,856,627	996	+ 133
2470	Eastland Bank, Woonsocket	99,313,000	70,166,000	3350	+ 880
	SOUTH CAROLINA				
114	Citizens & Southern National Bank, Charleston	2,775,854,470	2,234,234,855	122	+ 8
3012	Liberty National Bank, Charleston	82,372,000	63,084,000	3761	+ 749
3217	M.S. Bailey & Son-Bankers, Clinton	77,642,000	69,941,000	3363	+ 146
91	South Carolina National Bank, Columbia	3,326,106,000	3,050,211,000	86	
176	NCNB South Carolina, Columbia	1,757,860,000	1,702,384,000	165	
378	First-Citizens Bank & Trust Co., Columbia	708,806,082	564,667,112	415	+37
1416	Southern National Bank of S.C., Columbia	163,116,000	35,301,000	6630	+5214
1824	Conway National Bank, Conway	128,513,000	115,174,000	1883	+59
4848	First National Bank of Pickens Cty., Easley	52,192,000	48,401,000	4976	+ 128
282	First Union National Bank, Greenville	1,014,130,000	940,663,000	282	
957	Community Bank, Greenville	238,525,943	192,433,000	1091	+ 134
3687	County Bank, Greenwood	67,740,000	62,795,000	3783	+96
1602	United Carolina Bank of S.C., Greer	144,962,095	122,097,000	1762	+ 160
4885	Palmetto State Bank, Hampton	51,857,124	46,379,000	5202	+ 317
4711	Anderson State Bank Inc., Hemingway	53,651,000	50,872,463	4718	+ 7
4472	First National Bank, Holly Hill	56,308,953	52,656,000	4551	+79
4648	Farmers & Merchants Bank, Holly Hill	54,323,000	46,352,000	5209	+ 561
3458	Carolina Bank & Trust Co., Lamar	72,710,000	65,227,000	3629	+ 171
1880	Palmetto Bank, Laurens	125,207,604	102,011,949	2196	+ 316
946	Lexington State Bank, Lexington	240,547,000	199,736,242	1048	+ 102
4082	Anchor Bank, Myrtle Beach	61,506,350	51,368,594	4668	+ 586
1257	First National Bank, Orangeburg	183,040,194	167,179,653	1267	+10
1178	Rock Hill National Bank, Rock Hill	193,991,000	155,808,086	1372	+ 194
731	National Bank of South Carolina, Sumter	317,395,134	267,213,447	772	+41
4727	Arthur State Bank, Union	53,374,000	48,639,344	4947	+ 220
4902	Hampton County Bank, Varnville	51,720,129	45,552,848	5297	+ 395
	SOUTH DAKOTA				
3895	Farmers & Merchants Bank & Trust Co., Aberdeen	64,527,857	60,191,000	3953	+58
3118	Pioneer Bank & Trust, Bell Fourche	79,954,670	77,709,000	2969	
3110	First National Bank, Beresford	80,069,000	20,297,000	....	
2221	First National Bank, Brookings	108,798,000	103,414,000	2158	
3315	First Fidelity Bank, Burke	75,559,303	42,824,143	5599	+2284
2510	Farmers & Merchants Bank, Huron	98,115,000	92,655,000	2469	
5000	Bank of Lemmon, Lemmon	50,596,268	41,723,903	5731	+ 731
2534	Commercial Trust & Savings Bank, Mitchell	97,096,000	101,092,000	2219	
3899	Live Stock State Bank, Mitchell	64,470,795	64,441,216	3684	
4372	Farmers State Bank, Parkston	57,512,548	55,450,509	4309	
1923	BankWest Inc., Pierre	122,362,600	130,689,272	1641	
4479	First National Bank, Pierre	56,203,000	56,766,000	4212	
178	Citibank (South Dakota) NA, Sioux Falls	1,691,402,000	2,054,864,000	135	
221	Norwest Bank South Dakota NA, Sioux Falls	1,321,967,000	1,331,892,000	203	
319	First Bank of South Dakota NA, Sioux Falls	879,680,000	980,996,000	268	
878	First City Bank-Sioux Falls NA, Sioux Falls	262,882,762	74,800,000	3112†	+2234
1037	First National Bank, Sioux Falls	221,387,000	213,404,588	973	
1274	Western Bank, Sioux Falls	180,934,586	178,850,113	1179	
2870	Valley National Bank, Sioux Falls	86,492,520	83,166,902	2773	
3109	United National Bank, Sioux Falls	80,078,818	86,315,000	2675	
2490	Farmers & Merchants Bank & Trust, Watertown	98,660,000	95,271,000	2384	
3381	Farmers State Bank, Winner	74,012,096	74,339,353	3138	
3368	American State Bank, Yankton	74,264,681	70,762,857	3315	
	TENNESSEE				
2781	First National Bank & Trust Co., Athens	88,891,504	70,037,776	3355	+ 574
4951	Citizens National Bank, Athens	51,075,000	46,533,000	5176	+ 225
1761	Barretville Bank & Trust Co., Barretville	132,598,063	125,350,375	1714	
3241	Bank of Bartlett, Bartlett	77,329,000	53,498,401	4477	+1236
1259	Tri-City Bank & Trust Co., Blountville	182,912,000	175,607,000	1198	
4542	Hardeman County Bank, Bolivar	55,478,487	55,722,964	4285	
3353	Brownsville Bank, Brownsville	74,569,000	71,132,448	3295	
3897	First State Bank, Brownsville	64,501,718	58,002,728	4114	+ 217
4324	Bank of Camden, Camden	58,129,203	56,253,941	4246	
2329	Citizens Bank, Carthage	104,716,434	98,083,764	2313	
4901	First National Bank, Centerville	51,736,339	50,657,250	4744	
306	American National Bank & Trust Co., Chattanooga	927,719,000	860,551,000	301	
733	Pioneer Bank, Chattanooga	316,301,413	287,855,486	727	
1621	First American National Bank, Chattanooga	143,147,635	135,413,000	1588	
	TENNESSEE (Cont.)				
2006	Commerce Union Bank-Chattanooga, Chattanooga	117,835,000	125,503,000	1711	
1270	First National Bank, Clarksville	181,612,375	168,096,635	1260	
1369	Northern Bank of Tennessee, Clarksville	169,026,963	151,132,108	1418	+49
2427	Commerce Union Bank, Clarksville	100,862,801	95,247,157	2385	
1857	Cleveland Bank & Trust Co., Cleveland	126,314,671	110,922,916	1959	+ 102
2214	Merchants Bank, Cleveland	109,147,653	101,751,000	2201	
3345	First Citizens Bank, Cleveland	74,784,802	67,687,613	3482	+ 137
1150	First Farmers & Merchants Nat'l Bank, Columbia	198,848,511	173,708,934	1212	+62
1699	Middle Tennessee Bank, Columbia	137,137,300	130,070,095	1643	
1615	Citizens Bank, Cookeville	143,909,000	129,137,936	1654	+39
2414	American Bank & Trust, Cookeville	101,069,732	83,788,992	2746	+ 332
3672	Bank of Putnam Cty., Cookeville	67,985,665	61,425,263	3883	+ 211
2233	Tipton County Bank, Covington	108,416,300	101,204,000	2215	
4268	First State Bank, Covington	59,049,000	55,399,125	4315	+47
2657	First National Bank, Crossville	92,857,481	84,316,422	2731	+74
2934	First National Bank, Dickson	84,821,000	81,373,000	2838	
4439	Bank of Dickson, Dickson	56,759,858	49,754,338	4837	+ 398
1458	First-Citizens National Bank, Dyersburg	159,182,000	155,702,000	1375	
2892	Citizens Bank, Elizabethton	85,904,288	75,458,089	3072	+ 180
2957	Carter County Bank, Elizabethton	84,069,000	79,181,264	2915	
2846	Union National Bank, Fayetteville	87,217,759	79,299,619	2911	+65
707	Williamson County Bank, Franklin	326,119,000	261,205,000	788	+81
4414	First & Peoples National Bank, Gallatin	57,031,000	50,332,682	4781	+ 367
2886	First National Bank, Gatlinburg	86,008,187	66,939,416	3524	+ 638
3978	Tennessee State Bank, Gatlinburg	62,953,000	54,357,000	4404	+ 426
1993	Community Bank, Germantown	118,512,000	91,132,000	2536	+ 543
2272	Bank of Goodlettsville, Goodlettsville	106,912,000	98,404,333	2298	+26
1392	Greene County Bank, Greeneville	165,968,000	150,718,191	1423	+31
2644	Commerce Union Bank, Greeneville	93,370,819	93,781,443	2430	
2307	Bank of Roane County, Harriman	105,521,395	96,187,089	2365	+58
4181	Commercial Bank, Harrogate	60,187,378	30,859,001	7362	+3181
3958	First State Bank, Henderson	63,351,014	58,645,702	4068	+ 110
2951	Merchants State Bank, Humboldt	84,248,592	76,175,218	3036	+85
3242	Bank of Huntingdon, Huntingdon	77,323,041	75,884,026	3049	
641	First American National Bank of Jackson, Jackson	360,737,000	258,128,000	796	+ 155
1217	Jackson National Bank, Jackson	188,147,185	169,565,991	1246	+29
4849	First American National Bank, Jefferson City	52,154,534	49,164,000	4889	+40
1136	Hamilton Bank of Upper E. Tenn., Johnson City	201,736,524	181,523,248	1162	+26
4058	Commerce Union Bank Tri-Cities, Johnson City	61,807,677	50,826,000	4723	+ 665
547	First American National Bank, Kingsport	426,604,000	406,982,000	528	
2826	Bank of Tennessee, Kingsport	87,776,326	63,515,000	3737	+ 911
309	First American National Bank, Knoxville	926,293,647	730,213,000	334	+25
658	Valley Fidelity Bank & Trust Co., Knoxville	349,444,792	304,619,000	688	+30
704	Third National Bank in Knoxville, Knoxville	326,506,000	287,171,490	729	+25
4203	Peoples National Bank, La Follette	59,806,591	54,269,638	4415	+ 212
4124	Macon Bank & Trust Co., Lafayette	61,033,616	57,564,065	4138	+14
4894	Citizen's Bank, Lafayette	51,786,191	47,725,499	5049	+ 155
2128	Third National Bank in Anderson Cty., Lake City	112,707,585	100,576,460	2236†	+ 108
2643	First National Bank, Lawrenceburg	93,431,827	88,859,084	2593	
4108	Commerce Union Bank, Lawrenceburg	61,231,000	59,327,000	4017	
1987	Lebanon Bank, Lebanon	118,779,000	105,587,000	2087	+ 100
4025	Peoples Bank, Lebanon	62,366,979	57,680,431	4132	+ 107
2449	First National Bank of Loudon Cty., Lenoir City	100,048,302	92,629,155	2471	+22
3993	Bank of Loudon Cty., Lenoir City	62,799,000	62,591,000	3797	
4067	Peoples & Union Bank, Lewisburg	61,671,325	56,862,315	4206	+ 139
4501	First National Bank, Lewisburg	55,975,000	52,359,000	4584	+83
3446	Central State Bank, Lexington	72,999,910	68,590,435	3433	
3594	Bank of Madisonville, Madisonville	69,714,417	62,554,796	3799	+ 205
3015	Citizens Bank of Blount Cty., Maryville	82,262,261	74,505,000	3132	+ 117
1724	City Bank & Trust Co., McMinnville	135,711,695	127,477,000	1677	
2634	First National Bank, McMinnville	93,814,008	83,857,917	2745	+ 111
69	First Tennessee Bank NA, Memphis	4,255,373,000	3,874,100,000	66	
199	Union Planters National Bank, Memphis	1,533,295,000	1,323,400,000	206	+ 7
279	National Bank of Commerce, Memphis	1,026,522,000	934,261,000	285	+ 6
520	First American Bank, Memphis	448,801,636	455,154,495	486	
528	Boatmen's Bank of Tennessee, Memphis	446,593,000	415,891,858	516	
1038	Commerce Union Bank, Memphis	221,378,000	190,284,000	1109	+71
1633	United American Bank, Memphis	141,971,296	128,049,314	1668	+35
4691	Milan Banking Co., Milan	53,838,370	52,167,495	4604	
2160	Hamilton Bank, Morristown	110,898,103	93,215,374	2448	+ 288
3832	Bank of East Tennessee, Morristown	65,447,022	71,427,000	3277	
623	Mid-South Bank & Trust Co., Murfreesboro	372,211,000	331,820,395	633	+10
4966	First City Bank, Murfreesboro	50,914,859	....	....	
145	First American National Bank, Nashville	2,157,362,000	1,842,890,000	153	+ 8
153	Third National Bank, Nashville	2,070,662,000	2,090,027,000	130	
166	Commerce Union Bank, Nashville	1,913,838,000	1,598,988,000	173	+ 7
428	Nashville City Bank & Trust Co., Nashville	588,171,000	526,506,000	439	+11
4732	Citizens Bank, New Tazewell	53,333,855	52,154,084	4606	
2363	Merchants & Planters Bank, Newport	103,409,000	88,062,000	2613	+ 250
4765	National Bank, Newport	53,004,000	46,996,000	5125	+ 360
1453	Commerce Union Bank Eastern, Oak Ridge	159,944,000	160,950,000	1331	
4088	First National Bank, Oneida	61,421,389	57,330,010	4159	+71
2171	Commercial Bank & Trust Co., Paris	110,366,000	104,689,584	2121	
3996	Farmers Bank, Portland	62,744,126	54,588,000	4387	+ 391
4110	Volunteer State Bank, Portland	61,223,139	53,797,127	4451	+ 341
2100	First National Bank, Pulaski	113,843,031	102,692,243	2179	+79
3117	Union Bank, Pulaski	79,981,273	78,181,133	2954	
3919	Bank of Ripley, Ripley	64,050,000	60,473,439	3936	+17
2396	First National Bank & Trust Co., Rockwood	101,933,000	98,232,000	2305	
1569	Citizens Union Bank, Rogersville	146,878,000	134,882,000	1596	+27
4853	Hardin Cty. Bank, Savannah	52,132,594	42,327,825	5657	+ 804
2684	Third National Bank in Sevier Cty., Sevierville	91,801,262	85,713,373	2691	+ 7
2997	Sevier County Bank, Sevierville	82,776,942	77,797,886	2968	
4892	Citizens National Bank, Sevierville	51,798,000	45,082,803	5356	+ 464
2028	First National Bank, Shelbyville	117,070,897	103,386,373	2160	+ 132
3114	Peoples National Bank, Shelbyville	80,032,812	75,396,439	3075	
4654	Somerville Bank & Trust Co., Somerville	54,300,746	50,057,073	4807	+ 153
3113	First Bank of Marion Cty., South Pittsburg	80,035,567	76,894,938	3006	
3082	First National Bank, Sparta	80,554,994	74,790,859	3112	+30
3690	First National Bank, Springfield	67,627,868	62,356,098	3814	+ 124
3550	Sweetwater Valley Bank, Sweetwater	70,415,764	68,085,603	3467	
4057	Claiborne County Bank, Tazewell	61,814,000	55,320,000	4323	+ 266
3039	Commerce Union Bank, Union City	81,665,000	77,630,000	2973	
3430	Bank of Commerce, Woodbury	73,189,918	72,258,501	3241	
	TEXAS				
649	First National Bank, Abilene	355,790,849	327,617,408	642	
665	First State Bank, Abilene	344,331,635	418,321,000	514	
839	MBank Abilene NA, Abilene	274,914,000	381,825,567	565	
1263	InterFirst Bank Abilene NA, Abilene	182,433,000	220,253,000	941	

American Banker
TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	TEXAS (Cont.)				
1835	Bank of Commerce, Abilene	127,690,789	137,885,284	1558	
3093	Allied Addicks Bank, Addicks	80,355,786	88,658,087	2599	
1726	RepublicBank North Dallas NA, Addison	135,601,858	86,308,300	2676	+ 950
3064	InterFirst Bank Addison, Addison	80,974,000	67,710,101	3481	+ 417
3714	Alamo Bank of Texas, Alamo	67,246,377	67,398,583	3507	
2008	First City Bank, Alice	117,760,192	102,093,058	2194	+ 186
2314	Alice National Bank, Alice	105,118,273	112,096,051	1933	
3247	Alvin State Bank, Alvin	77,225,000	82,030,821	2811	
4037	First National Bank, Alvin	62,200,000	59,143,517	4029	
387	First National Bank, Amarillo	689,261,000	728,756,000	335	
419	Amarillo National Bank, Amarillo	605,282,000	543,963,000	422	+ 3
1040	Texas American Bank/Amarillo NA, Amarillo	221,021,513	216,505,509	956	
1885	Texas Commerce Bank-Amarillo, Amarillo	124,942,415	101,406,030	2211	+ 326
2433	Tascosa National Bank, Amarillo	100,656,707	103,994,097	2142	
4191	First National Bank, Andrews	60,071,520	57,457,137	4154	
3564	Allied First National Bank, Angleton	70,190,650	81,597,898	2828	
4506	First City Bank, Aransas Pass	55,956,009	40,658,409	5854	+1348
650	Texas Commerce Bank-Arlington, Arlington	355,771,895	344,047,000	612	
871	First City National Bank, Arlington	264,668,598	244,155,866	845	
1640	MBank Arlington, Arlington	141,370,519	107,736,571	2023	+ 383
2640	First City Bank-Central Arlington NA, Arlington	93,662,674	81,413,356	2834	+ 194
3239	Bank of Arlington, Arlington	77,376,132	74,789,485	3113	
3444	InterFirst Bank Arlington NA, Arlington	73,021,000	51,308,000	4672	+1228
4260	InterFirst Bank SW Arlington NA, Arlington	59,113,000	33,621,000	6901	+2641
4279	Commonwealth Bank, Arlington	58,829,716	50,238,537	4791	+ 512
4522	Texas American Bank/Forum, Arlington	55,719,351	55,942,000	4269	
2139	First National Bank, Athens	112,071,558	106,831,000	2054	
3913	First State Bank, Athens	64,166,000	57,939,219	4119	+ 206
4925	Atlanta National Bank, Atlanta	51,483,284	48,143,560	5004	+79
224	InterFirst Bank Austin NA, Austin	1,306,282,000	1,337,015,000	201	
271	Texas Commerce Bank-Austin NA, Austin	1,060,541,000	966,180,884	272	+ 1
384	First City National Bank, Austin	694,231,958	726,856,335	336	
476	MBank Austin NA, Austin	517,285,000	536,568,000	432	
994	RepublicBank Austin, Austin	230,809,000	218,314,000	950	
1081	United Bank of Texas, Austin	210,658,000	190,400,000	1107	+26
1200	Texas American Bank/Austin, Austin	191,289,000	179,966,264	1174	
1225	Bank of the Hills, Austin	186,910,396	166,194,572	1280	+55
1732	RepublicBank South Austin, Austin	134,920,000	113,653,000	1902	+ 170
2091	InterFirst Bank NW Austin NA, Austin	114,169,000	86,886,115	2652	+ 561
2109	InterFirst Bank Oak Hill NA, Austin	113,598,909	100,581,000	2235	+ 126
2623	Alliance Bank NA, Austin	94,132,974	80,721,253	2862	+ 239
2868	MBank Austin North NA, Austin	86,516,000	65,309,000	3621	+ 753
3309	Travis Bank & Trust, Austin	75,699,000	68,705,148	3430	+ 121
3645	Community National Bank, Austin	68,464,373	65,352,641	3615	
3930	Allied Bank North Austin, Austin	63,833,000	69,646,000	3384	
4013	Texas American Bank/Westlake NA, Austin	62,487,870	65,191,713	3631	
4165	Frost Bank North Austin NA, Austin	60,423,274	64,379,000	3687	
4534	Bank of the West, Austin	55,617,458	63,469,623	3740	
4872	Heritage National Bank, Austin	52,017,380	60,070,023	3963	
4800	Azle State Bank, Azle	52,574,455	48,624,000	4949	+ 149
4294	First Bank, Balch Springs	58,451,949	47,805,873	5037	+ 743
4092	First National Bank, Bastrop	61,384,523	60,161,326	3956	
2001	First National Bank, Bay City	118,084,685	112,365,999	1927	
2205	Bay City Bank & Trust Co., Bay City	109,362,603	115,748,497	1871	
1889	Citizens Bank & Trust Co., Baytown	124,539,050	121,210,280	1780	
2784	InterFirst Bank Baytown, Baytown	88,782,000	78,192,736	2953	+ 169
551	First City National Bank, Beaumont	424,057,000	400,219,000	537	
815	Texas Commerce Bank-Beaumont NA, Beaumont	286,098,077	274,533,061	760	
1588	InterFirst Bank Beaumont, Beaumont	146,017,708	118,976,218	1814	+ 226
1858	Allied Bank Beaumont NA, Beaumont	126,156,952	114,627,149	1890	+32
3070	MBank Beaumont, Beaumont	80,826,000	62,821,000	3778	+ 708
3757	First City Bank-Central, Beaumont	66,482,931	50,604,490	4755	+ 998
3871	First City Bank-Gateway NA, Beaumont	64,924,787	46,823,000	5142	+1271
2605	Allied Bank, Bedford	94,582,000	85,101,971	2713	+ 108
3188	Commercial National Bank, Beeville	78,225,379	78,434,243	2945	
4815	State Bank & Trust Co., Beeville	52,478,998	50,998,800	4706	
1514	InterFirst Bank SW Houston NA, Bellaire	153,419,000	138,377,030	1554	+40
4062	Citizens National Bank, Bellaire	61,781,869	54,149,765	4425	+ 363
4456	Commonwealth Bank, Bellaire	56,539,708	78,635,919	2934	
4483	First National Bank, Bellaire	56,150,308	64,903,606	3660	
4662	First National Bank, Bellville	54,185,000	58,791,000	4055	
4658	Peoples National Bank, Belton	54,246,549	42,389,831	5650	+ 992
1493	First National Bank, Big Spring	156,161,460	167,003,429	1271	
2750	State National Bank, Big Spring	89,644,624	98,350,411	2299	
3480	NBC Bank-Boerne, Boerne	72,239,484	71,171,000	3292	
3370	Bonham State Bank, Bonham	74,222,994	69,760,482	3376	+ 6
4183	First National Bank, Borger	60,179,408	....	....	
2735	First National Bank, Bowie	90,221,395	88,570,210	2602	
2475	Texas American Bank/Breckenridge NA	99,175,895	87,043,333	2648	+ 173
2325	Washington County State Bank, Brenham	104,832,076	105,310,000	2096	
2469	MBank Brenham NA, Brenham	99,480,444	85,572,967	2693	+ 224
2612	Brenham National Bank, Brenham	94,431,085	84,357,295	2730	+ 118
3519	First National Bank, Brownfield	71,167,455	70,540,856	3333	
499	MBank Brownsville NA, Brownsville	477,164,602	571,178,577	410	
570	Texas Commerce Bank-Brownsville, Brownsville	407,639,391	385,181,207	562	
4325	Brownsville National Bank, Brownsville	58,127,000	58,070,000	4109	
2074	RepublicBank Brownwood NA, Brownwood	114,911,000	99,368,402	2262	+ 188
3641	InterFirst Bank Brownwood, Brownwood	68,562,242	50,433,000	4772	+1131
4073	Citizens National Bank, Brownwood	61,558,000	58,657,000	4067	
1090	First City National Bank, Bryan	209,410,000	184,081,777	1150	+60
1231	First Bank & Trust Co., Bryan	186,593,434	189,873,271	1113	
2426	First National Bank, Bryan	100,866,333	96,359,985	2359	
4493	First National Bank, Burkburnett	56,039,645	51,937,897	4625	+ 132
4643	Burleson State Bank, Burleson	54,383,547	56,444,349	4232	
4680	Farmers & Merchants State Bank, Burleson	53,940,000	55,760,312	4283	
4858	First State Bank, Burnet	52,099,808	48,986,812	4910	+52
3940	Citizens National Bank, Cameron	63,619,602	61,219,311	3892	
4628	First State Bank, Canadian	54,510,065	54,409,087	4397	
3424	First National Bank, Canyon	73,280,652	83,588,862	2752	
1455	InterFirst Bank Carrollton, Carrollton	159,627,000	151,837,000	1411	
2123	RepublicBank Carrollton, Carrollton	113,027,823	87,606,790	2634	+ 511
4307	BancTexas Carrollton NA, Carrollton	58,302,000*	64,965,000	3653	
2801	First State Bank & Trust Co., Carthage	88,345,018	84,952,633	2718	
4935	First National Bank, Carthage	51,311,588	55,117,944	4340	
2814	Farmers State Bank, Center	88,140,187	81,944,312	2814	
3653	Channelview Bank, Channelview	68,312,000	68,830,000	3426	
3191	First City Bank, Clear Lake City	78,192,000	69,868,000	3367	+ 176
1951	InterFirst Bank Cleburne NA, Cleburne	121,153,000	95,111,361	2388	+ 437
2748	First National Bank, Cleburne	89,698,000	97,413,000	2333	
3945	First Bank & Trust, Cleveland	63,580,309	62,321,416	3817	
3824	InterFirst Bank Clifton, Clifton	65,597,728	55,243,672	4332	+ 508
4843	First Coleman National Bank, Coleman	52,236,343	52,086,423	4611	
2161	RepublicBank A&M, College Station	110,898,000	84,074,000	2736	+ 575
4466	First City National Bank, Colleyville	56,393,227	40,249,616	5905	+1439
4514	City National Bank, Colorado City	55,810,181	52,556,392	4562	+48
4079	Comanche National Bank, Comanche	61,516,000	54,827,595	4368	+ 289
1002	InterFirst Bank Conroe NA, Conroe	229,404,000	222,251,000	932	
1541	Allied Conroe Bank, Conroe	149,722,000	131,874,802	1627	+86
4569	Texas Commerce Bank-Conroe NA, Conroe	55,099,000	48,769,409	4935	+ 366
407	MBank Corpus Christi NA, Corpus Christi	636,013,000	617,912,000	384	
585	First City Bank, Corpus Christi	396,389,238	386,182,516	559	
1401	Texas Commerce Bank-Corpus Christi NA	164,733,751	164,527,379	1295	
1556	Citizens State Bank, Corpus Christi	148,179,275	152,773,378	1406	
2129	Parkdale Bank, Corpus Christi	112,684,136	124,939,936	1721	
2282	NBC Bank-Corpus Christi, Corpus Christi	106,539,597	105,510,200	2090	
2528	American National Bank-South, Corpus Christi	97,336,357	89,754,829	2576	+48
3295	First National Bank, Corpus Christi	76,030,000	81,658,000	2825	
3828	First Commerce Bank NA, Corpus Christi	65,492,000	66,787,000	3534	
4487	Texas Commerce Bank-Gulfway NA, Corpus Christi	56,104,414	53,822,804	4448	
989	InterFirst Bank Corsicana NA, Corsicana	231,494,582	187,813,000	1122	+ 133
3609	MBank Corsicana NA, Corsicana	69,208,000	52,030,000	4619	+1010
4543	Corsicana National Bank, Corsicana	55,462,000	53,539,000	4473	
4136	First National Bank, Crockett	60,881,833	59,855,642	3980	
4168	Farmers State Bank & Trust Co., Cuero	60,345,000	56,366,498	4238	+70
4216	Citizens State Bank, Dalhart	59,674,070	63,405,728	3742	
24	RepublicBank Dallas NA, Dallas	8,623,009,000	9,668,148,000	20	
51	MBank Dallas NA, Dallas	5,465,342,000	5,736,819,000	40	
84	InterFirst Bank Dallas NA, Dallas	3,525,388,000	7,034,425,000	30	
359	First City Bank, Dallas	753,310,000	821,352,000	310	
390	Allied Bank of Dallas, Dallas	683,676,000	667,874,000	361	
412	MBank Preston, Dallas	620,301,000	589,193,000	398	
496	Texas Commerce Bank-Dallas NA, Dallas	479,987,000	427,512,000	507	+11
532	Northpark National Bank, Dallas	441,132,000	407,535,307	527	
615	Texas American Bank/Dallas, Dallas	376,323,000	409,643,958	524	
630	RepublicBank Oak Cliff, Dallas	366,119,000	337,569,603	622	
676	InterFirst Bank Park Cities, Dallas	340,330,000	317,551,000	665	
793	RepublicBank Greenville Avenue, Dallas	293,084,075	233,443,102	882	+89
861	BancTexas Dallas NA, Dallas	269,794,000*	559,970,000	417	
947	Bank of Dallas, Dallas	240,426,000	251,836,000	822	
1048	North Dallas Bank & Trust Co., Dallas	218,648,000	212,445,000	976	
1134	Cullen/Frost Bank of Dallas NA, Dallas	201,978,383	206,281,712	1011	
1139	Grand Bank R L Thornton at Grand, Dallas	201,355,338	202,559,000	1031	
1307	InterFirst Bank Oak Cliff, Dallas	175,429,000	136,078,000	1580	+ 273
1645	InterFirst Bank Galleria NA, Dallas	140,733,000	60,913,000	3912	+2267
1683	Capital Bank, Dallas	138,019,211	157,231,004	1355	
1689	MBank Market Center, Dallas	137,654,000	106,766,451	2060	+ 371
2046	First City Bank-Valley View, Dallas	115,942,135	67,395,807	3508	+1462
2184	MBank Lincoln Centre NA, Dallas	110,074,000	112,268,000	1929	
2249	RepublicBank Dallas East NA, Dallas	107,765,000	73,507,000	3177	+ 928
2308	Guaranty Bank, Dallas	105,510,000	107,837,687	2021	
2353	Texas Commerce Bank-Hillcrest, Dallas	103,686,000	95,899,000	2371	+18
2364	Bent Tree National Bank, Dallas	103,316,092	100,202,182	2245	
2409	Inwood National Bank, Dallas	101,222,757	92,669,829	2467	+58
2412	Bank of Texas, Dallas	101,171,925	104,992,607	2110	
2473	Merchants State Bank, Dallas	99,266,355	103,089,024	2170	
2529	InterFirst Bank Pleasant Grove, Dallas	97,323,000	74,574,000	3126	+ 597
2620	Texas Commerce Bank-Campbell Centre NA, Dallas	94,210,000	92,189,760	2490	
2664	First City Bank-East Dallas, Dallas	92,443,891	70,666,535	3327	+ 663
2677	BancTEXAS White Rock NA, Dallas	92,072,000	99,617,000	2257	
2775	Texas Commerce Bank-Casa Linda NA, Dallas	89,010,000	64,407,046	3686	+ 911
2779	Grand Bank Northeast, Dallas	88,937,000	....	....	
2837	First City Bank-Market Center NA, Dallas	87,573,319	67,823,000	3479	+ 642
2839	Texas American Bank/LBJ, Dallas	87,557,000	75,385,204	3079	+ 240
2869	Forestwood National Bank, Dallas	86,500,000	73,210,568	3193	+ 324
3009	Allied Bank-Oak Cliff, Dallas	82,398,790	78,212,289	2952	
3068	Turtle Creek National Bank, Dallas	80,841,000	86,699,000	2657	
3075	Texas Commerce Bank-Park Central NA, Dallas	80,723,000	73,443,000	3180	+ 105
3398	Texas Commerce Bank-Northwest NA, Dallas	73,795,000	54,300,647	4411	+1013
3486	Wynnewood Bank & Trust, Dallas	72,005,344	67,571,000	3491	+ 5
3661	First Texas Bank, Dallas	68,186,499	65,347,207	3616	
3678	Texas American Bank/Prestonwood NA, Dallas	67,835,000	59,944,767	3969	+ 291
4068	Texas Commerce Bank-Preston Royal NA, Dallas	61,669,000	51,600,000	4646	+ 578
4273	Liberty National Bank, Dallas	58,929,000	59,277,704	4024	
4319	Cornerstone Bank NA, Dallas	58,180,323	38,782,246	6129	+1810
4402	Commonwealth National Bank, Dallas	57,218,426	64,634,346	3676	
4512	Texas National Bank, Dallas	55,846,000	55,413,000	4314†	
4620	Brookhollow National Bank, Dallas	54,616,213	47,443,470	5084	+ 464
4710	Grand Bank Woodall Rogers NA, Dallas	53,652,000	59,771,000	3987	
4716	Allied Bank Mockingbird, Dallas	53,523,000	43,206,000	5551	+ 835
4778	Union Bank & Trust, Dallas	52,833,000	47,640,529	5062	+ 284
4985	Swiss Avenue State Bank, Dallas	50,760,000	43,512,532	5520	+ 535
3713	De Soto State Bank, De Soto	67,263,341	59,448,028	4011	+ 298
3850	First National Bank, Decatur	65,242,903	64,085,295	3702	
2504	Allied Deer Park Bank, Deer Park	98,330,764	91,778,361	2510	+ 6
2366	Del Rio Bank & Trust Co., Del Rio	103,295,628	101,411,334	2209	
4087	Del Rio National Bank, Del Rio	61,428,338	63,588,416	3733	
1581	InterFirst Bank Denison NA, Denison	146,454,000	123,643,000	1737	+ 156
1847	Texas American Bank/Denison NA, Denison	126,875,171	114,961,187	1887	+40
664	First State Bank, Denton	344,894,273	324,040,000	651	
2596	MBank Denton NA, Denton	94,951,955	80,230,827	2878	+ 282
2717	USBank, Denton	90,600,281	79,802,056	2894	+ 177
3414	Citizens State Bank, Dickinson	73,478,207	72,486,568	3230	
4831	First State Bank, Dimmitt	52,350,582	52,333,587	4586	
4185	First State Bank, Dumas	60,155,810	63,303,464	3748	
1209	Texas American Bank/Duncanville NA, Duncanville	190,507,000	148,697,000	1436	+ 227
4757	First National Bank, Eagle Lake	53,140,636	53,480,754	4480	
1673	NBC Bank-Eagle Pass NA, Eagle Pass	138,632,563	137,183,120	1568	
4397	Union State Bank, East Bernard	57,244,041	56,199,767	4253	
2516	NBC Bank-Edinburg, Edinburg	97,753,060	....	....	
3417	Commercial State Bank, El Campo	73,427,220	81,697,417	2821	
4167	First National Bank, El Campo	60,401,737	59,306,554	4019	
307	MBank El Paso NA, El Paso	927,572,000	832,377,000	309	+ 2
380	Texas Commerce Bank-El Paso NA, El Paso	706,542,000	723,114,000	338	
712	First City National Bank, El Paso	325,274,000	324,622,666	648	
1129	InterFirst Bank El Paso NA, El Paso	202,428,000	161,336,000	1327	+ 198
1473	American Bank of Commerce, El Paso	157,835,997	147,632,256	1445	
1776	MBank Bassett NA, El Paso	131,493,000	110,953,000	1957	+ 181
3111	Texas National Bank, El Paso	80,065,000	63,253,736	3754	+ 643
3207	Texas Commerce Bank-First State, El Paso	77,864,000	65,035,802	3648	+ 441

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	TEXAS (Cont.)				
3786	Texas Commerce Bank-Northgate, El Paso	66,096,000	45,119,000	5352	+1566
3937	Coronado Bank, El Paso	63,653,000	64,698,000	3673	
4012	MBank El Paso West NA, El Paso	62,508,000	47,475,000	5081	+1069
4258	MBank Vista Hills NA, El Paso	59,142,000	45,576,000	5294	+1036
4328	Continental National Bank, El Paso	58,099,895	60,794,395	3916	
2115	InterFirst Bank Ennis NA, Ennis	113,452,668	86,973,747	2649	+ 534
4398	Ennis State Bank, Ennis	57,242,896	56,593,617	4222	
3413	MBank Euless NA, Euless	73,520,034	60,978,000	3909	+ 496
1203	First City Bank-Farmers Branch, Farmers Branch	190,897,000	215,404,000	961	
3127	Town North National Bank, Farmers Branch	79,809,467	71,089,083	3297	+ 170
4719	Texas American Bank/Farmers Branch	53,470,000	40,049,000	5936	+1217
4473	First National Bank, Fort Stockton	56,308,105	61,014,554	3907	
154	Texas American Bank/Fort Worth NA, Fort Worth	2,039,237,000	2,198,540,000	124	
289	InterFirst Bank Fort Worth NA, Fort Worth	994,346,000	1,227,407,850	219	
355	MBank Fort Worth NA, Fort Worth	766,909,000	583,738,000	402	+47
803	RepublicBank Ridglea, Fort Worth	288,806,437	247,059,177	837	+34
1151	Texas American Bank/Westside, Fort Worth	198,792,000	170,965,000	1231	+80
1159	Central Bank & Trust, Fort Worth	197,067,201	184,793,784	1146	
1188	InterFirst Bank University Drive, Fort Worth	192,390,000	173,280,879	1218	+30
1268	Texas American Bank/Riverside, Fort Worth	181,837,000	169,224,000	1249	
1402	Republic Bank Ft. Worth East NA, Fort Worth	164,676,952	135,498,876	1585	+ 183
1404	Texas Commerce Bank of Fort Worth, Fort Worth	164,501,879	150,963,259	1419	+15
1620	North Fort Worth Bank, Fort Worth	143,235,915	126,459,810	1696	+76
1827	Haltom City State Bank, Fort Worth	128,255,030	133,570,522	1607	
1860	MBank Fort Worth East, Fort Worth	126,000,000	116,915,000	1844	
2108	Bank of Commerce, Fort Worth	113,603,791	109,938,803	1979	
2279	InterFirst Bank Gateway NA, Fort Worth	106,629,498	87,777,231	2628	+ 349
2431	First City National Bank, Fort Worth	100,728,819	78,212,496	2951	+ 520
2484	Southwest Bank, Fort Worth	98,903,539	93,446,654	2438	
2621	Summit National Bank, Fort Worth	94,181,790	86,926,200	2651	+30
2884	InterFirst Bank South Fort Worth, Fort Worth	86,030,000	71,096,000	3296	+ 412
2941	Overton Park National Bank, Fort Worth	84,645,244	75,823,731	3054	+ 113
3396	InterFirst Bank River Oaks, Fort Worth	73,819,302	66,052,919	3572	+ 176
3406	Meadowbrook National Bank, Fort Worth	73,640,639	80,769,633	2857	
3731	Landmark Bank, Fort Worth	66,974,954	55,108,473	4342	+ 611
4022	Everman National Bank, Fort Worth	62,376,018	60,411,168	3940	
4510	Tarrant Bank, Fort Worth	55,904,556	62,434,962	3807	
4703	River Plaza National Bank, Fort Worth	53,754,000	52,991,000	4527	
4887	Mercantile Bank of Fort Worth, Fort Worth	51,845,611	49,876,870	4824	
1911	Texas American Bank/Fredericksburg NA	123,009,669	105,056,000	2108	+ 197
3663	Security State Bank & Trust, Fredericksburg	68,170,949	61,602,318	3874	+ 211
3528	Brazosport Bank of Texas, Freeport	70,896,973	71,148,416	3294	
3821	First Freeport National Bank, Freeport	65,622,395	65,671,622	3591	
3912	Texas Commerce Bank-Friendswood, Friendswood	64,185,000	52,958,771	4530	+ 618
4582	MBank Clear Lake NA, Friendswood	54,934,000	32,800,000	7035	+2453
4852	Friona State Bank, Friona	52,135,525	51,943,780	4624	
3642	Allied Live Oak Bank, Fulton	68,508,000	59,877,176	3978	+ 336
2035	First State Bank, Gainesville	116,723,000	116,115,265	1862	
3128	Gainesville National Bank, Gainesville	79,804,000	87,987,000	2618	
764	InterFirst Bank Galveston NA, Galveston	305,229,000	277,843,520	754	
1570	United States National Bank, Galveston	146,857,271	147,497,465	1451	
2112	Moody National Bank, Galveston	113,529,672	114,451,858	1893	
4947	Bank of Galveston NA, Galveston	51,140,104	49,357,429	4875	
1167	RepublicBank Garland NA, Garland	195,336,000	161,381,000	1326	+ 159
1778	First City Bank of Garland NA, Garland	131,368,221	109,850,741	1984	+ 206
1799	Texas Commerce Bank-Garland, Garland	129,913,000	128,369,405	1666	
1937	MBank Garland, Garland	121,798,000	64,912,000	3658	+1721
2799	MBank Centerville NA, Garland	88,420,000	75,377,000	3081	+ 282
3813	Guaranty Bank & Trust Co., Gatesville	65,681,878	59,660,559	3996	+ 183
3982	National Bank, Gatesville	62,913,026	58,234,986	4094	+ 112
3496	Citizens State Bank, Georgetown	71,834,733	65,608,751	3597	+ 101
3709	First National Bank, Georgetown	67,309,000	64,913,000	3657	
3621	First National Bank, Giddings	68,967,812	69,108,673	3415	
4429	Citizens State Bank, Giddings	56,871,865	55,013,811	4352	
3171	First National Bank, Gilmer	78,738,259	72,979,465	3207	+36
3826	Gilmer National Bank, Gilmer	65,535,089	61,740,663	3865	+39
3763	Mills County State Bank, Goldthwaite	66,420,792	61,244,396	3887	+ 124
4198	First National Bank, Gonzales	59,881,316	54,835,922	4367	+ 169
1891	Graham National Bank, Graham	124,466,948	101,718,214	2202	+ 311
3411	First National Bank, Graham	73,571,433	70,180,619	3349	
2990	Granbury State Bank, Granbury	83,121,450	75,738,842	3059	+69
3246	First National Bank, Granbury	77,291,000	69,483,718	3394	+ 148
1730	MBank Grand Prairie, Grand Prairie	135,023,625	103,122,000	2165	+ 435
2186	RepublicBank Grand Prairie NA, Grand Prairie	110,042,000	79,498,000	2906	+ 720
3508	First City National Bank, Grand Prairie	71,475,383	62,832,677	3777	+ 269
2335	First National Bank, Grapevine	104,494,000	91,307,000	2527	+ 192
2305	Colonial Bank, Greenville	105,597,855	95,433,018	2381	+76
2509	MBank Greenville NA, Greenville	98,130,000	76,779,345	3009	+ 500
2617	InterFirst Bank Greenville NA, Greenville	94,264,000	72,934,000	3210	+ 593
1538	First Bank & Trust, Groves	149,837,699	126,292,818	1700	+ 162
4995	Peoples State Bank, Hallettsville	50,640,161	47,082,861	5116	+ 121
940	InterFirst Bank Harlingen NA, Harlingen	242,033,000	215,683,000	959	+19
2330	Harlingen National Bank, Harlingen	104,611,957	92,183,073	2491	+ 161
3729	Harlingen State Bank, Harlingen	67,006,789	66,122,966	3566	
1382	Citizens National Bank, Henderson	166,886,635	199,759,247	1047	
2385	Republic Bank Henderson NA, Henderson	102,399,250	87,609,537	2633	+ 248
2419	First National Bank, Hereford	100,926,935	92,870,785	2460	+41
4149	Hereford State Bank, Hereford	60,618,794	59,642,414	3998	
4004	Border Bank, Hidalgo	62,609,645	61,970,604	3850	
4923	InterFirst Bank Hillsboro, Hillsboro	51,525,959	38,684,959	6147	+1224
50	Texas Commerce Bank NA, Houston	5,607,112,000	7,052,245,000	29	
86	MBank Houston NA, Houston	3,498,278,000	3,365,912,000	76	
92	First City National Bank, Houston	3,324,729,000	5,535,797,000	42	
107	Allied Bank of Texas, Houston	2,886,918,000	3,441,145,000	74	
209	RepublicBank Houston NA, Houston	1,438,548,000	1,881,143,000	148	
349	InterFirst Bank Houston NA, Houston	775,980,000	1,070,290,000	245	
489	Allied Bank Memorial, Houston	488,281,286	466,677,551	476	
560	Texas American Bank Galleria NA, Houston	416,143,000	244,275,850	844	+ 284
580	InterFirst Bank Fannin, Houston	398,230,000	446,774,000	498	
601	Allied Bank West, Houston	385,612,000	228,246,699	907	+ 306
702	Western Bank-Westheimer, Houston	328,674,000	365,626,487	577	
726	Cullen Center Bank & Trust Co., Houston	319,709,000	355,158,000	593	
749	NBC Bank-Heights, Houston	311,335,561	288,160,447	726	
751	River Oaks Bank, Houston	310,329,081	283,379,925	742	
762	Allied Mercantile Bank, Houston	306,113,946	304,616,579	689	
830	Texas Commerce Bank-Regan, Houston	280,033,000	289,586,769	720	
846	Allied Champions Bank, Houston	273,564,296	256,824,000	801	
1021	Unitedbank-Houston, Houston	224,760,715	243,247,227	853	
1128	RepublicBank Spring Branch, Houston	202,670,000	221,501,543	936	
1195	MBank Greenway, Houston	191,542,000	150,919,986	1420	+ 225
1222	MBank Westchase NA, Houston	187,022,000	71,511,000	3273	+2051
1251	South Main Bank, Houston	183,674,592	169,836,670	1241	
1255	Texas Commerce Medical Bank, Houston	183,138,889	174,993,145	1201	
1261	Med Center Bank, Houston	182,820,000	163,862,000	1300	+39
1264	Post Oak Bank, Houston	182,428,280	184,864,000	1145	
1387	InterFirst San Felipe Bank NA, Houston	166,359,348	150,274,000	1425	+38
1488	InterFirst Bank East Houston, Houston	156,389,256	126,704,684	1691	+ 203
1507	First City Bank-Gulfgate, Houston	154,709,343	132,984,840	1614	+ 107
1578	First City Bank of Highland Village, Houston	146,523,023	147,258,092	1453	
1595	University State Bank, Houston	145,449,931	168,024,057	1261	
1632	MBank Memorial NA, Houston	142,102,856	105,986,945	2073	+ 441
1651	Allied Fairbanks Bank, Houston	140,336,018	128,412,949	1665	+14
1668	Charter National Bank-Houston, Houston	139,150,000	146,910,000	1455	
1850	InterFirst Bank Nassau Bay NA, Houston	126,772,000	121,229,000	1779	
1854	Texas Commerce Bank-Tanglewood, Houston	126,503,000	119,056,434	1812	
1865	MBank Long Point NA, Houston	125,798,318	96,359,997	2358	+ 493
1869	Allied Beltway Bank, Houston	125,674,000	109,770,227	1985	+ 116
1876	Texas Commerce Bank-Chemical, Houston	125,412,000	104,891,191	2117	+ 241
2004	Northwest Bank & Trust, Houston	117,859,727	138,331,277	1555	
2017	Enterprise Bank-Houston, Houston	117,427,000	128,937,979	1659	
2020	Citizens Bank, Houston	117,346,019	124,320,504	1731	
2053	Texas Commerce Bank-Airline, Houston	115,673,987	116,476,972	1856	
2057	Bank of Houston, Houston	115,559,208	104,270,505	2137	+80
2079	American Bank, Houston	114,661,999	112,673,992	1922	
2137	Allied Cypress Bank, Houston	112,174,694	104,492,039	2128	
2162	Lockwood National Bank, Houston	110,837,970	107,027,427	2045	
2183	Charter National Bank-Westheimer, Houston	110,126,000	148,737,000	1435	
2268	MBank San Felipe NA, Houston	107,090,971	91,343,487	2526	+ 258
2312	Harrisburg Bank, Houston	105,485,000	107,585,355	2029	
2332	Allied Jetero Bank, Houston	104,549,347	110,463,509	1970	
2356	Texas Commerce Bank-Lakeside, Houston	103,534,193	96,152,566	2366	+10
2403	Texas Comm. Bk-Greenway Plaza NA, Houston	101,568,064	102,296,144	2189	
2435	MBank Gulf Freeway NA, Houston	100,645,971	76,728,450	3011	+ 576
2466	Union Bank, Houston	99,543,005	109,882,298	1982	
2557	InterFirst Bank Greenspoint, Houston	96,376,000	82,882,317	2780	+ 223
2875	Texas Commerce Bank-Southeast, Houston	86,189,140	75,926,617	3045	+ 170
2923	Merchants Park Bank, Houston	84,971,000	81,307,141	2840	
2944	Port City Bank, Houston	84,447,000	84,072,000	2737	
3023	MBank Westbury NA, Houston	82,121,000	60,764,104	3919	+ 896
3031	NBC Bank Meyerland, Houston	81,882,163	79,460,977	2907	
3135	Allied Bank Southwest Freeway, Houston	79,581,000	87,541,972	2637	
3185	First City Bank-Almeda Genoa, Houston	78,268,080	51,286,822	4675	+1490
3204	Tanglewood Bank NA, Houston	77,910,989	70,324,311	3344	+ 140
3359	Woodforest National Bank, Houston	74,434,183	36,730,240	6422	+3063
3363	RepublicBank Post Oak NA, Houston	74,347,000	50,832,000	4721	+1358
3471	BancTexas North Side Houston NA, Houston	72,428,000*	79,015,000	2918	
3511	Texas Commerce Bank-Del Oro NA, Houston	71,402,973	65,546,121	3601	+90
3562	Industrial Bank, Houston	70,191,468	75,014,008	3101	
3614	Pinemont Bank, Houston	69,141,464	58,361,000	4087	+ 473
3623	RepublicBank Braes Bayou NA, Houston	68,950,000	54,911,000	4360	+ 737
3624	Texas Commerce Bank-North Freeway, Houston	68,948,476	62,852,543	3776	+ 152
3632	Texas National Bank, Houston	68,761,116	72,661,898	3223	
3669	NBC Bank-Spring Branch, Houston	68,043,365	62,892,000	3773	+ 104
3682	First City Bank-Inwood Forest NA, Houston	67,784,000	50,482,000	4765	+1083
3691	NBC Bank Southwest NA, Houston	67,622,322	66,030,000	3573	
3759	BancTexas Houston, Houston	66,476,000*	112,209,000	1931	
3878	Guardian Bank, Houston	64,781,574	67,580,191	3489	
3881	First City Bank-Fondren South, Houston	64,731,000	46,859,798	5137	+1256
3911	BancTexas Westheimer, Houston	64,238,000*	86,384,000	2670	
3927	MBank Greenspoint NA, Houston	63,861,000	40,680,423	5851	+1924
3931	Charter National Bank-Colonial, Houston	63,782,000	69.511,227	3391	
3951	Houston Commerce Bank, Houston	63,426,074	63,776,610	3720	
3965	First City Bank Westheimer Plaza NA, Houston	63,222,051	52,457,143	4572	+ 607
3990	Harris County Bank-Houston NA, Houston	62,822,100	69,710,479	3379	
4063	Bellfort National Bank, Houston	61,762,476	30,967,110	7339	+3276
4129	Texas Commerce Bank-Westlake Park NA, Houston	60,971,226	46,088,517	5238	+1109
4131	Texas American Bank/Fondren, Houston	60,958,000	53,387,000	4488	+ 357
4155	First City Bank-Westheimer NA, Houston	60,566,000	50,817,753	4724	+ 569
4179	Texas American Bank/Spring Branch, Houston	60,221,000	59,666,000	3994	
4277	First City Bank of Northline, Houston	58,837,000	54,611,421	4385	+ 108
4301	North Houston Bank, Houston	58,382,110	62,398,910	3811	
4332	First City Bank-Northeast NA, Houston	58,021,583	40,496,558	5881	+1549
4334	Texas Capital Bank-Westwood NA, Houston	58,016,733	36,352,711	6487	+2153
4338	InterFirst Bank Post Oak, Houston	57,967,000	61,077,238	3903	
4421	First Bank, Houston	56,951,833	50,541,066	4761	+ 340
4454	Texas Commerce Bank-Richmond/Sage, Houston	56,561,542	41,856,293	5716	+1262
4477	Texas Comm. Bk-Cypress Station NA, Houston	56,269,661	41,996,955	5692	+1215
4486	Riverway Bank, Houston	56,107,000	76,785,000	3007	
4518	Commercial State Bank, Houston	55,757,000	60,574,936	3929	
4539	Omnibanc South NA, Houston	55,505,372	55,053,992	4346	
4574	Allied Bank-North Belt NA, Houston	55,054,174	41,803,000	5723	+1149
4667	Park Tower National Bank, Houston	54,138,924	59,444,460	4012	
4669	Citizens Bank-Houston, Houston	54,134,228	56,969,520	4195	
4689	Liberty Bank, Houston	53,860,333	69,198,000	3411	
4785	Jersey Village Bank, Houston	52,733,702	55,586,204	4293	
4795	First Houston Bank NA, Houston	52,648,954	55,183,072	4337	
4801	First City Bank-Medical Center NA, Houston	52,573,000	54,379,002	4401	
4830	Texas Commerce Bank-Inwood NA, Houston	52,356,972	42,444,018	5642	+ 812
4963	First City Bank-North Belt NA, Houston	50,934,000	44,434,785	5414	+ 451
2345	Allied Humble Bank NA, Humble	103,865,000	101,411,000	2210	
2709	Texas Commerce Bank-Kingwood, Humble	91,019,152	68,487,548	3442	+ 733
2719	First City Bank, Humble	90,577,000	98,183,000	2307	
2039	First National Bank, Huntsville	116,374,000	117,929,000	1826	
2135	Huntsville National Bank, Huntsville	112,292,435	107,703,843	2024	
1529	Texas Commerce Bank-Hurst NA, Hurst	151,635,000	152,006,828	1410	
845	InterFirst Bank Irving, Irving	273,614,000	229,134,000	902	+57
1007	Texas Commerce Bank-Las Colinas, Irving	227,986,000	204,476,355	1020	+13
1706	RepublicBank Las Colinas, Irving	136,765,000	82,470,043	2796	+1090
1722	Texas Independent Bank, Irving	135,844,106	119,513,000	1803	+81
1830	Allied Bank Irving, Irving	128,046,000	116,715,000	1851	+21
2841	InterFirst Bank Las Colinas NA, Irving	87,543,942	63,581,365	3734	+ 893
3397	Texas Comm. Bank-Irving Boulevard, Irving	73,808,000	62,711,000	3789	+ 392
3836	MBank Irving, Irving	65,378,954	48,850,684	4924	+1088
4844	Capital Bank, Jacinto City	52,229,335	52,717,747	4545	
2893	Allied Texas Bank, Jacksonville	85,900,172	76,223,197	3034	+ 141
3412	First National Bank, Jacksonville	73,561,000	74,671,000	3119	
3300	Katy National Bank, Katy	75,927,000	76,560,000	3020	
858	Chas Schreiner Bank, Kerrville	270,873,029	267,815,791	770	
1744	First National Bank, Kerrville	133,874,000	125,404,000	1713	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	TEXAS (Cont.)				
4926	Bank of Kerrville, Kerrville	51,464,565	58,387,656	4085	
2632	Kilgore First National Bank, Kilgore	93,830,237	91,698,902	2513	
3056	Allied Citizens Bank, Kilgore	81,220,254	88,468,740	2605	
1593	First National Bank, Killeen	145,665,150	129,187,524	1652	+59
4252	American State Bank, Killeen	59,197,454	60,364,431	3942	
4930	Citizens National Bank, Killeen	51,367,000	52,365,953	4583	
3281	Highland Lakes Bank, Kingsland	76,518,780	75,530,597	3067	
2085	Kleberg First National Bank, Kingsville	114,396,688	109,011,013	2001	
3057	La Grange State Bank, La Grange	81,184,825	72,130,483	3252	+ 195
3328	First National Bank, La Grange	75,251,963	69,942,000	3362	+34
2825	Bayshore National Bank, LaPorte	87,829,860	75,489,439	3070	+ 245
2858	First City Bank-Lake Jackson, Lake Jackson	86,885,501	54,346,883	4407	+1549
2979	Lamesa National Bank, Lamesa	83,431,529	90,772,419	2545	
3420	First National Bank, Lamesa	73,340,250	79,531,413	2904	
4340	First National Bank, Lampasas	57,954,309	56,791,411	4210	
3005	First City Bank, Lancaster	82,482,411	62,112,974	3834	+ 829
299	Laredo National Bank, Laredo	957,359,000	891,460,000	294	
471	International Bank of Commerce, Laredo	526,761,949	501,318,392	449	
975	Union National Bank, Laredo	235,655,528	256,685,967	804	
3320	NBC Bank-Laredo NA, Laredo	75,343,497	72,170,000	3247	
2897	League City Bank & Trust, League City	85,669,702	81,707,830	2820	
1358	Texas American Bank/Levelland, Levelland	170,095,000	160,343,000	1337	
3090	First National Bank, Levelland	80,400,000	77,946,000	2964	
1738	First City Bank, Lewisville	134,629,518	100,661,000	2233	+ 495
2607	MBank Lewisville NA, Lewisville	94,553,000	66,129,027	3460	+ 853
4077	North Texas Bank, Lewisville	61,533,000	73,373,000	3187	
2877	First State Bank, Liberty	86,183,634	86,437,719	2668	
3028	First Liberty National Bank, Liberty	81,967,069	77,998,018	2963	
2486	First State Bank, Livingston	98,858,628	97,358,389	2336	
2749	First National Bank, Livingston	89,678,582	90,758,463	2546	
4807	First-Lockhart National Bank, Lockhart	52,534,864	50,566,912	4757	
1091	Texas Commerce Bank-Longview NA, Longview	208,546,363	197,050,151	1066	
1103	Longview Bank & Trust Co., Longview	206,521,521	191,110,550	1100	
1314	MBank Longview NA, Longview	174,790,691	166,637,868	1277	
2714	Texas American Bank/Longview NA, Longview	90,659,000	29,647,000	7543	+4829
4428	Texas National Bank, Longview	56,872,000	57,040,000	4182	
4893	Bank of Longview NA, Longview	51,794,000	54,116,434	4427	
450	RepublicBank Lubbock NA, Lubbock	554,450,000	503,037,000	447	
491	First National Bank, Lubbock	485,570,829	446,995,504	497	+ 6
740	American State Bank, Lubbock	314,757,016	320,449,264	660	
1464	Plains National Bank, Lubbock	158,785,000	163,629,231	1305	
1603	Texas Commerce Bank NA, Lubbock	144,917,880	146,000,523	1468	
3132	Southwest Lubbock National Bank, Lubbock	79,748,406	84,513,773	2727	
4780	Liberty State Bank, Lubbock	52,807,109	47,619,548	5068	+ 288
1207	RepublicBank Lufkin, Lufkin	190,732,192	174,399,746	1208	+ 1
1622	First City National Bank, Lufkin	142,876,827	138,626,325	1549	
3230	First City National Bank, Madisonville	77,545,074	69,783,396	3372	+ 142
3917	MBank Mansfield, Mansfield	64,078,000	51,891,000	4631	+ 714
1228	Allied Bank of Marble Falls, Marble Falls	186,669,080	198,517,380	1058	
4507	First State Bank, Marlin	55,941,604	54,290,903	4412	
2063	First National Bank, Marshall	115,322,574	110,937,626	1958	
2497	MBank Marshall NA, Marshall	98,497,336	81,385,714	2836	+ 339
399	McAllen State Bank, McAllen	646,392,000	756,157,000	326	
579	Texas Commerce Bank-McAllen NA, McAllen	399,215,989	408,384,501	525	
2056	Texas State Bank, McAllen	115,587,008	94,362,570	2411	+ 355
1112	Texas American Bank/McKinney NA, McKinney	205,292,697	180,876,790	1169	+57
1323	BancTexas McKinney NA, McKinney	174,246,000*	151,755,000	1413	+90
1949	Allied First National Bank, Mesquite	121,207,000	102,179,000	2190	+ 241
4832	Southwest Bank, Mesquite	52,328,000	55,690,148	4286	
374	RepublicBank First National Midland, Midland	715,720,000	716,149,000	343	
638	First City National Bank, Midland	362,408,000	414,550,762	520	
1486	United Bank NA, Midland	156,516,826	92,660,361	2468	+ 982
1953	Texas American Bank/Midland, Midland	121,084,000	124,462,000	1728	
2153	ClayDesta National Bank, Midland	111,352,256	124,405,507	1730	
4955	Texas Commerce Bank-Midland NA, Midland	51,043,000	53,015,000	4522†	
2012	RepublicBank Mineral Wells NA, Mineral Wells	117,692,469	108,474,202	2009	
3579	City National Bank, Mineral Wells	69,931,000	67,471,356	3500	
1241	First State Bank & Trust Co., Mission	184,933,874	164,143,357	1297	+56
3193	NBC Bank Mission NA, Mission	78,152,855	77,565,598	2978	
4496	Allied Bank Missouri City, Missouri City	56,010,346	56,288,566	4244	
1816	InterFirst Bank Mount Pleasant NA, Mount Pleasant	128,963,172	108,354,000	2013	+ 197
1994	Guaranty Bank, Mount Pleasant	118,501,000	116,913,699	1845	
1787	Fredonia State Bank, Nacogdoches	130,725,619	121,157,811	1782	
1964	Stone Fort National Bank, Nacogdoches	120,122,000	105,728,000	2079	+ 115
2357	Commercial National Bank, Nacogdoches	103,481,927	99,178,081	2269	
2853	InterFirst Bank Nederland, Nederland	87,090,000	73,546,000	3175	+ 322
4164	First National Bank, New Boston	60,429,000	57,521,000	4144	
2172	Texas Commerce Bank-New Braunfels	110,347,603	97,708,343	2325	+ 153
2804	MBank New Braunfels, New Braunfels	88,279,557	78,691,672	2930	+ 126
4488	New Braunfels National Bank, New Braunfels	56,088,779	58,153,730	4101	
1256	Allied Northeast Bank NA, North Richland Hills	183,041,528	154,902,000	1384	+ 128
2245	Bank of North Texas, North Richland Hills	107,844,376	108,102,039	2017	
3450	InterFirst Bank Richland NA, North Richland Hills	72,884,457	52,526,019	4565	+1115
1053	MBank Odessa NA, Odessa	217,884,000	207,813,165	1004	
1272	InterFirst Bank Odessa NA, Odessa	181,016,000	189,647,000	1115	
1582	Texas Commerce Bank-Odessa, Odessa	146,350,760	146,053,030	1466	
4021	First State Bank NA, Odessa	62,384,000	70,691,000	3322	
2404	First City National Bank, Orange	101,546,000	76,712,282	3013	+ 609
3250	MBank Orange NA, Orange	77,174,636	55,683,055	4287	+1037
3979	Unitedbank Orange, Orange	62,952,667	63,720,546	3726	
3079	First National Bank, Palestine	80,619,000	82,092,944	2809	
1576	First National Bank, Pampa	146,671,892	165,143,835	1289	
3378	Citizens Bank & Trust Co., Pampa	74,051,000	83,719,000	2747	
2380	Liberty National Bank, Paris	102,603,354	92,810,416	2461	+81
3677	InterFirst Bank, Paris	67,849,000	52,603,000	4558	+ 881
4160	First National Bank, Paris	60,461,964	62,815,000	3782	
1034	MBank Pasadena, Pasadena	222,400,025	225,412,000	917	
2058	InterFirst Bank Pasadena, Pasadena	115,523,000	105,559,000	2088	+30
2393	Allied Pasadena National Bank, Pasadena	102,117,322	98,132,442	2310	
3825	Pearland State Bank, Pearland	65,536,000	65,331,818	3618	
3290	Security State Bank, Pearsall	76,180,073	73,348,040	3189	
4553	Security State Bank, Pecos	55,294,709	55,596,079	4292	
1526	First National Bank, Perryton	152,682,000	88,082,000	2612	+1086
3581	Security State Bank, Pharr	69,904,890	72,150,973	3250	
2217	First National Bank, Plainview	108,915,000	69,777,000	3374	+1157
2243	Hale County State Bank, Plainview	107,865,014	93,751,200	2432	+ 189
1019	Plano Bank & Trust Co., Plano	224,905,843	186,243,452	1133	+ 114
1886	RepublicBank Plano NA, Plano	124,891,219	85,791,794	2690	+ 804
2518	City National Bank, Plano	97,718,000	93,283,000	2446	
4767	American National Bank, Plano	52,976,303	46,898,467	5132	+ 365
959	MBank Port Arthur NA, Port Arthur	238,243,000	213,953,000	969	+10
1076	Allied Merchants Bank, Port Arthur	212,036,000	204,217,397	1021	
3053	Sabine Bank, Port Arthur	81,262,341	83,421,073	2758	
2208	First State Bank & Trust Co., Port Lavaca	109,300,218	105,992,376	2071	
4906	First National Bank, Port Lavaca	51,707,955	51,636,072	4645	
4303	First National Bank of Mid-Cty., Port Neches	58,344,179	63,952,000	3710	
3553	First National Bank, Quitman	70,375,131	64,283,501	3693	+ 140
3326	Raymondville State Bank, Raymondville	75,290,247	54,278,278	4413	+1087
1067	First City Bank of Richardson, Richardson	214,632,000	199,416,000	1050	
1961	Promenade National Bank, Richardson	120,397,360	112,309,046	1928	
2064	RepublicBank-Richardson, Richardson	115,288,000	79,830,000	2893	+ 829
2103	BancTexas Richardson NA, Richardson	113,777,000*	151,387,000	1414	
4060	Richardson National Bank, Richardson	61,799,433	55,903,837	4271	+ 211
2649	RepublicBank Richmond NA, Richmond	93,167,331	64,655,058	3675	+1026
4020	First City National Bank, Richmond	62,386,110	59,303,846	4020	
2876	First National Bank, Rio Grande City	86,185,455	81,628,442	2826	
2180	First State Bank, Rio Vista	110,146,742	99,090,202	2274	+94
3076	NBC Bank of Robstown, Robstown	80,706,079	73,862,754	3160	+84
4883	NBC Bank Rockdale, Rockdale	51,868,972	50,702,520	4734	
3231	First National Bank, Rockport	77,538,759	68,946,999	3421	+ 190
4516	First National Bank, Rosenberg	55,793,000	53,431,237	4484	
2049	MBank Round Rock, Round Rock	115,888,000	98,405,000	2297	+ 248
4919	Frontier National Bank, Round Rock	51,541,289	47,377,000	5088	+ 169
896	Central National Bank, San Angelo	256,316,975	252,402,720	817	
971	Texas Commerce Bank-San Angelo NA, San Angelo	236,381,466	237,930,000	869	
1782	First City National Bank, San Angelo	131,030,213	121,748,324	1768	
2817	Bank of the West, San Angelo	88,081,934	88,506,000	2604	
3991	Texas State Bank, San Angelo	62,808,714	57,634,372	4135	+ 144
4668	Southwest Bank, San Angelo	54,138,187	53,528,322	4474	
192	Frost National Bank, San Antonio	1,573,168,380	1,557,626,000	176	
261	NBC Bank-San Antonio NA, San Antonio	1,105,235,525	1,021,395,275	259	
358	MBank Alamo NA, San Antonio	755,937,000	691,865,000	354	
431	National Bank of Fort Sam Houston, San Antonio	582,888,000	502,812,130	448	+17
576	RepublicBank San Antonio NA, San Antonio	403,866,000	332,963,000	630	+54
581	InterFirst Bank San Antonio NA, San Antonio	398,140,000	390,021,000	550	
625	Broadway National Bank, San Antonio	371,197,736	328,634,271	639	+14
973	Texas Commerce Bank-San Antonio, San Antonio	236,175,640	188,006,698	1121	+ 148
1000	First City Bank-Central Park, San Antonio	229,785,782	211,473,053	982	
1365	NBC Bank-Brooks Field NA, San Antonio	169,269,000	162,000,000	1316	
1591	InterFirst Bank Alamo Heights NA, San Antonio	145,790,000	125,409,000	1712	+ 121
1625	First City Bank-Windsor Park, San Antonio	142,530,000	124,681,000	1725	+ 100
1998	San Pedro State Bank, San Antonio	118,300,135	105,082,542	2105	+ 107
2013	Groos Bank NA, San Antonio	117,604,896	112,537,484	1924	
2030	Mercantile Bank & Trust, San Antonio	116,964,317	128,826,790	1660	
2081	Allied American Bank, San Antonio	114,565,000	113,138,459	1911	
2209	Kelly Field National Bank, San Antonio	109,264,960	102,962,192	2173	
2228	Westside Bank, San Antonio	108,595,444	109,604,763	1989	
2317	North Frost Bank NA, San Antonio	105,049,198	99,155,576	2271	
2359	Citizens Frost Bank NA, San Antonio	103,442,474	106,970,549	2049	
2410	Union Bank, San Antonio	101,209,296	84,731,970	2723	+ 313
2688	Colonial Frost Bank NA, San Antonio	91,765,579	86,020,566	2686	
2690	Bank of San Antonio, San Antonio	91,639,527	87,997,000	2617	
2828	NBC Bank-Harlandale, San Antonio	87,757,000	70,520,104	3334	+ 506
2835	Jefferson State Bank, San Antonio	87,584,733	66,875,196	3529	+ 694
2880	Northside Bank, San Antonio	86,161,589	91,192,895	2534	
3148	Texas Bank, San Antonio	79,365,000	92,220,025	2489	
3200	InterFirst Bank NW San Antonio NA, San Antonio	77,993,000	55,857,000	4277	+1077
3380	NBC Bank-North NA, San Antonio	74,024,982	69,791,385	3371	
3514	Security National Bank, San Antonio	71,336,000	63,250,231	3755	+ 241
3849	Liberty Frost Bank NA, San Antonio	65,246,529	62,204,705	3825	
4187	RepublicBank Northern Hills, San Antonio	60,140,000	41,595,394	5749	+1562
4443	First City Bank-Forum NA, San Antonio	56,687,000	32,476,000	7107	+2664
4515	RepublicBank Medical Center NA, San Antonio	55,809,758	41,846,861	5719	+1204
4624	NBC Bank-Perrin Beitel NA, San Antonio	54,541,753	47,088,907	5115	+ 491
4821	NBC Bank-Ingram Park NA, San Antonio	52,417,978	34,718,000	6726	+1905
4178	San Benito Bank & Trust Co., San Benito	60,223,000	62,051,282	3845	
2767	First National Bank, San Marcos	89,250,590	80,317,208	2877	+ 110
2920	State Bank & Trust Co., San Marcos	85,055,000	82,888,000	2779	
4591	Allied Seabrook Bank, Seabrook	54,844,000	48,546,000	4957	+ 366
3512	Seagoville State Bank, Seagoville	71,402,000	68,501,170	3440	
3815	Citizens State Bank, Sealy	65,675,000	68,368,000	3452	
2480	Seguin State Bank & Trust Co., Seguin	98,978,000	93,184,000	2450	
2819	NBC Bank-Seguin NA, Seguin	87,974,000	76,700,000	3014	+ 195
4304	Nolte National Bank, Seguin	58,333,397	62,082,726	3839	
2149	Grayson County State Bank, Sherman	111,514,976	97,926,891	2320	+ 171
2150	MBank Sherman NA, Sherman	111,514,000	188,728,521	1117	
4249	American Bank of Sherman NA, Sherman	59,227,870	49,772,000	4832	+ 583
4280	Silsbee State Bank, Silsbee	58,812,751	52,225,727	4599	+ 319
3078	Snyder National Bank, Snyder	80,624,703	86,266,852	2679	
3099	West Texas State Bank, Snyder	80,252,344	92,882,882	2459	
3933	Southern State Bank, South Houston	63,764,000	65,949,671	3579	
4660	First State Bank, Spearman	54,204,693	51,433,305	4665	+ 5
2365	Allied Spring Bank, Spring	103,311,000	94,320,000	2415	+50
4630	Klein Bank, Spring	54,495,941	48,436,000	4971	+ 341
2101	Texas Commerce Bank-Stafford NA, Stafford	113,841,147	141,686,147	1521	
4392	Texas American Bank/Southwest, Stafford	57,274,000	60,887,000	3913	
1697	InterFirst Bank Stephenville NA, Stephenville	123,945,529	96,226,945	2363	+ 466
4798	Stephenville Bank & Trust Co., Stephenville	52,631,258	51,160,101	4689	
2250	Sugar Creek National Bank, Sugar Land	107,697,860	105,753,803	2078	
3829	Cullen Bank Sugar Land, Sugar Land	65,474,072	62,324,664	3816	
2132	Sulphur Springs State Bank, Sulphur Springs	112,567,000	107,147,358	2039	
4352	City National Bank, Sulphur Springs	57,754,114	55,630,745	4291	
3744	First National Bank, Sweetwater	66,711,139	73,382,175	3186	
2558	First-Taylor National Bank, Taylor	96,296,659	99,403,552	2261	
4407	City National Bank, Taylor	57,167,364	57,344,815	4158	
1487	InterFirst Bank Temple NA, Temple	156,440,000	143,388,000	1497	+10
1660	First National Bank, Temple	139,700,102	138,843,638	1547	
3318	Texas American Bank/Temple NA, Temple	75,462,358	54,785,185	4370	+1052
4655	Texas Bank & Trust, Temple	54,294,336	52,322,835	4588	
1527	American National Bank, Terrell	152,478,000	146,271,000	1461	
1056	Texarkana National Bank, Texarkana	216,805,843	206,021,078	1012	
2211	Oaklawn Bank, Texarkana	109,224,075	106,808,414	2056	
4042	American National Bank, Texarkana	62,145,027	56,024,000	4262	+ 220
3863	Texas City National Bank, Texas City	65,084,000	63,257,295	3751	
4854	Mainland Bank, Texas City	52,126,834	49,014,478	4908	+54
2051	MBank The Woodlands NA, The Woodlands	115,735,000	90,784,000	2544	+ 493
2527	InterFirst Bank Tomball, Tomball	97,345,253	80,755,000	2859	+ 332
3409	First Bank & Trust, Tomball	73,608,878	82,728,943	2785	
3675	First National Bank, Tulia	67,862,759	71,738,531	3266	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	TEXAS (Cont.)				
604	InterFirst Bank Tyler NA, Tyler	383,737,000	368,710,000	573	
776	First City National Bank, Tyler	301,765,000	331,059,447	634	
798	RepublicBank Tyler, Tyler	292,033,643	275,516,000	758	
1023	Southside State Bank, Tyler	224,654,000	209,934,000	994	
1786	Texas American Bank/Tyler NA, Tyler	130,848,000	121,400,000	1775	
3173	Rose Capital Bank, Tyler	78,681,151	72,350,507	3237	+64
1375	First State Bank, Uvalde	167,258,458	161,668,342	1323	
2106	Waggoner National Bank, Vernon	113,669,265	102,351,724	2187	+81
3294	Herring National Bank, Vernon	76,057,911	76,649,257	3016	
473	Victoria Bank & Trust Co., Victoria	523,736,502	539,716,415	428	
607	First Victoria National Bank, Victoria	379,531,496	344,455,369	611	+ 4
1043	InterFirst Bank Victoria, Victoria	219,777,000	170,770,000	1233	+ 190
536	RepublicBank Waco NA, Waco	439,348,000	391,298,713	549	+13
673	MBank Waco NA, Waco	341,555,000	290,420,000	717	+44
1480	United Bank of Waco NA, Waco	157,185,149	136,523,524	1576	+96
1561	InterFirst Bank Waco NA, Waco	147,577,058	115,549,000	1876	+ 315
3041	Texas National Bank, Waco	81,638,004	81,661,048	2824	
4138	American Bank, Waco	60,852,681	58,797,377	4054	
4201	Central National Bank of Woodway-Hewitt, Waco	59,832,267	61,573,981	3875	
4533	Community Bank, Waco	55,627,338	53,273,923	4500	
2611	Citizens National Bank, Waxahachie	94,447,000	81,054,833	2848	+ 237
3882	Waxahachie Bank & Trust Co., Waxahachie	64,676,968	78,850,235	2924	
1629	Texas Bank, Weatherford	142,297,154	131,504,955	1632	+ 3
3440	First National Bank, Weatherford	73,089,000	68,915,332	3422	
4932	Citizens National Bank, Weatherford	51,336,436	48,876,948	4919	
4416	Bay Area Bank & Trust, Webster	57,020,869	89,453,704	2583	
3432	First National Bank, Weslaco	73,170,000	87,923,000	2621	
598	MBank Wichita Falls NA, Wichita Falls	387,511,362	381,872,000	564	
706	InterFirst Bank Wichita Falls NA, Wichita Falls	326,250,000	341,224,000	616	
1666	Parker Square State Bank, Wichita Falls	139,344,718	131,036,770	1636	
2575	MBank Wichita Falls Southwest NA, Wichita Falls	95,628,000	80,046,295	2885	+ 310
4471	Texas American Bank/Wichita Falls, Wichita Falls	56,324,000	47,562,000	5075	+ 604
4855	American National Bank, Wichita Falls	52,124,929	38,306,830	6204	+1349
3918	First National Bank, Winnsboro	64,050,312	67,297,418	3514	
4837	American Bank of Commerce, Wolfforth	52,291,000	47,559,295	5076	+ 239
4228	Yoakum National Bank, Yoakum	59,511,852	55,823,747	4279	+51
	UTAH				
4180	Bank of American Fork, American Fork	60,205,000	58,659,000	4066	
3627	Utah Bank & Trust, Bountiful	68,827,019	60,270,000	3948	+ 321
4393	State Bank of Southern Utah, Cedar City	57,259,244	49,762,297	4835	+ 442
3389	Draper Bank & Trust, Draper	73,897,000	58,114,000	4106	+ 717
4745	Barnes Banking Co., Kaysville	53,229,000	46,745,000	5150	+ 405
134	First Security Bank of Utah NA, Ogden	2,298,064,000	2,181,378,000	125	
377	Commercial Security Bank, Ogden	709,425,000	671,806,000	360	
1965	Bank of Utah, Ogden	120,066,884	112,854,941	1917	
3025	Deseret Bank, Pleasant Grove	82,044,415	75,812,172	3055	+30
137	Zions First National Bank, Salt Lake City	2,263,403,000	2,141,634,000	127	
314	First Interstate Bank of Utah NA, Salt Lake City	890,530,000	819,083,000	312	
382	Valley Bank & Trust Co., Salt Lake City	698,646,000	628,425,000	378	
866	Continental Bank & Trust Co., Salt Lake City	267,278,000	253,727,000	813	
922	Tracy-Collins Bank & Trust Co., Salt Lake City	246,671,820	223,626,103	922	
1662	Citibank (Utah), Salt Lake City	139,652,000	....	....	
3259	Central Bank & Trust Co., Springville	77,006,000	74,999,000	3103	
	VERMONT				
2439	Granite Savings Bank & Trust Co., Barre	100,553,317	91,361,362	2525	+86
4580	Bradford National Bank, Bradford	54,974,334	44,726,000	5390	+ 810
470	Vermont National Bank, Brattleboro	527,309,394	432,496,937	504	+34
504	First Vermont Bank & Trust Co., Brattleboro	464,897,000	415,299,000	517	+13
325	Chittenden Trust Co., Burlington	839,294,000	775,761,000	320	
483	Bank of Vermont, Burlington	504,481,812	480,967,172	462†	
509	Howard Bank NA, Burlington	462,906,967	403,982,000	531	+22
534	Merchants Bank, Burlington	440,678,000	363,062,000	581	+47
4362	Caledonia National Bank, Danville	57,611,000	49,659,000	4849	+ 487
3215	Community National Bank, Derby	77,651,405	66,964,395	3523	+ 308
3138	Lyndonville Savings Bank & Trust Co., Lyndonville	79,554,786	67,957,418	3472	+ 334
2756	Factory Point National Bank, Manchester Center	89,601,601	74,584,583	3125	+ 369
3473	Union Bank, Morrisville	72,398,532	62,876,866	3774	+ 301
3726	Randolph National Bank, Randolph	67,076,000	55,512,952	4301	+ 575
1425	Proctor Bank, Rutland	162,332,301	135,439,807	1587	+ 162
1254	Franklin-Lamoille Bank, St. Albans	183,506,116	167,263,072	1264	+10
3168	Peoples Trust Co., St. Albans	78,778,218	63,822,071	3718	+ 550
3636	First National Bank, Springfield	68,662,000	62,960,000	3770	+ 134
3286	First Twin-State Bank, White River Jct.	76,353,000	63,558,435	3736	+ 450
	VIRGINIA				
1032	Burke & Herbert Bank & Trust Co., Alexandria	222,526,000	181,291,000	1166	+ 134
4526	First National Bank, Altavista	55,684,000	44,329,000	5428	+ 902
4097	First Commercial Bank, Arlington	61,296,000	48,761,000	4937	+ 840
2310	Patrick Henry National Bank, Bassett	105,499,000	90,894,000	2541	+ 231
4011	Bank of Clarke County, Berryville	62,527,000	52,064,287	4616	+ 605
2210	National Bank, Blacksburg	109,250,701	85,345,509	2703	+ 493
3284	Citizens Bank & Trust Co., Blackstone	76,391,000	66,301,000	3555	+ 271
1944	Union Bank & Trust Co., Bowling Green	121,392,303	102,975,988	2172	+ 228
4330	First Virginia Bank-Planters, Bridgewater	58,086,000	52,274,725	4595	+ 265
2416	Bank of Southside Virginia, Carson	100,986,000	90,683,018	2551	+ 135
264	Jefferson National Bank, Charlottesville	1,092,905,000	959,725,000	274	+10
4535	First Virginia Bank-Central, Charlottesville	55,607,054	44,583,000	5401	+ 866
3035	People's Bank, Chesapeake	81,730,000	64,703,000	3672	+ 637
3583	Chesapeake Bank & Trust, Chesapeake	69,867,571	50,241,000	4789	+1206
1444	First National Bank, Christiansburg	160,457,394	141,247,355	1524	+80
2716	First Virginia Bank-Highlands, Covington	90,619,000	80,948,000	2849	+ 133
1905	Second National Bank, Culpeper	123,421,050	108,257,800	2014	+ 109
1563	American Nat'l Bank & Trust Co., Danville	147,495,628	133,344,256	1611	+48
2247	Peoples Bank, Danville	107,817,000	86,619,000	2665	+ 418
4809	Virginia Bank & Trust Co., Denville	52,511,794	47,186,217	5104	+ 295
1474	Riggs National Bank of Va., Fairfax	157,754,000	....	....	
2185	George Mason Bank, Fairfax	110,060,677	86,881,617	2653	+ 468
184	First Virginia Bank, Falls Church	1,622,736,000	1,317,834,000	207	+23
2786	First Virginia Bank-Southside, Farmville	88,759,000	86,331,000	2673	
1379	Planters Bank & Trust Co. of Virginia, Fishersville	167,167,000	146,260,000	1462	+83
3573	Bank of Floyd, Floyd	70,029,174	65,898,748	3582	+ 9
1540	National Bank, Fredericksburg	149,820,000	122,379,892	1759	+ 219
2615	Grundy National Bank, Grundy	94,300,000	91,713,000	2512	
2235	Farmers & Merchants National Bank, Hamilton	108,403,270	62,101,666	3836	+1601
1652	Old Point National Bank of Phoebus, Hampton	140,328,841	121,736,276	1769	+ 117
586	Dominion Bk of Shenandoah Vall. NA, Harrisonburg	394,119,000	342,699,000	614	+28
4061	Bank of Northumberland Inc., Heathsville	61,795,673	50,901,346	4715	+ 654
4975	Peoples Bank Inc., Honaker	50,836,000	48,657,000	4944	
3338	First Virginia Bank-South, Hurt	74,946,000	71,073,797	3299	
3855	Bank of Lancaster, Kilmarnock	65,167,949	59,636,354	3999	+ 144
4749	Chesapeake National Bank, Kilmarnock	53,201,906	45,926,746	5255	+ 506
3707	Bank of Marion, Marion	67,355,070	59,011,000	4042	+ 335
875	Piedmont Trust Bank, Martinsville	263,442,000	212,356,000	977	+ 102
127	First American Bank of Virginia, McLean	2,465,376,000	2,062,640,000	134	+ 7
1380	McLean Bank NA, McLean	167,144,000	....	....	
2956	Middleburg National Bank, Middleburg	84,106,000	64,275,000	3694	+ 738
462	Dominion Bk of Greater Hampton Rds NA, Norfolk	537,432,946	468,855,000	474	+12
667	First Virginia Bank of Tidewater, Norfolk	343,360,000	304,053,000	693	+26
4604	Heritage Bank & Trust, Norfolk	54,741,000	41,636,000	5745	+1141
2832	Farmers & Merchants Bank-Eastern Shore, Onley	87,646,671	79,635,000	2899	+67
4147	Lee Bank & Trust Co., Pennington Gap	60,641,268	56,904,000	4201	+54
4055	Clinch Valley Bank & Trust Co., Richlands	61,857,186	57,206,206	4163	+ 108
26	Sovran Bank NA, Richmond	8,352,879,000	7,234,439,000	28	+ 2
41	United Virginia Bank, Richmond	6,111,774,000	5,313,361,000	46	+ 5
66	Signet Bank/Virginia, Richmond	4,394,393,000	3,643,291,000	71	+ 5
94	Central Fidelity Bank, Richmond	3,236,543,000	2,713,241,000	98	+ 4
502	Dominion Bank of Richmond NA, Richmond	467,448,000	477,882,000	466	
1069	First Virginia Bank-Colonial, Richmond	213,639,432	191,181,000	1099	+30
124	Dominion Bank NA, Roanoke	2,513,517,000	2,126,129,000	129	+ 5
777	Colonial American Nat'l Bank, Roanoke	301,676,319	283,230,325	743	
881	First Virginia Bank-Southwest, Roanoke	262,541,000	237,345,013	871	
2630	First Virginia Bank-Franklin, Rocky Mount	93,966,000	90,443,000	2558	
3505	First National Bank, Rocky Mount	71,604,000	65,124,000	3641	+ 136
4426	Bank of Speedwell Inc., Speedwell	56,884,646	51,327,000	4671	+ 245
4769	First Virginia Bank of Augusta, Staunton	52,900,000	45,180,000	5344	+ 575
3782	First National Bank, Strasburg	66,126,500	57,881,614	4122	+ 340
3874	First National Bank, Stuart	64,853,000	59,090,000	4032	+ 158
3603	Southside Bank, Tappahannock	69,375,000	62,819,000	3779	+ 176
2130	Bank of Tazewell Cty., Tazewell	112,680,000	94,299,258	2417	+ 287
3921	Tazewell National Bank, Tazewell	64,003,000	60,464,000	3937	+16
4194	Farmers & Merchants Bank, Timberville	60,006,000	50,843,000	4720	+ 526
3789	First Virginia Bank-Middle Peninsula, Urbanna	66,028,198	63,004,000	3768	
549	Dominion National Bank of N. Virginia NA, Vienna	424,902,000	322,554,000	655	+ 106
3459	Business Bank, Vienna	72,649,000	46,614,244	5165	+1706
2045	Commerce Bank, Virginia Beach	115,954,616	53,909,049	4440	+2395
2788	Fauquier National Bank, Warrenton	88,640,000	71,799,593	3263	+ 475
4206	Peoples National Bank, Warrentown	59,761,000	48,598,000	4952	+ 746
4233	Northern Neck State Bank, Warsaw	59,445,000	52,827,000	4537	+ 304
2346	Citizens & Farmers Bank, West Point	103,864,000	87,092,096	2647	+ 301
694	Farmers & Merchants National Bank, Winchester	330,476,000	286,273,490	733	+39
1926	First Virginia Bank-Shenandoah Valley, Woodstock	122,093,472	107,477,000	2031	+ 105
	WASHINGTON				
1690	Bellingham National Bank, Bellingham	137,599,000	115,514,000	1878	+ 188
2901	Northwestern Commercial Bank, Bellingham	85,604,772	78,865,000	2922	+21
1650	Skagit State Bank, Burlington	140,487,078	120,036,162	1796	+ 146
2251	Cashmere Valley Bank, Cashmere	107,671,840	95,412,599	2382	+ 131
2400	Security State Bank, Centralia	101,819,159	85,554,000	2695	+ 295
2849	First National Bank, Enumclaw	87,146,000	81,092,000	2844	
2286	Security Bank of Washington, Ephrata	106,064,000	104,950,428	2111	
1969	Frontier Bank, Everett	119,962,666	99,856,643	2251	+ 282
3854	Western Community Bank, Fircrest	65,172,229	49,857,000	4826	+ 972
4159	San Juan County Bank, Friday Harbor	60,464,627	52,137,264	4607	+ 448
3422	Peoples State Bank, Lynden	73,295,471	67,492,824	3499	+77
2476	City Bank, Lynnwood	99,149,000	82,563,889	2795	+ 319
3334	Farmers & Merchants Bank, Opportunity	75,174,000	65,025,000	3649	+ 315
1821	Kitsap County Bank, Port Orchard	128,673,000	113,068,000	1913	+92
28	Seattle-First National Bank, Seattle	7,753,514,000	7,328,773,000	27	
40	Rainier National Bank, Seattle	6,316,803,000	5,822,460,000	37	
108	First Interstate Bank of Washington NA, Seattle	2,876,589,000	2,797,640,000	96	
150	Peoples National Bank, Seattle	2,103,196,000	1,995,695,000	141	
394	Seattle Trust & Savings Bank, Seattle	666,823,000	602,645,000	393	
3323	NorthWest Bank, Seattle	75,327,394	62,269,363	3824	+ 501
210	Old National Bank, Spokane	1,422,221,000	1,308,916,000	209	
558	Washington Trust Bank, Spokane	418,475,000	400,209,000	538	
2298	First National Bank, Spokane	105,757,000	94,396,000	2409	+ 111
198	Puget Sound National Bank, Tacoma	1,536,860,000	1,277,867,000	214	+16
808	First Independent Bank, Vancouver	287,355,530	247,456,000	836	+28
2388	Northwest National Bank, Vancouver	102,262,000	75,387,000	3078	+ 690
1296	Baker-Boyer National Bank, Walla Walla	176,788,336	164,106,424	1298	+ 2
2740	Central Washington Bank, Wenatchee	90,015,000	85,457,000	2699	
2660	American Marine Bank, Winslow	92,645,883	82,108,305	2808	+ 148
4679	Yakima Valley Bank, Yakima	53,947,293	39,731,986	5989	+1310
	WEST VIRGINIA				
1258	Beckley National Bank, Beckley	182,938,000	181,246,614	1167	
1336	Bank of Raleigh, Beckley	172,246,129	164,707,749	1292	
1713	Raleigh County National Bank, Beckley	136,329,000	139,158,000	1545	
1628	Flat Top National Bank, Bluefield	142,364,165	137,067,208	1570	
2178	First National Bank, Bluefield	110,203,265	106,646,377	2063	
4390	Bruceton Bank, Bruceton Mills	57,319,000	49,955,000	4816	+ 426
1497	Central National Bank, Buckhannon	155,489,000	134,215,000	1600	+ 103
2401	First Bank, Ceredo	101,657,500	92,556,820	2477	+76
3271	Bank of Charles Town, Charles Town	76,717,213	71,224,437	3288	+17
4702	Peoples Bank, Charles Town	53,765,000	42,133,000	5675	+ 973
444	Kanawha Valley Bank NA, Charleston	561,334,000	405,429,000	529	+85
722	Charleston National Bank, Charleston	321,447,712	307,911,773	682	
1161	National Bank of Commerce, Charleston	196,721,722	161,144,000	1330	+ 169
2586	City National Bank, Charleston	95,322,000	84,553,000	2725	+ 139
1006	Union National Bank, Clarksburg	228,094,711	226,657,702	915	
1692	Lowndes Bank, Clarksburg	137,530,000	137,744,464	1560	
2806	Empire National Bank, Clarksburg	88,244,192	86,711,989	2656	
4937	Farmers & Citizens State Bank, Clendenin	51,291,973	39,304,420	6040	+1103
3778	Bank of Danville, Danville	66,154,000	67,418,000	3505	
2390	Citizens National Bank, Elkins	102,228,000	93,886,000	2426	+36
3474	Davis Trust Co., Elkins	72,333,172	68,082,943	3468	
1342	Community Bank & Trust NA, Fairmont	171,500,019	140,620,414	1531†	+ 189
1972	First National Bank, Fairmont	119,737,914	111,627,882	1941	
2383	City National Bank, Fairmont	102,437,000	99,255,822	2266	
4952	Pendleton County Bank, Franklin	51,068,546	47,503,894	5078	+ 126
4495	Gilbert Bank & Trust Co., Gilbert	56,020,000	53,059,000	4517	+22
3685	Kanawha Union Bank, Glenville	67,756,008	65,333,000	3617	
4023	Blueville Bank, Grafton	62,372,041	57,540,069	4141	+ 118
628	First Huntington National Bank, Huntington	370,043,000	351,924,000	596	
1177	Twentieth Street Bank Inc., Huntington	194,047,835	193,505,946	1082	
1900	Guaranty National Bank, Huntington	123,769,196	106,955,092	2050	+ 150
2252	Security Bank, Huntington	107,662,000	105,311,000	2095	
1825	Putnam County Bank, Hurricane	128,377,000	109,282,000	1997	+ 172
4370	Farmers & Merchants Bank, Keyser	57,529,000	50,964,000	4710	+ 340
4799	First National Bank, Keystone	52,628,000	39,831,000	5972	+1173
3240	Albright National Bank, Kingwood	77,348,219	67,404,735	3506	+ 266
2882	Greenbrier Valley National Bank, Lewisburg	86,046,458	33,229,811	6966	+4084

American Banker

TOP 5,000 BANKS

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	WEST VIRGINIA (Cont.)				
1881	National Bank, Logan	125,194,658	116,565,330	1855	
2830	Boone National Bank, Madison	87,690,000	74,732,823	3117	+ 287
2066	Old National Bank, Martinsburg	115,202,588	98,454,029	2296	+ 230
3676	Citizens National Bank, Martinsburg	67,850,000	67,017,534	3522	
3955	Peoples National Bank, Martinsburg	63,367,444	59,373,259	4015	+60
2854	Matewan National Bank, Matewan	87,067,000	70,489,891	3336	+ 482
4215	Montgomery National Bank, Montgomery	59,680,000	55,978,410	4265	+50
4758	South Branch Valley National Bank, Moorefield	53,119,854	44,465,435	5413	+ 655
935	First National Bank, Morgantown	243,141,401	222,107,390	933	
1685	Farmers & Merchants Bank, Morgantown	137,775,015	129,119,711	1655	
3043	Mercantile Banking & Trust Co., Moundsville	81,572,611	76,784,052	3008	
3372	Peoples Bank, Mullens	74,154,355	68,843,676	3424	+52
4962	National Bank of Commerce, Nitro	50,939,000	49,762,702	4834	
3987	New River Banking & Trust Co., Oak Hill	62,832,020	58,148,133	4102	+ 115
4103	Merchants & Miners National Bank, Oak Hill	61,271,340	58,534,691	4075	
461	United National Bank, Parkersburg	539,780,000	324,102,000	650	+ 189
2866	Commercial Banking & Trust Co., Parkersburg	86,570,890	84,916,743	2720	
3161	Wood County Bank, Parkersburg	78,938,000	78,484,000	2940	
4359	Mountain State Bank, Parkersburg	57,631,133	50,449,013	4768	+ 409
4465	Grant County Bank, Petersburg	56,395,000	47,831,000	5035	+ 570
4331	Peoples Bank, Point Pleasant	58,063,000	48,053,000	5011	+ 680
1346	First Community Bank Inc., Princeton	171,188,000	116,464,000	1857	+ 511
2541	Mercer County Bank, Princeton	96,917,000	94,655,000	2401	
4684	First National Bank, Ronceverte	53,907,095	50,137,637	4805	+ 121
4983	Seneca National Bank, Ronceverte	50,774,397	47,323,843	5092	+ 109
2212	Bank of St. Albans, St. Albans	109,189,139	107,081,614	2043	
3464	Citizens National Bank, St. Albans	72,534,000	67,090,000	3520	+56
3437	First Bank, Shinnston	73,115,000	72,389,000	3235	
4865	Chemical Bank & Trust Co., South Charlston	52,049,116	49,697,000	4843	
4464	Traders Bank, Spencer	56,403,000	55,425,330	4313	
4940	Bank of White Sulphur Springs, Sulphur Springs	51,195,000	42,169,000	5672	+ 732
4009	Farmers & Merchants Bank, Summersville	62,532,977	56,312,742	4242	+ 233
4156	Nicholas County Bank, Summersville	60,545,000	57,906,000	4120	
4922	Ohio Valley National Bank, Vienna	51,531,000	46,677,404	5157	+ 235
4551	Wayne County Bank, Wayne	55,336,000	49,062,317	4903	+ 352
2044	Bank of Weirton, Weirton	116,003,062	110,298,656	1972	
3336	McDowell County National Bank, Welch	75,144,000	69,097,000	3416	+80
3960	Citizens Bank, Weston	63,330,127	61,257,325	3886	
4970	Weston National Bank, Weston	50,872,000	48,839,000	4927	
1179	Wheeling Dollar Bank, Wheeling	193,928,114	198,336,000	1059	
1534	Security National Bank & Trust Co., Wheeling	150,704,400	135,099,400	1593	+59
1619	Wheeling National Bank, Wheeling	143,375,497	122,950,000	1746	+ 127
2236	First National Bank & Trust Co., Wheeling	108,294,898	105,069,702	2107	
3831	Half Dollar Trust & Savings Bank, Wheeling	65,464,154	64,801,351	3666	
3421	National Bank of Commerce, Williamson	73,312,000	69,213,127	3409	
3801	First National Bank, Williamson	65,817,000	56,978,000	4194	+ 393
	WISCONSIN				
4988	Abbotsford State Bank, Abbotsford	50,738,760	45,972,574	5247	+ 259
3715	First American Bank, Amery	67,242,000	65,522,000	3602	
1044	Valley Bank, Appleton	219,680,000	203,947,000	1023	
1152	Marine Bank Appleton NA, Appleton	198,108,279	207,566,000	1005	
2288	First Interstate Bank, Appleton	106,051,000	98,730,000	2287	
3808	Valley Northern Bank, Appleton	65,708,000	59,558,000	4001	+ 193
4002	Northern State Bank, Ashland	62,635,000	56,993,994	4190	+ 188
4942	Union National Bank, Ashland	51,188,843	49,110,337	4894	
2914	Baraboo National Bank, Baraboo	85,308,044	78,442,000	2943	+29
3652	Marine Bank, Beaver Dam	68,315,000	59,661,319	3995	+ 343
4157	American National Bank, Beaver Dam	60,532,517	58,808,961	4053	
4186	Valley First National Bank, Beaver Dam	60,144,306	58,218,000	4095	
2138	First National Bank & Trust Co., Beloit	112,108,586	105,184,038	2100	
2155	M&I Bank of Beloit, Beloit	111,215,000	111,960,000	1935	
3903	Jackson County Bank, Black River Falls	64,411,242	58,357,931	4088	+ 185
4538	Boscobel State Bank, Boscobel	55,564,337	51,244,000	4680	+ 142
914	M&I Northern Bank, Brookfield	249,593,000	236,657,000	874	
2589	First Wisconsin National Bank, Brookfield	95,232,000	88,452,000	2606	+17
3428	Brown Deer Bank, Brown Deer	73,207,000	65,319,000	3620	+ 192
2257	Bank of Burlington, Burlington	107,422,000	95,077,000	2390	+ 133
2707	First Banking Center-Burlington, Burlington	91,069,000	82,220,000	2804	+97
3105	First Wisconsin Bank, Cedarburg	80,124,000	71,057,000	3300	+ 195
2954	Northwestern Bank, Chippewa Falls	84,205,000	72,154,000	3249	+ 295
3098	First National Bank, Chippewa Falls	80,266,870	77,196,359	2998	
2845	Associated De Pere Bank, De Pere	87,378,951	77,515,164	2979	+ 134
460	Marine Bank West, Delafield	544,635,000	507,650,000	445	
3101	Denmark State Bank, Denmark	80,225,000	52,600,000	4559	+1458
4222	Security National Bank, Durand	59,630,674	52,333,625	4585	+ 363
1125	First Wisconsin National Bank, Eau Claire	203,180,477	183,082,143	1154	+29
1707	First Interstate Bank of Wisconsin NA, Eau Claire	136,748,103	134,001,258	1602	
2883	Community State Bank, Eau Claire	86,037,930	80,918,093	2852	
2572	Marine Bank Southwest NA, Elkhorn	95,805,529	90,893,348	2542	
3735	Pierce County Bank & Trust Co., Ellsworth	66,922,231	58,946,000	4045	+ 310
1479	First Wisconsin National Bank, Fond Du Lac	157,188,000	146,625,000	1456	
1535	National Exchange Bank & Trust, Fond Du Lac	150,491,130	149,055,842	1430	
4321	First American Bank & Trust Co., Fort Atkinson	58,174,000	52,005,454	4621	+ 300
1492	First Bank Southeast NA, Franksville	156,211,678	146,016,119	1467	
3956	First Interstate Bank, Gillett	63,359,896	61,742,465	3864	
2732	First National Bank, Glendale	90,244,410	67,763,399	3480	+ 748
2899	First Wisconsin Bank, Grantsburg	85,656,568	81,674,630	2822	
590	Kellogg-Citizens National Bank, Green Bay	391,559,000	339,888,095	618	+28
921	Peoples Marine Bank, Green Bay	247,688,545	210,759,327	986	+65
1174	Valley Bank, Green Bay	194,714,948	176,990,169	1192	+18
2350	First Wisconsin Bank, Green Bay	103,766,000	77,139,000	3001	+ 651
3434	University Bank, Green Bay	73,143,000	66,256,723	3559	+ 125
4777	First Interstate Bank of Wisconsin NA, Green Bay	52,834,330	53,234,000	4502	
3590	First Wisconsin National Bank, Greenfield	69,796,000	64,712,000	3670	+80
2655	State Bank, Hales Corners	92,938,000	85,297,000	2707	+52
4687	First National Bank, Hartford	53,863,573	45,427,801	5311	+ 624
4884	Valley Bank, Hartford	51,860,525	45,851,376	5262	+ 378
4360	Peoples National Bank, Hayward	57,626,000	55,061,000	4344	
1317	Valley Bank, Janesville	174,632,000	164,782,000	1291	
1670	Marine First National Bank, Janesville	138,987,000	126,742,000	1689	+19
4288	Rock County National Bank, Janesville	58,687,000	58,195,155	4097	
4834	Farmers & Merchants Bank, Jefferson	52,322,525	48,040,000	5014	+ 180
4132	F&M Bank, Kaukauna	60,913,917	53,342,035	4495	+ 363
968	First National Bank, Kenosha	237,014,455	211,242,602	985	+17
3235	American State Bank, Kenosha	77,462,593	70,211,000	3347	+ 112
4283	Valley Bank, Kewaskum	58,746,089	55,634,646	4290	+ 7
1564	Norwest Bank La Crosse NA, La Crosse	147,480,001	133,774,633	1605	+41
2402	State Bank, La Crosse	101,597,839	91,751,964	2511	+ 109
2166	First Bank Southeast of Lake Geneva NA	110,633,448	103,765,078	2148	
484	First Wisconsin National Bank, Madison	498,315,000	450,900,000	492	+ 8
937	M&I Bank of Hilldale, Madison	242,761,294	221,460,096	937	
1054	Valley Bank, Madison	217,604,000	193,440,000	1083	+29
1170	M&I Bank of Madison, Madison	195,133,737	157,442,179	1354	+ 184
1372	Marine Bank Dane Cty., Madison	168,303,000	166,006,374	1281	
2722	Nonona Grove State Bank, Madison	90,508,000	85,521,284	2696	
4144	Associated Randall Bank, Madison	60,706,000	56,938,000	4198	+54
4315	American Exchange Bank, Madison	58,229,000	52,843,000	4535	+ 220
1334	Associated Manitowoc Bank NA, Manitowoc	172,394,425	156,637,942	1363	+29
2331	First Wisconsin Bank, Manitowoc	104,607,000	97,520,000	2331	
2571	First National Bank, Manitowoc	95,815,000	90,787,000	2543	
3210	Farmers & Merchants Bank & Trust, Marinette	77,775,229	73,944,381	3156	
3481	Stephenson National Bank & Trust, Marinette	72,195,369	61,932,682	3853	+ 372
2793	Associated Citizens Bank NA, Marshfield	88,544,000	85,509,973	2697	
2898	M&I Central Bank & Trust, Marshfield	85,667,000	77,246,447	2995	+97
4085	M&I Bank of Mayville, Mayville	61,499,274	56,255,041	4245	+ 160
2983	State Bank, Medford	83,305,841	77,238,904	2996	+13
4882	First Wisconsin Bank, Menasha	51,902,000	53,233,883	4503	
1204	F&M Bank, Menomonee Falls	190,830,000	177,433,000	1187	
3155	M & I Bank of Menomonee Falls, Menomonee Falls	79,176,920	62,455,037	3805	+ 650
4434	M&I Citizens American Bank, Merrill	56,827,000	53,903,000	4441	+ 7
2840	Bank of Middleton, Middleton	87,555,000	82,917,320	2778	
96	First Wisconsin National Bank, Milwaukee	3,129,967,000	2,887,542,000	91	
181	M & I Marshall & Ilsley Bank, Milwaukee	1,660,053,000	1,528,032,000	182	+ 1
240	Marine Bank NA, Milwaukee	1,194,139,000	1,114,981,000	232	
339	First Bank NA, Milwaukee	808,894,000	748,211,000	328	
1565	Continental Bank & Trust Co., Milwaukee	147,449,726	145,766,222	1471	
1988	Park State Bank, Milwaukee	118,713,189	104,803,324	2119	+ 131
2256	Associated Commerce Bank, Milwaukee	107,437,923	88,309,569	2610	+ 354
2872	Milwaukee Western Bank, Milwaukee	86,400,233	81,667,151	2823	
3348	Lincoln State Bank, Milwaukee	74,700,813	61,156,353	3898	+ 550
3830	First Wisconsin Trust Co., Milwaukee	65,466,545	73,228,877	3192	
4075	M&I Bay View State Bank, Milwaukee	61,539,000	58,161,000	4100	+25
4214	M&I Silver Spring Bank, Milwaukee	59,680,100	59,436,400	4013	
4678	Greater Milwaukee Bank, Milwaukee	53,991,000	49,682,661	4846	+ 168
4755	Mitchell Street State Bank, Milwaukee	53,142,000	49,327,000	4880	+ 125
4053	First Wisconsin Bank, Minocqua	61,878,564	56,004,740	4263	+ 210
2824	First National Bank, Monroe	87,878,000	92,390,000	2483	
3092	Marine Bank Monroe, Monroe	80,380,000	76,490,236	3022	
3289	Citizens Bank, Mukwonago	76,229,486	65,268,489	3624	+ 335
1733	First National Bank, Neenah	134,839,000	130,913,000	1638	
4376	Marine National Bank, Neenah	57,424,119	53,221,567	4504	+ 128
801	First Interstate Bank, New Berlin	290,894,000	279,412,852	749	
3386	First State Bank, New London	73,956,315	68,107,600	3463	+77
4997	Tri City National Bank, Oak Creek	50,632,000	46,051,000	5243	+ 246
4573	First Bank, Oconomowoc	55,066,018	46,788,679	5147	+ 574
2736	American Bank of Wisconsin, Oconto	90,219,075	50,711,923	4733	+1997
1306	First Wisconsin National Bank, Oshkosh	175,530,593	156,803,801	1360	+54
2937	M&I Western State Bank, Oshkosh	84,761,329	83,465,925	2757	
3285	Valley Bank, Oshkosh	76,384,000	72,973,000	3208	
3736	Marine Bank Oshkosh NA, Oshkosh	66,891,298	62,108,108	3835	+99
4242	Mound City Bank, Platteville	59,315,966	54,927,370	4357	+ 115
3595	Port Washington State Bank, Port Washington	69,705,000	60,310,000	3947	+ 352
3178	First National Bank, Portage	78,423,185	72,606,875	3225	+47
3727	First Wisconsin Bank, Portage	67,036,000	63,058,312	3764	+37
4672	Peoples State Bank, Prairie Du Chien	54,063,331	47,381,670	5087	+ 415
4635	Pulaski State Bank, Pulaski	54,440,623	51,178,883	4687	+52
784	Heritage Bank & Trust, Racine	298,981,000	289,955,000	719	
949	Marine Bank South NA, Racine	240,048,203	231,486,693	892	
2451	M&I Bank of Racine, Racine	99,992,816	93,422,989	2440	
2769	First Wisconsin Bank, Racine	89,181,408	77,223,064	2997	+ 228
2778	Bank of Elmwood, Racine	88,950,106	77,345,404	2988	+ 210
4634	Dairyman's State Bank, Randolph	54,449,000	39,589,000	6007	+1373
4296	Farmers & Merchants Bank, Reedsburg	58,436,340	51,033,065	4703	+ 407
4377	M&I Merchants Bank, Rhinelander	57,421,800	53,810,000	4450	+73
4503	Valley First National Bank, Rhinelander	55,972,863	53,321,479	4497	
3963	First Wisconsin National Bank, Rice Lake	63,257,546	55,957,000	4268	+ 305
4998	Dairy State Bank, Rice Lake	50,612,000	46,251,000	5223	+ 225
4633	M&I Ripon State Bank, Ripon	54,455,000	46,357,000	5207	+ 574
3618	First National Bank, River Falls	69,050,000	59,646,000	3997	+ 379
4531	Valley Bank Sauk Prairie, Sauk City	55,639,000	54,575,176	4388	
2392	Valley Bank of Shawano NA, Shawano	102,219,000	94,870,000	2396	+ 4
2739	Citizens Bank NA, Shawano	90,030,056	87,776,000	2629	
584	First Interstate Bank, Sheboygan	397,232,000	425,612,000	508	
1026	First Wisconsin National Bank, Sheboygan	223,661,891	192,955,858	1088	+62
4135	First Wisconsin South W. Bank, Sheboygan	60,895,402	56,344,560	4240	+ 105
1839	M&I First National Bank, Stevens Point	127,492,090	113,694,076	1901	+62
2635	Citizens Marine National Bank, Stevens Point	93,811,282	98,490,940	2295	
1665	Bank of Sturgeon Bay, Sturgeon Bay	139,372,000	129,081,000	1657	
3324	Bank of Sun Prairie, Sun Prairie	75,303,000	66,363,000	3551	+ 227
2265	National Bank of Commerce, Superior	107,197,556	94,144,132	2421	+ 156
3470	M&I First National Bank, Superior	72,433,680	68,037,242	3471	+ 1
3339	Colonial Bank, Thiensville	74,926,048	69,198,000	3412	+73
4040	Farmers & Merchants Bank, Tomah	62,156,672	57,502,169	4147	+ 107
4269	First Wisconsin Bank, Two Rivers	59,020,000	56,630,000	4219	
4736	M&I Bank of Watertown, Watertown	53,308,000	50,404,870	4776	+40
1373	Waukesha State Bank, Waukesha	168,008,580	144,654,331	1483	+ 110
948	First American National Bank, Wausau	240,050,000	195,900,000	1072	+ 124
3452	Peoples State Bank, Wausau	72,843,191	65,391,196	3609	+ 157
4387	First Wisconsin National Bank, Wausau	57,347,000	48,805,000	4931	+ 544
4490	Citizens Bank & Trust, Wausau	56,060,596	58,774,295	4058	
3793	Union State Bank, Wautoma	65,987,496	61,732,000	3866	+73
1275	Wauwatosa State Bank, Wauwatosa	180,919,262	160,759,669	1333	+58
2436	First Wisconsin Bank, Wauwatosa	100,635,000	97,463,000	2332	
1560	M&I First National Bank, West Bend	147,622,496	144,910,900	1478	
3213	West Bend Marine Bank, West Bend	77,755,026	70,004,316	3357	+ 144
4948	First Citizens State Bank, Whitewater	51,121,000	47,751,864	5046	+98
3785	Bank of Wisconsin Dells, Wisconsin Dells	66,105,198	62,488,462	3802	+17
1899	First National Bank, Wisconsin Rapids	123,788,720	106,792,165	2057	+ 158
2220	Wood County Bank & Trust, Wisconsin Rapids	108,807,000	105,454,000	2093	
4154	Lakeland State Bank, Woodruff	60,571,000	59,022,000	4040	
	WYOMING				
929	First Interstate Bank of Casper NA, Casper	244,679,190	255,823,893	807	
1221	Norwest Bank Casper NA, Casper	187,192,000	216,111,474	957	
3483	Hilltop National Bank, Casper	72,124,188	67,356,889	3509	+26
2327	Norwest Bank Cheyenne NA, Cheyenne	104,801,000	122,477,467	1758	
2375	American National Bank, Cheyenne	102,797,717	105,988,836	2072	
4116	First Wyoming Bank-Cheyenne, Cheyenne	61,127,000	59,678,000	3993	
3034	Shoshone First National Bank, Cody	81,775,760	77,274,663	2991	
4045	Converse County Bank, Douglas	62,090,856	67,283,497	3516	

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* 1986 deposits as of Sept. 30, 1986. † 1985 rank revised.

Listed Geographically with Deposits on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Rank 12/85	Gain
	WYOMING (Cont.)				
4547	First National Bank, Evanston	55,377,000	50,628,000	4752	+ 205
1687	Stockmens Bank & Trust Co., Gillette	137,718,000	158,104,000	1351	
2505	First National Bank, Gillette	98,319,302	96,693,239	2350	
2791	Jackson State Bank, Jackson	88,601,000	76,043,000	3039	+ 248
4404	First Wyoming Bank-Lander, Lander	57,207,000	56,440,039	4233	
2276	First Interstate Bank of Laramie NA, Laramie	106,786,000	109,918,000	1981	
4502	First Wyoming Bank-Laramie, Laramie	55,974,876	47,834,667	5034	+ 532
2583	First National Bank, Powell	95,357,000	86,055,000	2684	+ 101
3305	Rawlins National Bank, Rawlins	75,772,000	72,162,000	3248	
3587	First Interstate Bank of Riverton NA, Riverton	69,832,242	73,183,076	3194	
1600	Rock Springs National Bank, Rock Springs	145,164,784	153,409,387	1398	
4378	North Side State Bank, Rock Springs	57,420,822	54,492,698	4393	+15
4552	First Security Bank, Rock Springs	55,323,000	49,691,000	4844	+ 292
2114	First Interstate Bank, Sheridan	113,515,000	101,982,000	2197	+83
3946	First Wyoming Bank-Sheridan, Sheridan	63,574,000	....	....	
4907	Citizens National Bank & Trust Co., Torrington	51,706,000	53,093,977	4514	
4804	Stockgrowers State Bank, Worland	52,546,000	56,587,000	4223	

Summary of Survey Findings

Top 25 Deposit Gainers

		Deposits 12/31/86	Deposits 12/31/85	Incr. (%)	Rank
1	Centerre Bank NA, St. Louis, Mo.	2,483.7	35.2	6,960.9	126
2	Greenwood Trust Co., New Castle, Del.	1,048.4	27.4	3,721.8	275
3	Peoples Bank of Port Huron, Mich.	265.8	20.2	1,215.2	869
4	Mercantile Bank NA, St. Louis, Mo.	3,126.0	241.4	1,194.7	97
5	Colonial Bank of East-Central Ala., Pell City	161.2	15.2	962.5	1438
6	Key Bank of Oregon, Portland	887.5	102.2	768.8	316
7	Merchants Bank, Kansas City, Mo.	1,249.6	160.3	679.3	233
8	Sun Bank/Treasure Coast NA, Ft. Pierce, Fla.	319.5	48.7	555.4	728
9	Mark Twain Bank NA, Ladue, Mo.	1,014.2	156.7	547.2	281
10	Barnett Bank of Southwest Fla. NA, Sarasota	1,878.7	325.9	476.5	169
11	City National Bank, Weatherford, Okla.	79.4	15.5	411.4	3145
12	Busey Bank, Urbana, Ill.	284.8	55.8	410.3	816
13	Far Western Bank, Tustin, Calif.	63.0	12.8	392.0	3977
14	Marine Midland Bank (Delaware) NA, Wilmington	460.0	97.9	369.7	510
15	Community National Bank, Glastonbury, Conn.	63.4	13.5	367.8	3959
16	Southern National Bank, Columbia, S.C.	163.1	35.3	362.1	1416
17	First National Bank, Beresford, S.D.	80.1	20.3	294.5	3110
18	American Bank, Kansas City, Mo.	312.8	81.4	284.4	745
19	Industrial State Bank, Kansas City, Kan.	97.5	27.7	252.0	2524
20	First City Bank-Sioux Falls NA, S.D.	262.9	74.8	251.5	878
21	Bank of New York (Delaware), Wilmington	217.3	63.9	240.0	1055
22	Capital Bank of California, Los Angeles	107.9	33.3	224.1	2241
23	First Omni Bank NA, Millsboro, Del.	315.3	100.3	214.3	736
24	American Bank of No. Central Mo., Trenton	65.9	21.5	206.5	3799
25	Texas American Bank/Longview NA	90.7	29.6	205.8	2714

Percentage Changes based on unrounded deposit figures.

Top 25 Deposit Losers

		Deposits 12/31/86	Deposits 12/31/85	Decr. (%)	Rank
1	Citibank (Maryland) NA, Towson	53.7	161.3	66.7	4706
2	Equitable Bank of Delaware, Dover	110.3	229.6	52.0	2174
3	BancTexas Dallas NA	269.8	560.0	51.8	861
4	PNC National Bank, Wilmington, Del.	161.1	327.1	50.8	1441
5	InterFirst Bank Dallas NA	3,525.4	7,034.4	49.9	84
6	Chemical Bank (Delaware), Wilmington	573.3	1,131.9	49.4	436
7	United Oklahoma Bank, Oklahoma City	122.0	234.9	48.1	1933
8	MBank Sherman NA, Tex.	111.5	188.7	40.9	2150
9	BancTexas Houston	66.5	112.2	40.8	3759
10	First City National Bank, Houston	3,324.7	5,535,8	39.9	92
11	First Interstate Bancard Co. NA, Simi Valley, Calif.	331.7	532.1	37.7	692
12	Bay Area Bank & Trust, Webster, Tex.	57.0	89.5	36.3	4416
13	Los Angeles National Bank	52.0	75.9	31.4	4867
14	Peoples Bank & Trust Co., Waterloo, Iowa	131.6	190.9	31.0	1775
15	Commonwealth Bank, Bellaire, Tex.	56.5	78.6	28.1	4456
16	MBank Abilene NA, Tex.	274.9	381.8	28.0	839
17	InterFirst Bank Houston NA	776.0	1,070.3	27.5	349
18	Riverway Bank, Houston	56.1	76.8	26.9	4486
19	Alaska National Bank of the North, Fairbanks	187.4	254.8	26.4	1,219
20	Chase Bank of Maryland, Baltimore	312.2	423.6	26.3	747
21	Charter National Bank-Westheimer, Houston	110.1	148.7	26.0	2183
22	City Loan Bank, Lima, Ohio	450.5	607.7	25.9	518
23	BancTexas Westheimer	64.2	86.4	25.6	3911
24	Metro National Bank, Denver	126.6	169.4	25.3	1853
25	BancTexas Richardson NA	113.8	151.4	24.8	2103

Percentage Changes based on unrounded deposit figures.

State Breakdown of Top 5,000

	Deposits			Number of Banks		
	12/86	12/85	% Chg.	12/86	12/85	Chg.
Alabama	$19.4	$16.8	15.5	64	68	–4
Alaska	4.0	3.8	5.3	12	13	–1
Arizona	23.0	20.1	14.4	17	13	+4
Arkansas	11.7	11.0	6.4	91	90	+1
California	232.8	232.4	0.2	226	211	+15
Colorado	14.6	14.8	– 1.4	90	93	–3
Connecticut	26.9	21.4	25.7	42	38	+4
Delaware	15.3	12.2	25.4	26	21	+5
District of Columbia	13.9	12.1	14.9	16	14	+2
Florida	82.0	69.6	17.8	184	193	–9
Georgia	32.8	29.2	12.3	114	102	+12
Guam	.246	.201	22.4	1	1	...
Hawaii	9.2	8.2	12.2	8	8	...
Idaho	5.5	5.6	–1.8	9	12	–3
Illinois	117.4	109.9	6.8	453	442	+11
Indiana	36.1	33.8	6.8	191	192	–1
Iowa	15.3	14.3	7.0	130	130	...
Kansas	12.0	11.3	6.2	102	102	...
Kentucky	20.6	18.8	9.6	119	120	–1
Louisiana	26.9	27.2	–1.1	131	147	–16
Maine	5.0	4.1	22.0	15	15	...
Maryland	28.8	24.2	19.0	57	52	+5
Massachusetts	66.3	52.6	26.0	82	87	–5
Michigan	60.5	56.0	8.0	207	207	...
Minnesota	29.1	27.7	5.1	143	142	+1
Mississippi	13.0	12.2	6.6	60	60	...
Missouri	33.7	30.0	12.3	157	180	–23
Montana	3.2	3.2	...	32	31	+1
Nebraska	7.8	7.1	9.9	48	47	+1
Nevada	5.2	4.6	13.0	7	7	...
New Hampshire	7.1	5.0	42.0	39	36	+3
New Jersey	59.1	49.7	18.9	105	105	...
New Mexico	7.0	6.8	2.9	41	45	–4
New York	466.9	432.4	8.0	127	124	+3
North Carolina	40.0	34.0	17.6	32	31	+1
North Dakota	3.4	3.6	– 5.6	30	33	–3
Ohio	66.6	59.6	11.7	156	160	–4
Oklahoma	16.9	19.3	–12.4	123	141	–18
Oregon	13.7	12.2	12.3	19	20	–1
Pennsylvania	106.3	96.1	10.6	200	200	...
Puerto Rico	9.6	8.7	10.3	9	9	...
Rhode Island	9.1	6.7	35.8	9	8	+1
South Carolina	12.1	10.7	13.1	26	28	–2
South Dakota	5.9	5.9	...	23	19	+4
Tennessee	28.1	25.3	11.1	118	114	+4
Texas	133.7	139.7	– 4.3	697	700	–3
Utah	8.1	7.4	9.5	16	14	+2
Vermont	4.4	3.4	29.4	19	17	+2
Virginia	38.6	32.6	18.4	76	69	+7
Washington	25.5	23.7	7.6	30	32	–2
West Virginia	9.3	8.1	14.8	83	75	+8
Wisconsin	24.0	21.7	10.6	163	155	+8
Wyoming	2.3	2.4	–4.2	25	27	–2
Totals	$2,070.1	$1,909.4	8.4	5,000	5,000	

Due to rounding, state totals don't equal grand deposit total.

New England Banks Are Big Deposit Gainers in 1986

Continued from Page 1

gland. New Hampshire posted the largest percentage gain in deposits — 42% — last year. The state had 39 banks ranked among the top 5,000 in deposits in 1986, compared with 36 in 1985.

Following New Hampshire were Rhode Island, with a 35.8% increase for its nine banks; Vermont, with 29.4% for its 19 banks; Massachusetts, with 26% for its 82 banks; and Connecticut, with 25.7% for its 42 banks.

Banks in seven states posted deposit declines from 1985 to 1986. All seven are in energy-producing or farm states.

The largest deposit declines occurred in Oklahoma, which had 123 banks ranked among the top 5,000 in 1986, compared with 141 banks in 1985. The deposits of Oklahoma banks in the top 5,000 in 1986 were down 12.4% compared with 1985.

The other six states with deposit declines were: North Dakota, with a 5.6% drop for its 30 banks; Texas, with a 4.3% decrease for its 697 banks; Wyoming, with a 4.2% decrease for its 25 banks; Idaho, with a 1.8% decline for its nine banks; Colorado, with a 1.4% decrease for its 90 banks; and Louisiana, with a 1.1% decline for its 131 banks.

Total deposits of the top 5,000 banks in the nation rose 8.4% to $2.07 trillion in 1986. This compares with a 8.1% increase in 1985.

The top 5,000 banks, which accounted for 33% of the 14,994 banks in the nation on Dec. 31, had 90% of total deposits. A year earlier, this ratio was 90.4%, and in 1984 it was 90.9%.

New York again ranked first in amount of commercial bank deposits.

Last year, New York had 127 banks ranked among the top 5,000, with a total of $466.9 billion in deposits. In 1985, New York had 124 banks on this list, and these had $432.4 billion in deposits.

California's 226 banks again ranked second, with combined total deposits of $232.8 billion at yearend 1986, compared with $232.4 billion a year earlier. Texas remained in third place, with $133.7 billion in deposits at its 697 banks. Illinois banks were fourth, with $117.4 billion in 453 banks.

These top four states accounted for 46% of the deposits of the top 5,000 banks, compared with 47.9% in 1985 and 48.8% in 1984.

Five states had more than 200 banks among the ranks of the top 5,000 last year. And these five accounted for 35% of all the banks ranked among the top 5,000. Texas again had the largest number of banks, with 697, a decrease of three from the previous year. Illinois was again second, with 453 banks, an increase of 11.

California remained in third place, with 226 banks, an increase of 15 banks from a year earlier. Michigan was in fourth place for the second consecutive year, with 207 banks. And Pennsylvania remained in fifth place, with 200 banks.

Greenwood Trust Co., New Castle, Del. — the Sears, Roebuck and Co. subsidiary that handles Sears' Discover credit card operations — had the largest nonmerger growth in deposits last year. The bank, whose deposits rose by more than 3,700% to $1.048 billion at yearend 1986, ranked 275th.

The bank with the largest percentage decrease in deposits among the top 5,000 was Citibank (Maryland) NA, Towson, one of Citicorp's credit card banks. The bank had a 66.7% decline in deposits, to $53.7 million at yearend 1986, to rank 4,708th. However, the bank's assets rose 3.7% last year to $984.4 million. The deposit decline, therefore, apparently reflected a change in funding strategy at the bank.

Bank No. 5,000

The 5,000th largest bank in the nation last year was Bank of Lemmon, S.D., with $50.6 million in deposits, which had an increase of 21.3% from $41.7 million a year earlier, when it ranked 5,731st.

In 1985, First National Bank, Wayzoata, Minn., with $48.2 million in deposits, was the nation's 5,000th largest bank. First National Bank ranked 4,953rd on Dec. 31, 1986, with $51.1 million in deposits.

In 1984, Ames Bank, Omaha, Neb., was the 5,000th largest bank, with deposits of $45.7 million. At yearend 1985, with deposits of $45.8 million, the bank no longer ranked among the 5,000 largest commercial banks. At yearend 1986, it had deposits of $49.8 million.

First National Bank, Valley City, N.D., was the nation's 5,000th largest bank in 1983, with $43.3 million in deposits. At yearend 1985, with deposits of $45.6 million, the bank no longer was among the 5,000 largest commercial banks. At yearend 1986, its deposits dropped 4.9% to $43.5 million.

In 1982, the 5,000th largest bank in the nation was Bank of San Felipe Green NA, Houston, with deposits of $39.4 million. At yearend 1985, this bank, which is now called MBank San Felipe NA, ranked 2,526th, with $91.3 million in deposits. In 1986, the bank again rose in rank to 2,268th, with $107.1 million in deposits. ■

Breakdown of Top 5,000 By Groups Of 100 Banks, with Cumulative Totals

	Deposits			Cumulative Deposit Total		
Banks Ranked:	12/86	12/85	% Chg.	12/86	12/85	% Chg.
1- 100	1,056.5	984.7	7.3	1,056.5	984.7	7.3
101- 200	214.5	190.6	12.5	1,271.0	1,175.3	8.1
201- 300	117.5	106.9	9.9	1,388.5	1,282.2	8.3
301- 400	78.4	70.2	11.7	1,466.9	1,352.4	8.5
401- 500	55.6	50.6	9.9	1,522.4	1,403.0	8.5
501- 600	42.5	39.0	9.0	1,564.9	1,442.0	8.5
601- 700	35.5	32.4	9.6	1,600.5	1,474.4	8.6
701- 800	31.1	27.8	11.9	1,631.5	1,502.2	8.6
801- 900	27.2	24.3	11.9	1,658.7	1,526.5	8.7
901-1000	24.1	21.8	10.6	1,682.8	1,548.4	8.7
1001-1100	21.8	19.9	9.5	1,704.6	1,568.3	8.7
1101-1200	19.9	18.4	8.2	1,724.5	1,586.6	8.7
1201-1300	18.4	16.9	8.9	1,742.9	1,603.6	8.7
1301-1400	17.1	15.8	8.2	1,759.9	1,619.4	8.7
1401-1500	16.0	14.8	8.1	1,775.9	1,634.2	8.7
1501-1600	14.9	13.9	7.2	1,790.9	1,648.1	8.7
1601-1700	14.1	13.0	8.5	1,804.9	1,661.0	8.7
1701-1800	13.3	12.3	8.1	1,818.3	1,673.3	8.7
1801-1900	12.7	11.7	8.5	1,831.0	1,685.0	8.7
1901-2000	12.1	11.1	9.0	1,843.1	1,696.1	8.7
2001-2100	11.6	10.7	8.4	1,854.6	1,706.8	8.7
2101-2200	11.2	10.4	7.7	1,865.8	1,717.2	8.7
2201-2300	10.8	10.0	8.0	1,876.6	1,727.2	8.6
2301-2400	10.4	9.7	7.2	1,886.9	1,736.9	8.6
2401-2500	10.0	9.3	7.5	1,896.9	1,746.2	8.6
2501-2600	9.7	9.1	6.6	1,906.6	1,755.2	8.6
2601-2700	9.3	8.7	6.9	1,915.9	1,763.9	8.6
2701-2800	9.0	8.4	7.1	1,924.9	1,772.3	8.6
2801-2900	8.7	8.1	7.4	1,933.6	1,780.4	8.6
2901-3000	8.4	7.8	7.7	1,942.0	1,788.2	8.6
3001-3100	8.1	7.6	6.6	1,950.2	1,795.8	8.6
3101-3200	7.9	7.4	6.8	1,958.1	1,803.2	8.6
3201-3300	7.7	7.2	6.9	1,965.8	1,810.4	8.6
3301-3400	7.5	7.0	7.1	1,973.3	1,817.5	8.6
3401-3500	7.3	6.8	7.4	1,980.5	1,824.3	8.6
3501-3600	7.0	6.6	6.1	1,987.6	1,831.0	8.6
3601-3700	6.8	6.5	4.6	1,994.4	1,837.4	8.5
3701-3800	6.7	6.3	6.3	2,001.1	1,843.8	8.5
3801-3900	6.5	6.2	4.8	2,007.6	1,850.0	8.5
3901-4000	6.3	6.0	5.0	2,014.0	1,856.0	8.5
4001-4100	6.2	5.9	5.1	2,020.1	1,861.9	8.5
4101-4200	6.1	5.7	7.0	2,026.2	1,867.6	8.5
4201-4300	5.9	5.6	5.4	2,032.1	1,873.2	8.5
4301-4400	5.8	5.5	5.5	2,037.9	1,878.7	8.5
4401-4500	5.7	5.4	5.6	2,043.6	1,884.1	8.5
4501-4600	5.5	5.3	3.8	2,049.1	1,889.4	8.5
4601-4700	5.4	5.2	3.8	2,054.5	1,894.6	8.4
4701-4800	5.3	5.1	3.9	2,059.9	1,899.6	8.4
4801-4900	5.2	5.0	4.0	2,065.1	1,904.6	8.4
4901-5000	5.1	4.9	4.1	2,070.2	1,909.4	8.4
All 14,994 U.S. Banks				2,294.3	2,113.5	8.6

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey of the top 5,000 banks meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

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(2.) What do you like **best** about the survey?

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(3.) What do you like **least** about the survey?

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(4.) How do you use the survey in your work?

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Owner Convicted Of Stealing from Maryland Thrift

Special to the American Banker

BALTIMORE — Allan H. Pearlstein, a part-owner of Old Court Savings and Loan Inc., was convicted on four of six counts of stealing from the Maryland thrift, whose collapse precipitated the downfall of the state's privately insured savings and loan industry in May 1985.

A jury of nine women and three men, after six hours of deliberation, found Mr. Pearlstein guilty of stealing $645,000 from the thrift. He is the sixth person to be convicted of crimes arising out of Old Court's collapse.

The verdict was returned at 9:30 p.m. Monday. As he was leaving the courthouse, Mr. Pearlstein said, "My life is over."

The Baltimore circuit court jury decided that contrary to the charges, Mr. Pearlstein did not steal from the thrift the $65,000 that he received as fees.

Mr. Pearlstein, 57, owned a 41% interest in the Baltimore thrift. He also owns a Pennsylvania shoe-manufacturing concern known as Sylvania Shoes, which is headquartered in McSherrystown.

Throughout the trial, Mr. Pearlstein maintained that he earned all the money that he was accused of stealing. Although he was not an employee or an officer, Mr. Pearlstein said he contributed significant amounts of time to the savings and loan. In addition, he said the thrift was ostensibly quite profitable and he thought that a number of the payments were distributions of profits to its shareholders.

Mr. Pearlstein's lawyers attempted to cast Old Court's former president, Jeffrey A. Levitt, as the villain. They maintained that Mr. Pearlstein was a naive friend of Mr. Levitt's who believed the former Old Court president was a financial genius who had reversed the fortunes of the failing thrift.

In his closing statement, a defense attorney argued that Mr. Levitt's deceptions were so convincing that even the state regulators were unable to uncover the financial irregularities at Old Court until right before its collapse.

State prosecutors depicted Mr. Pearlstein as a smart entrepreneur who knew full well that he did not earn or deserve the hundreds of thousands of dollars in fees he collected between 1983 and 1984.

Mr. Pearlstein is the third owner of the savings and loan to be convicted. Mr. Levitt, who like Mr. Pearlstein owned a 41% interest, is currently serving a 30-year prison sentence after pleading guilty to stealing $14.6 million from Old Court. Jerome S. Cardin, an 18% owner, was convicted last December of stealing $385,000 and sentenced to a 15 years in prison. He is

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TODAY

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Quote

There are a whole lot of people in New York and Boston and Chicago and Washington, D.C., who would love to live in San Diego and, quite frankly, it's a recruiting tool.

Kenneth J. Thygerson, head of Imperial Corp. of America, on the city's potential for thrifts [Page 3]

Unquote

Commercial Loan Growth Slows at Top Thrifts

By KENNETH J. HICKS

NEW YORK — Commercial loan portfolios maintained their strong growth last year at major thrift institutions although the rate of expansion slowed from 1985.

Total commercial loans outstanding at the top 100 thrift members of the Federal Savings and Loan Insurance Corp. totaled $16 billion at yearend 1986, up almost 43% from $11.2 billion at Dec. 31, 1985.

Over the 12 months from Sept. 30, 1984 to Sept. 30, 1985 — the period used in last year's survey — the top 100 thrifts posted a 73% gain in commercial loans outstanding.

Industry observers attribute the continued growth to several factors. Many of the largest thrifts are located in booming areas in the Southeast and Southwest. Also, the sizable gains for some can be attributed to the fact that commercial lending powers were not granted to thrifts until 1982. Thus, growth rates are calculated from a small base.

Top 5 Thrifts in Commercial Lending

Dec. 31, 1986 (Thousands of Dollars)

Old Stone Bank FSB, Providence, R.I.	$880,542
Goldome FSB, Buffalo, N.Y.	731,843
California FS&LA, Los Angeles	716,252
CenTrust Savings Bank, Miami	625,731
City Federal Savings Bank, Elizabeth, N.J.	615,448

These are among the findings of the *American Banker's* second survey of commercial lending at top thrift institutions. All data for this survey were taken from the quarterly financial reports submitted to the Federal Home Loan Bank Board. Rankings were provided by ADP Data Services, New York, from its computer tape of the Bank Board data base.

Commercial loans, as defined by the Bank Board, include all secured loans on commercial properties not qualifying as mortgage loans. Included are floor planning loans for automobiles or mobile homes. Retail auto loans are included only if autos are for commercial use. Unsecured commercial loans include all unsecured loans made for commercial purposes, including unsecured construction loans to builders for the purpose of constructing residential property. Also included are overdrafts on commercial demand deposits.

A total of 34 of the 100 thrifts reported commercial loan growth of 50% or more. Twelve of those were located in the Southeast, an area identified as one of the fastest growing in the nation. First Home Federal Savings & Loan Association, Greensboro, N.C., identified two major reasons for its loan growth — a favorable interest rates and the robust economy of its market.

Harry T. Barnett, senior vice president, corporate planning-develop-

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A VIEW FROM OUTSIDE

MARTIN MAYER

Where Japan's Banks Now Stand

Second of a Series

"THE situation here is very different from what it is in the United States," says Yoshitoki Chino, chairman of Daiwa Securities, Japan's second largest brokerage and investment house.

"There, banks are completely forbidden to own equity in nonfinancial corporations. Here, banks own 20% of the value of all the securities on the Tokyo Stock Exchange — much more than 20% of the companies with which they were once associated in the financial cliques of former days.

"For banks to be stockbrokers here would be an obvious conflict of interest," he says. "If they would sell out their holdings of shares and stand on the same level as the American banks; we would have no objection."

"Right after the war," says Nobuya Hagura, president of Dai-Dichi Kangyo Bank, the biggest in the world, "the securities firms had no standing in Japan. Under the influence of the occupation, our government tried to develop securities firms and protect them from the banks' activities. Now the securities firms don't need protection, but there is still that principle in the law."

One notes in passing that though both of these eminent gentlemen had transla-

Japan: Page 4 ➸

GAO Report Says Outlook Is Bleak For Ailing S&Ls

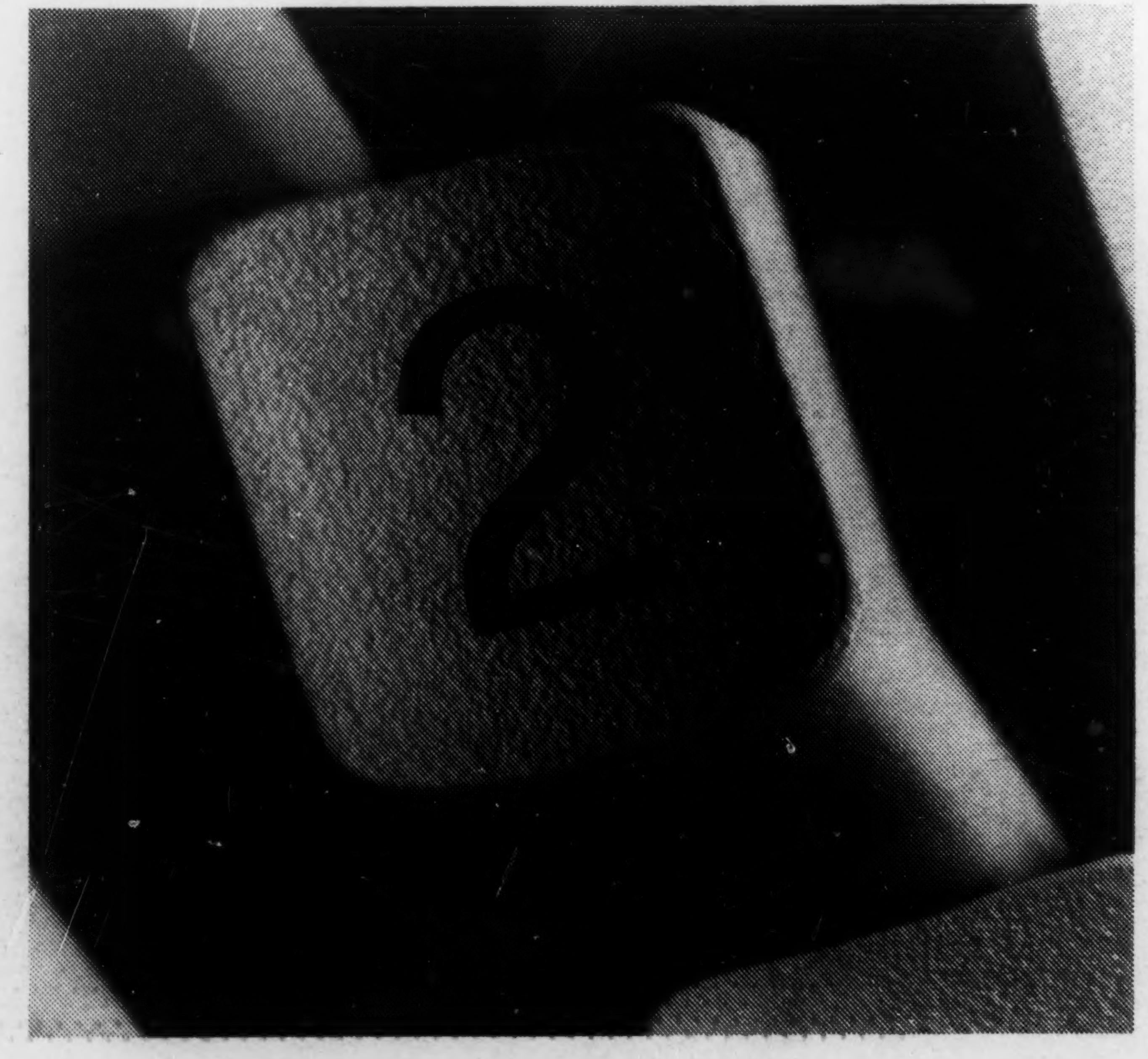
By JIM McTAGUE

Washington Bureau

WASHINGTON — Kid-glove treatment for ailing thrifts is not likely to help them recover, concludes a report from the General Accounting Office.

The study, prepared for Sen. William Proxmire, D-Wis., chairman of the Senate Banking Committee, concludes that institutions performing poorly in today's low-rate, low-inflation environment are unlikely to recover, regardless of the amount of regulatory and accounting leeway given to them by legislators and examiners. The General Accounting Office is the investigative

GAO Report: Page 18 ➸



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Top 100 Thrifts in Total Commercial Loans

Dec. 31, 1986, Compared with Dec. 31, 1985 (Dollar Figures in Thousands)

Compiled by American Banker Copyright 1987

Rank 1986		Total Commercial Loans 12/31/86	Total Commercial Loans 12/31/85	% Chg.	Interest on Commercial Loans 1986	Interest on Commercial Loans 1985	% Chg.	Gross Operating Income 1986	Gross Operating Income 1985	Commercial Loans /Total Assets (%) 12/31/86	Commercial Loans /Total Assets (%) 12/31/85	Int. Comm. Loans /Gross Oper. Inc. (%) 1986	Int. Comm. Loans /Gross Oper. Inc. (%) 1985
1	Old Stone Bank FSB, Providence, R.I.	880,542	730,336	20.57	66,433	60,511	9.79	289,903	245,010	25.07	26.12	22.92	24.70
2	Goldome FSB, Buffalo, N.Y.	731,843	570,183	28.35	68,665	38,502	78.34	1,329,840	1,235,917	5.69	4.95	5.16	3.12
3	California Federal S & L Assn., Los Angeles	716,252	599,577	19.46	53,196	58,412	-8.93	2,079,849	2,040,665	3.49	3.33	2.56	2.86
4	CenTrust Savings Bank, Miami	625,731	70,478	787.84	43,163	7,117	506.48	637,622	550,367	10.24	1.47	6.77	1.29
5	City Federal Savings Bank, Elizabeth, N.J.	615,448	410,347	49.98	49,466	40,928	20.86	1,032,667	953,244	5.89	5.11	4.79	4.29
6	Empire of America FSB, Buffalo, N.Y.	576,753	470,964	22.46	44,986	47,995	-6.27	637,869	646,076	9.13	7.63	7.05	7.43
7	Home Federal S & L Assn., San Diego, Calif.	532,183	338,173	57.37	43,812	30,865	41.95	1,214,520	1,194,119	4.46	3.43	3.61	2.58
8	CrossLand Savings FSB, Brooklyn, N.Y.	478,682	256,591	86.55	31,816	29,839	6.63	719,304	776,186	5.44	3.83	4.42	3.84
9	Lincoln S & L Assn., Los Angeles	311,088	0	N.A.	2,258	0	N.A.	373,899	365,170	8.63	0.00	0.60	0.00
10	Western S & L Assn., Phoenix, Ariz.	300,022	240,118	24.95	19,861	10,972	81.02	577,910	498,513	5.39	4.78	3.44	2.20
11	Glendale Federal S & L Assn., Calif.	263,768	218,064	20.96	20,695	12,082	71.29	1,646,745	1,479,007	1.51	1.54	1.26	0.82
12	Atlantic Financial Federal, Bala Cynwyd, Pa.	261,349	143,292	82.39	17,993	7,364	144.34	522,193	429,442	4.70	3.40	3.45	1.71
13	Sunbelt Savings Assn. of Texas, Dallas	261,149	266,579	-2.04	23,972	17,182	39.52	315,550	373,357	8.17	8.89	7.60	4.60
14	Great American First Savings Bank, San Diego, Calif.	243,292	215,459	12.92	12,867	13,242	-2.83	1,053,306	897,021	2.31	2.60	1.22	1.48
15	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	239,504	155,827	53.70	19,969	14,497	37.75	298,216	273,097	8.90	6.48	6.70	5.31
16	Florida Federal S & L Assn., St. Petersburg, Fla.	235,380	260,009	-9.47	21,253	23,575	-9.85	487,938	530,923	4.28	4.99	4.36	4.44
17	Fortune Savings Bank, Clearwater, Fla.	234,392	113,024	107.38	14,189	10,911	30.04	233,862	216,261	9.78	5.54	6.07	5.05
18	First Nationwide Bank, FSB, San Francisco	226,028	0	N.A.	19,205	0	N.A.	1,343,491	1,243,158	1.41	0.00	1.43	0.00
19	AmeriFirst Federal S & L Assn. , Miami	221,578	133,184	66.37	17,304	10,488	64.99	440,176	509,381	5.52	3.01	3.93	2.06
20	Carteret Savings Bank, FA, Morristown, N.J.	221,283	300,409	-26.34	28,889	28,798	0.32	583,611	603,341	3.92	5.79	4.95	4.77
21	TCF Banking & Savings, FA, Minneapolis	215,973	128,567	67.98	15,635	14,015	11.56	579,461	556,412	3.46	2.46	2.70	2.52
22	American Pioneer Savings Bank, Orlando, Fla.	191,019	124,767	53.10	15,019	8,811	70.46	142,739	95,553	10.34	12.60	10.52	9.22
23	Great American First SB, FSB, Tucson, Ariz.	189,664	45,164	319.95	10,868	3,553	205.88	270,589	242,842	6.39	1.93	4.02	1.46
24	Investors S & L Assn., Millburn, N.J.	189,244	199,291	-5.04	20,903	21,372	-2.19	189,269	214,411	9.20	9.73	11.04	9.97
25	Freedom S & L Assn., Tampa, Fla.	179,897	204,630	-12.09	17,902	20,052	-10.72	237,250	321,380	8.27	7.87	7.55	6.24
26	Midwest Federal S & L Assn. of Minneapolis	179,097	128,455	39.42	13,801	5,217	164.54	319,728	291,645	5.50	4.27	4.32	1.79
27	Perpetual Savings Bank, FSB, McLean, Va.	175,415	114,344	53.41	8,726	11,241	-22.37	415,982	453,461	3.98	2.82	2.10	2.48
28	Commonwealth Savings Assn., Houston	174,407	45,995	279.19	3,018	3,033	-0.49	298,787	236,492	9.69	2.96	1.01	1.28
29	Horizon Financial, FA, Southampton, Pa.	172,628	117,121	47.39	14,699	7,258	102.52	227,944	197,700	7.13	5.78	6.45	3.67
30	University Savings Assn., Houston	172,078	149,487	15.11	15,566	1,786	771.56	382,319	433,503	4.37	3.89	4.07	0.41
31	MeraBank Federal Savings Bank, Phoenix, Ariz.	168,572	111,381	51.35	12,540	17,556	-28.57	628,153	592,364	2.69	2.15	2.00	2.96
32	Gibraltar Savings, Beverly Hills, Calif.	154,638	255,056	-39.37	21,898	29,805	-26.53	1,107,417	990,850	1.36	2.70	1.98	3.01
33	Vernon S & L Assn., Tex.	152,179	170,589	-10.79	14,994	12,925	16.01	80,825	190,061	11.30	14.89	18.55	6.80
34	Caguas-Central Federal Savings Bank, P.R.	135,311	71,442	89.40	8,711	6,243	39.53	128,492	112,003	9.71	6.33	6.78	5.57
35	Albuquerque Federal S & L Assn., N.M.	135,047	136,097	-0.77	14,315	12,676	12.93	209,245	192,925	6.43	8.00	6.84	6.57
36	First Federal Savings Bank, Santurce, P.R.	134,685	100,600	33.88	12,308	5,871	109.64	138,565	126,961	9.72	7.60	8.88	4.62
37	First Federal S & L Assn., Greenville, S.C.	131,644	120,208	9.51	14,359	10,525	36.43	204,222	201,113	7.07	6.75	7.03	5.23
38	Dollar Bank FSB, Pittsburgh	129,757	93,732	38.43	9,620	9,031	6.52	243,321	264,260	5.45	3.93	3.95	3.42
39	San Jacinto Savings Assn., Houston	125,711	90,414	39.04	14,216	12,499	13.74	331,918	303,834	4.64	3.61	4.28	4.11
40	Eastover Bank for Savings, Jackson, Miss.	124,716	0	N.A.	4,678	0	N.A.	39,019	28,831	24.03	0.00	11.99	0.00
41	American Diversified Savings Bank, Lodi, Calif.	124,621	10,736	1,060.78	2,749	45	6,008.89	-277,574	121,585	20.32	1.10	-0.99	0.04
42	Wilmington Savings Fund Society, FSB, Del.	124,218	109,641	13.30	14,722	9,899	48.72	99,151	92,989	11.59	10.89	14.85	10.65
43	Far West Federal Bank, Portland, Ore.	124,199	127,682	-2.73	14,585	14,117	3.32	225,505	269,418	5.51	5.72	6.47	5.24
44	Naples Federal S & L Assn., Fla.	118,886	125,750	-5.46	13,546	9,714	39.45	144,241	133,474	8.56	10.27	9.39	7.28
45	Southwest S & L Assn., Phoenix, Ariz.	118,382	67,207	76.15	8,863	6,173	43.58	215,136	213,939	5.67	3.30	4.12	2.89
46	Sandia Federal S & L Assn., Albuquerque, N.M.	116,214	65,106	78.50	6,255	3,503	78.56	112,061	109,282	9.80	6.43	5.58	3.21
47	Bank Western FSB, Denver	114,836	95,218	20.60	10,205	10,159	0.45	295,853	341,545	3.27	3.26	3.45	2.97
48	Pacific First Federal Savings Bank, Tacoma, Wash.	114,206	91,241	25.17	9,917	10,741	-7.67	406,218	320,058	2.79	2.71	2.44	3.36
49	Benjamin Franklin Savings Assn., Houston	113,758	79,379	43.31	8,820	13,461	-34.48	203,923	222,237	5.87	3.97	4.33	6.06
50	San Antonio Savings Assn., Tex.	106,136	92,251	15.05	15,767	15,719	0.31	243,641	241,757	4.06	4.04	6.47	6.50
51	Western Federal S & L Assn., Dallas	106,102	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	6.70	N.A.	N.A.	N.A.
52	First Minnesota Savings Bank, FSB, Minneapolis	101,467	N.A.	N.A.	8,970	N.A.	N.A.	281,280	N.A.	3.31	N.A.	3.19	N.A.
53	Professional Savings Bank, Coral Gables, Fla.	100,977	68,877	46.60	5,964	N.A.	N.A.	17,008	N.A.	50.41	42.03	35.07	N.A.
54	Metropolitan Federal S & L Assn., Nashville, Tenn.	98,275	65,884	49.16	8,470	5,902	43.51	109,371	103,493	9.45	6.72	7.74	5.70
55	Downey S & L Assn., Costa Mesa, Calif.	98,172	75,697	29.69	5,781	4,783	20.87	306,182	297,160	3.94	2.90	1.89	1.61
56	Great Southern S & L Assn., Springfield, Mo.	95,471	51,013	87.15	7,005	4,522	54.91	45,760	42,639	20.95	12.39	15.31	10.61
57	Eureka Federal S & L Assn., San Carlos, Calif.	93,154	128,581	-27.55	3,154	7,791	-59.52	162,066	171,955	5.84	7.66	1.95	4.53
58	Numerica Savings Bank, FSB, Manchester, N.H.	91,394	41,191	121.88	6,662	3,821	74.35	65,464	62,487	13.36	7.34	10.18	6.11
59	Dominion Federal S & L Assn., Tyson Corner, Va.	89,459	24,408	266.52	3,831	1,180	224.66	184,465	171,021	5.15	1.76	2.08	0.69
60	Security S & L Assn., Vineland, N.J.	84,782	89,222	-4.98	9,376	4,677	100.47	98,269	88,844	8.92	10.42	9.54	5.26
61	Columbia S & L Assn., Fair Lawn, N.J.	83,874	74,141	13.13	9,638	5,592	72.35	123,945	117,372	7.13	6.85	7.78	4.76
62	Commodore Savings Assn., Stamford, Tex.	82,391	80,402	2.47	7,714	5,804	32.91	5,271	93,324	10.10	9.83	146.35	6.22
63	American S & L Assn., Salt Lake City, Utah	79,734	87,652	-9.03	8,463	9,302	-9.02	299,264	297,894	2.78	3.09	2.83	3.12
64	Gill Savings Assn., Hondo, Tex.	79,119	75,883	4.26	13,303	10,430	27.55	133,109	188,120	4.89	5.23	9.99	5.54
65	First Savings Assn., Houston, Tex.	77,481	0	N.A.	1,890	3,318	-43.04	87,270	85,380	8.50	0.00	2.17	3.89
66	Capitol Federal S & L Assn., Aurora, Colo.	76,227	44,517	71.23	5,829	3,466	68.18	128,178	119,958	6.32	4.07	4.55	2.89
67	Savings Bank of Puget Sound, FSB, Seattle	74,743	60,759	23.02	4,717	N.A.	N.A.	140,027	N.A.	5.98	5.85	3.37	N.A.
68	Heritage S & L Assn., Richmond, Va.	74,646	43,310	72.35	8,363	3,916	113.56	66,825	64,692	11.06	7.76	12.51	6.05
69	Columbia Savings, FS & LA, Englewood, Colo.	73,663	0	N.A.	4,289	0	N.A.	258,612	298,738	2.71	0.00	1.66	0.00
70	Pioneer Savings Bank, Clearwater, Fla.	73,086	48,372	51.09	6,010	4,152	44.75	195,364	206,860	3.62	2.46	3.08	2.01
71	First Federal Savings Bank & Trust, Pontiac, Mich.	72,365	129,732	-44.22	10,334	9,258	11.62	141,746	126,319	5.60	9.54	7.29	7.33
72	Standard Federal Bank, Troy, Mich.	71,802	68,716	4.49	3,850	3,727	3.30	760,637	642,316	0.91	1.00	0.51	0.58
73	Century Federal S & L Assn., Pasadena, Calif.	70,715	9,556	640.01	1,626	0	N.A.	101,951	88,025	7.05	1.17	1.59	0.00
74	North American Savings Assn., Grandview, Mo.	70,674	33,634	110.13	5,130	2,898	77.02	46,783	46,240	16.37	7.90	10.97	6.27
75	First Home Federal S & L Assn., Greensboro, N.C.	67,798	7,452	809.80	5,704	640	791.25	129,619	100,605	5.16	0.76	4.40	0.64
76	Continental Federal Savings Bank, Fairfax, Va.	67,653	28,459	137.72	5,132	2,307	122.45	93,684	95,466	6.89	3.21	5.48	2.42
77	Baltimore Federal Financial, FSA	65,732	15,561	322.42	4,932	988	399.19	187,361	185,790	3.73	0.90	2.63	0.53
78	Citizens Savings Bank, FSB, Providence, R.I.	65,004	45,735	42.13	8,043	4,596	75.00	148,452	128,465	3.38	3.10	5.42	3.58
79	Empire Savings Building & Loan Assn., Denver	64,055	64,704	-1.00	5,552	4,556	21.86	206,714	211,972	3.09	3.31	2.69	2.15
80	Gem Savings Assn., Dayton, Ohio	62,028	40,746	52.23	5,383	3,407	58.00	174,551	170,951	3.87	2.69	3.08	1.99
81	Far West Savings & Loan Assn., Newport Beach, Calif.	59,198	142,778	-58.54	2,151	2,151	0.00	304,446	245,260	1.94	5.84	0.71	0.88
82	First Southern Federal S & L Assn., Mobile, Ala.	58,453	45,625	28.12	17,532	3,704	373.33	256,491	197,164	2.34	2.22	6.84	1.88
83	Boston Five Cents Savings Bank, FSB	57,798	22,832	153.14	4,015	1,923	108.79	199,061	177,767	2.99	1.38	2.02	1.08
84	Mechanics & Farmers Savings Bk, FSB, Bridgeport, Conn.	57,762	61,225	-5.66	10,781	5,594	92.72	107,959	90,117	5.58	7.52	9.99	6.21
85	Yankee Bank for Finance & Savings, FSB, Boston	57,577	54,457	5.73	6,070	4,116	47.47	83,180	81,953	9.91	9.41	7.30	5.02
86	Pacific Savings Bank, Costa Mesa, Calif.	56,431	113,518	-50.29	6,434	0	N.A.	169,557	200,429	3.40	7.84	3.79	0.00
87	Security Savings Assn., Texarkana, Tex.	56,108	46,656	20.26	5,731	3,345	71.33	38,105	58,174	13.02	10.42	15.04	5.75
88	Charter S & L Assn., Corpus Christi, Tex.	54,425	21,685	150.98	2,600	6	43,233.33	46,618	48,902	10.86	5.28	5.58	0.01
89	Metropolitan Federal Bank, FSB , Fargo, N.D.	53,408	55,418	-3.63	5,662	5,987	-5.43	218,290	177,644	2.78	3.45	2.59	3.37
90	ComFed Savings Bank, Lowell, Mass.	52,408	19,303	171.50	2,074	1,513	37.08	147,601	105,505	4.10	2.15	1.41	1.43
91	American Federal Bank, FSB, Greenville, S.C.	52,209	44,745	16.68	6,722	5,364	25.32	98,332	110,003	5.24	5.05	6.84	4.88
92	United First Federal S & L Assn., Boise, Idaho	51,780	43,224	19.79	4,771	4,728	0.91	40,649	59,178	14.84	8.87	11.74	7.99
93	Bankers First Federal S & L Assn., Augusta, Ga.	50,144	33,736	48.64	5,286	1,551	240.81	84,313	71,245	7.07	5.22	6.27	2.18
94	Occidental/Nebraska FSB, Omaha	49,610	35,214	40.88	4,262	2,036	109.33	68,471	74,104	7.10	5.12	6.22	2.75
95	Investors Savings Bank, Richmond, Va.	49,311	10,151	385.77	2,038	1,015	100.79	146,950	109,118	3.04	1.08	1.39	0.93
96	Columbia Banking Federal S & L Assn., Rochester, N.Y.	49,082	29,919	64.05	3,863	2,028	90.48	153,329	138,224	3.42	2.30	2.52	1.47
97	Guaranty Federal S & L Assn., Dallas	47,236	18,320	157.84	3,044	247	1,132.39	218,892	128,985	2.10	1.06	1.39	0.19
98	Midwest Federal Savings Bank, Minot, N.D.	46,551	16,893	175.56	3,853	764	404.32	99,080	96,658	4.73	1.93	3.89	0.79
99	Ensign Bank FSB, New York	46,391	44,134	5.11	5,677	5,991	-5.24	114,269	108,268	3.08	4.31	4.97	5.53
100	Commerce SA, Dallas	46,357	25,169	84.18	5,489	2,910	88.63	85,100	100,239	5.54	3.06	54.47	25.11

All data are from the Quarterly Financial Report to the Federal Home Loan Bank Board for FSLIC-insured institutions and were provided by **ADP Data Services, New York**, from their data base of FHLBB data. **Commercial loans** include both secured and unsecured loans. **Secured commercial loans** include all loans on commercial properties having a security interest but not qualifying as a mortgage loan. **Unsecured commercial loans** include all unsecured loans for commercial purposes. **Interest on Commercial Loans** is the gross interest earned for the year on commercial loans. **Gross Operating Income** is the sum of all interest and noninterest income earned for the year. **Commercial Loans/Total Assets** is total commercial loans at the end of the period expressed as a percentage of total assets at the end of the period. **Int. Comm. Loans/Gross Oper. Inc.** is gross interest earned on commercial lending expressed as a percentage of gross operating income for the year.

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our statistical tables of thrift earnings and thrift commercial lending meet your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the net income table or the commercial lending table to make them more useful? What would you add?

(2.) What do you like **best** about the tables?

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SIA Appeal . . .

➸ Continued from Page 2

laws governing the nation's financial system, not to make the laws," said trade group president Edward I. O'Brien.

He charged that the board acted imprudently in denying the Securities Industry Association's petition for a stay. Given the 3-to-2 vote and dissent by Mr. Volcker and Fed Governor Wayne Angell, "prudence should have mandated granting a stay," Mr. O'Brien said.

He noted that in March the Senate had voted to support a moratorium on any regulatory action that would allow banks to expand their securities activities, pending a comprehensive review of the nation's financial system.

"By denying our request for a stay, in spite of likely congressional review of banking laws and pending court action to determine the legality of the decision, the Fed is encouraging marketplace changes of questionable legality," Mr. O'Brien said. ■

Commercial Loan Growth Slows at Top Thrifts

➸ Continued from Page 1

ment, said First Home has been "very careful in selection of businesses and areas we deal with. We are located in some of the fastest growing areas in North Carolina."

Mr. Barnett said that First Home has not been using advertising to bolster its commercial lending activities. "We have an active call program and we do refinancing of existing loans as well as new lending. We're not offering the lowest rates, just good packages." He said the thrift has been engaged in lending for shopping centers, apartment buildings and condominiums.

He described First Home's lending as "progressive" and administered by a "well-trained staff." He said the thrift "deals with quality business. We track area economies, judge an area's vacancy rate to see if it's going soft. We don't want to end up like a Texas bank."

CenTrust Savings Bank of Miami, Florida's largest savings institution, was another large gainer in 1986. CenTrust reported $625.7 million in commercial loans at yearend, a 788% jump. Gross operating revenues for all of 1986 increased 16%. Interest on commercial loans as of percent of gross operating income grew to 10.2% from less than 2% a year earlier.

In a release, CenTrust attributed its revenue improvement to loans.

"Strong growth in loans, combined with a favorable interest rate environment, produced the continuing improvement in net interest income," said David L. Paul, CenTrust chairman and chief executive officer.

At all FSLIC-insured thrifts, commercial loans increased 51.7% in 1986, to $22.1 billion. That compares with an increase of 33.4% in 1985, according to the Bank Board.

Old Stone Bank, Providence, R.I., remained the leader in commercial lending with $880.5 million, an increase of 20.6% from the previous year. Old Stone was followed by Goldome, Buffalo, N.Y., which reported $731.8 million, up 28.4%; California Federal Savings and Loan Association, Los Angeles, with $716.3 million, a rise of 19.5%; and CenTrust Savings Bank, with $625.7 million, up 788%. ■

North Dakota Bankers Announce Key Speakers

MINOT, N.D. — Speakers at the annual convention of the North Dakota Bankers Association, to be held here June 15-16, will include *Time* magazine columnist Hugh Sidey, network journalist Jerry Levin, who was held hostage by Arab terrorists, and Oklahoma Gov. George Nigh.

Also scheduled to be on the two-day program are Thomas Rideout, treasurer and senior vice president of the American Bankers Association; James Vining, president of Vining-Sparkes Securities Inc. of Memphis; Georgia Congressman Doug Barnard Jr.; and North Dakota Bankers Association president-elect John W. Pierson, president of Norwest Bank, Minot.

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- **Specific discussion** explains the purpose of each form, how it's used, and any other important information such as the effect of recent litigation.
- **Annotations,** when necessary, directly following the pertinent paragraph or article of the form, explanations of the meaning and significance of the provision. In addition, you get suggestions for alternative language to help you adapt each form to your specific needs.

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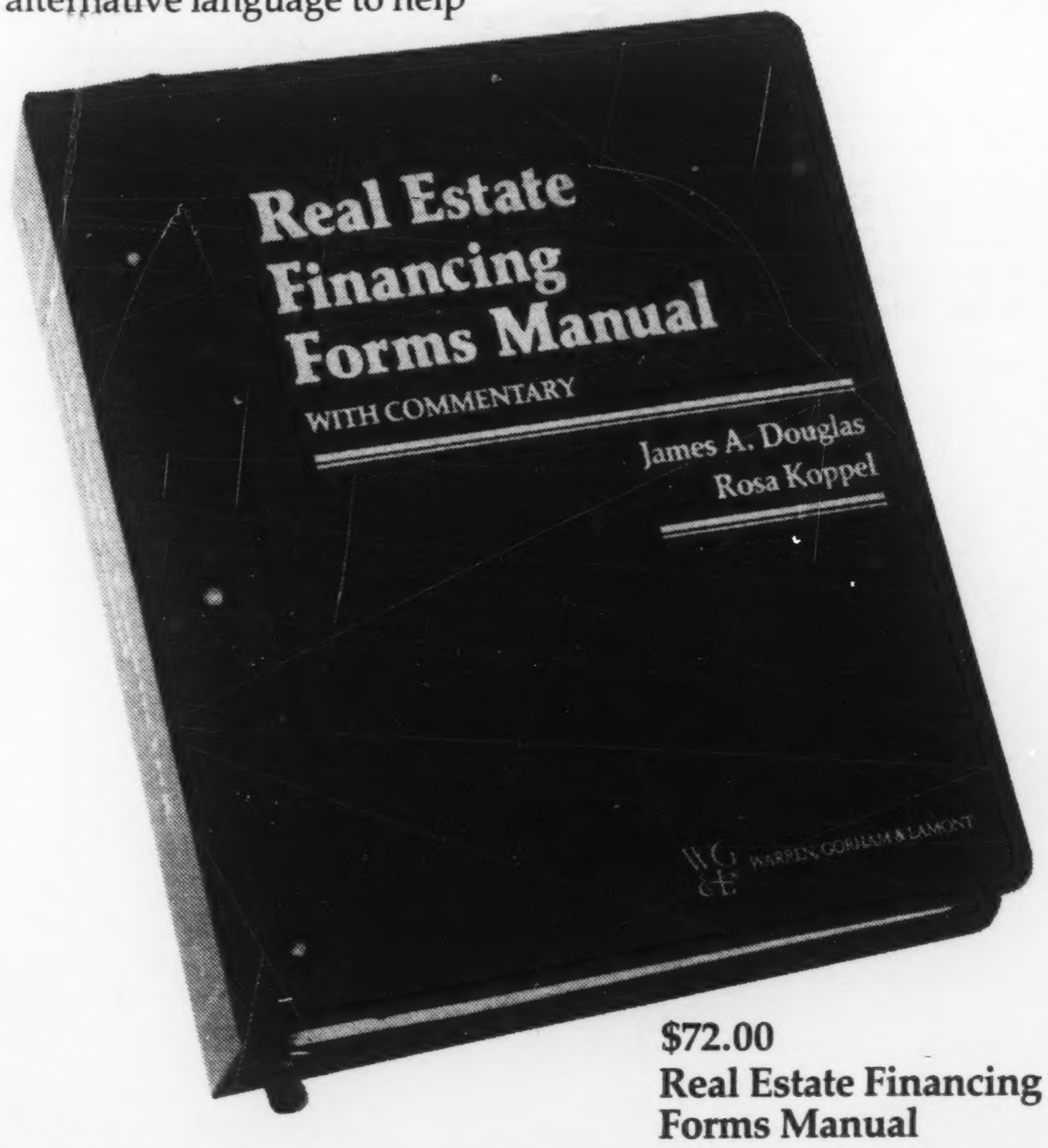
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Top 100 Thrifts in Net Income

In Order of 1986 Net Income, Compared with 1985

Compiled by American Banker Copyright 1987

Rank		Net Income for Full Year			Rank	Assets	R.O.A.
1986		1986	1985	% Chg.	1985	12/31/86	1986
1	**Home Savings of America, FA, Irwindale, Calif.**	336,730,000	236,311,000	42.49	1	27,789,661,000	1.21
2	**Great Western Bank, FSB, Beverly Hills**	300,243,000	203,857,000	47.28	2	27,405,368,000	1.10
3	**Columbia Savings & Loan Assn., Beverly Hills**	193,526,000	122,277,525	58.27	6	10,222,652,000	1.89
4	**World Savings, FS&LA, Oakland, Calif.**	183,010,000	159,375,000	14.83	4	12,439,262,000	1.47
5	**California Federal Savings & Loan Assn., Los Angeles**	143,400,000	115,400,000	24.26	7	20,540,400,000	0.70
6	**Dime Savings Bank of New York FSB**	130,612,000	7,037,000	1,756.08	...	8,366,595,000	1.56
7	**Franklin Savings Assn., Ottawa, Kan.**	119,971,000†	33,898,000†	253.92	30R	6,036,487,000	1.99
8	**Glendale Federal Savings & Loan Assn., Calif.**	111,244,000†	69,194,000†	60.77	12R	17,451,589,000	0.64
9	**First Nationwide Bank, FSB, San Francisco**	104,183,000	75,769,000	37.50	10	15,044,316,000	0.69
10	**Home Federal Savings & Loan Assn. of San Diego, Calif.**	103,358,000	72,786,000	42.00	11	12,074,620,000	0.86
11	**CrossLand Savings FSB, Brooklyn, New York**	101,232,000	148,385,000	-31.78	5	10,095,697,000	1.00
12	**American Savings & Loan Assn., Stockton, Calif.**	95,989,000	84,254,000	13.93	8	33,933,294,000	0.28
13	**Great American First Savings Bank, San Diego, Calif.**	93,745,000	49,516,000	89.32	20	13,064,815,000	0.72
14	**Green Point Savings Bank, Brooklyn, New York**	91,005,789	49,014,921	85.67	21	3,091,464,072	2.94
15	**Coral Gables Federal Savings & Loan Assn., Fla. (a)**	88,193,663	10,378,647	749.76	...	2,369,787,383	3.72
16	**Gibraltar Savings Assn., Houston**	82,211,365	169,800,000	-51.58	3	4,707,511,800	1.75
17	**Long Island Savings Bank FSB, Syosset, N.Y.**	80,005,000	46,087,000	73.60	22	5,635,827,000	1.42
18	**First Federal of Michigan, Detroit**	73,022,629	55,679,543	31.15	17	11,271,916,424	0.65
19	**Washington Mutual Savings Bank, Seattle**	70,653,846	18,855,000	274.72	55	5,392,597,000	1.31
20	**Standard Federal Bank, Troy, Mich.**	66,502,760	68,011,482	- 2.22	13	6,736,680,682	0.99
21	**Empire of America FSB, Buffalo, N.Y. (b,c)**	66,338,000	10,774,000	515.72	...	9,100,000,000	0.73
22	**Anchor Savings Bank FSB, Northport, N.Y. (d)**	60,822,000	26,209,000	132.07	40	7,359,381,000	0.83
23	**United Savings Assn., Houston**	60,287,000	10,964,000	449.86	...	5,988,566,000	1.01
24	**Citicorp Savings, FS&LA, San Francisco**	59,873,000	44,768,000	33.74	24	4,978,642,000	1.20
25	**Champion Federal Savings & Loan Assn., Bloomington, Ill.**	59,041,000	17,091,000	245.45	65	1,975,378,000	2.99
26	**Downey Savings & Loan Assn., Costa Mesa, Calif.**	57,154,846	52,757,661	8.33	19	2,481,734,397	2.30
27	**Goldome FSB, Buffalo, N.Y. (b,e)**	52,880,000	21,869,000	141.80	47r	14,669,199,000	0.36
28	**CenTrust Savings Bank, Miami**	51,848,000	36,636,000	41.52	27	6,167,095,000	0.84
29	**Lincoln Savings & Loan Assn., Irvine, Calif.**	50,760,000	79,850,000	-36.43	9	3,605,217,000	1.41
30	**Coast Savings & Loan Assn., Los Angeles**	50,400,000	20,383,869	147.25	51	9,725,362,000	0.52
31	**American Savings & Loan Assn. of Florida, Miami (a)**	50,242,000	(33,243,000)	251.14	...	2,610,774,000	1.92
32	**Imperial Savings Assn., San Diego, Calif.**	47,510,000	(11,379,843)	517.49	...	8,911,820,000	0.53
33	**Carteret Savings Bank, FA, Morristown, N.J. (a)**	46,091,000	25,222,000	82.74	42	5,541,090,000	0.83
34	**People's Bank, Bridgeport, Conn.**	45,668,000	33,612,000	35.87	30	4,956,668,000	0.92
35	**Western Savings & Loan Assn., Phoenix, Ariz.**	44,196,778	37,749,000	17.08	26	5,593,209,327	0.79
36	**Guardian Savings & Loan Assn., Houston**	43,787,262	63,809,881	-31.38	15	2,589,666,193	1.69
37	**Gibraltar Savings, Beverly Hills**	40,616,000	46,058,000	-11.82	23	11,406,157,000	0.36
38	**American Savings Bank FSB, New York**	40,570,000	19,109,000	112.31	54	3,833,200,000	1.06
39	**Northeast Savings, FA, Hartford, Conn.**	39,446,000†	30,020,000†	31.40	33R	5,845,804,000	0.61
40	**Washington Federal Savings & Loan Assn., Seattle**	39,291,000	28,719,000	36.81	35	1,310,022,000	3.00
41	**Uptown Federal Savings FA, Niles, Ill.**	39,288,000	55,460,000	-29.16	19r	1,098,162,000	3.84
42	**Union Federal Savings Bank, Indianapolis, Ind.**	39,196,000†	21,851,000†	79.38	47r	707,148,000	5.54
43	**San Jacinto Savings Assn., Houston**	38,577,037	18,020,061	114.08	59	2,709,356,252	1.42
44	**Citicorp Savings of Florida, FS&LA, Miami**	38,566,000	30,647,000	25.84	32	2,947,940,000	1.31
45	**City Federal Savings Bank, Elizabeth, N.J.**	37,524,000	62,110,000	-39.58	16	10,728,053,000	0.35
46	**Cragin Federal Savings & Loan Assn., Chicago**	36,328,390	25,423,906	42.89	41	1,862,983,566	1.95
47	**Third Federal Savings & Loan Assn., Cleveland**	36,211,248	21,007,611	72.37	48	1,721,660,699	2.10
48	**Capitol Federal Savings & Loan Assn., Topeka, Kan.**	33,253,558	24,549,959	35.45	43	2,494,514,607	1.33
49	**Greater New York Savings Bank, New York**	32,537,000	18,022,000	80.54	58	2,299,945,000	1.41
50	**East River Savings Bank, New York**	31,522,390	18,061,000	74.53	57	2,453,117,950	1.28
51	**Citicorp Savings of Illinois, FS&LA, Chicago**	31,515,000	7,569,214	316.36	...	5,527,563,000	0.57
52	**East New York Savings Bank, New York**	30,710,374	16,056,410	91.27	68	1,515,526,085	2.03
53	**Fidelity Federal S & L Assn., Glendale, Calif.**	30,557,000	27,514,000	11.06	37	3,294,905,000	0.93
54	**Home Savings Bank, Brooklyn, New York**	30,062,128	13,039,408	130.55	90	1,461,161,083	2.06
55	**Georgia Federal Bank, FSB, Atlanta**	29,703,000	20,064,000	48.04	53	3,214,514,000	0.92
56	**Homestead Savings, FS&LA, San Francisco**	29,444,563	14,168,000	107.82	81	5,492,379,681	0.54
57	**Emigrant Savings Bank, New York**	28,452,749	3,737,814	661.21	...	3,514,356,932	0.81
58	**Citizens Savings Bank FSB, Providence, R.I.**	28,290,310	20,669,006	36.87	50	1,927,340,005	1.47
59	**Home Owners Federal Savings & Loan Assn., Boston**	28,025,000	10,819,000	159.04	...	1,388,222,000	2.02
60	**Benjamin Franklin Federal S & L Assn., Portland, Ore.**	27,926,982	8,071,956	245.98	...	4,430,535,792	0.63
61	**Williamsburgh Savings Bank, Brooklyn, New York**	27,530,000	(10,209,290)	369.66	...	2,330,027,000	1.18
62	**People's Heritage Federal Savings & Loan Assn., Salina, Kan.**	27,374,000	17,860,088	53.27	61	1,642,546,000	1.67
63	**Seamen's Bank for Savings FSB, New York**	26,954,000	2,274,000	1,085.31	...	3,315,240,000	0.81
64	**Manhattan Savings Bank, New York**	26,516,015	20,318,238	30.50	52	3,018,622,531	0.88
65	**Talman Home Federal Savings & Loan Assn., Chicago**	26,434,000	244,000	10,733.60	...	5,699,630,000	0.46
66	**Astoria Federal Savings & Loan Assn., Queens, New York**	25,999,288	15,314,928	69.76	74	2,571,270,264	1.01
67	**Columbia Banking Federal S & L Assn., Rochester, N.Y.**	25,703,527	11,700,940	119.67	...	1,433,474,000	1.79
68	**ComFed Savings Bank, Lowell, Mass.**	24,200,000†	10,990,000	120.20	...	1,283,821,000	1.88
69	**Howard Savings Bank, Newark, N.J.**	24,049,000	16,024,000	50.08	70	4,294,392,000	0.56
70	**Pacific First Federal Savings Bank, Tacoma, Wash.**	23,470,000	(9,911,000)	336.81	...	4,096,568,000	0.57
71	**Investors Savings & Loan Assn., Millburn, N.J.**	23,430,860	34,128,461	-31.35	29	2,056,799,031	1.14
72	**Far West Savings & Loan Assn., Newport Beach, Calif.**	23,129,000	16,054,000	44.07	69	3,025,187,000	0.76
73	**Society for Savings, Hartford, Conn.**	23,036,000	14,294,000	61.16	80	2,948,366,000	0.78
74	**Meritor Savings Bank, Philadelphia**	22,920,000	64,618,000	-64.53	14	18,447,272,000	0.12
75	**Transohio Savings Bank, FSB, Cleveland**	22,679,000	15,592,000	45.45	73	5,062,000,000	0.45
76	**Perpetual Savings Bank, FSB, McLean, Va. (f)**	22,655,000	21,120,169	7.27	47	4,407,268,000	0.51
77	**Albany Savings Bank FSB, N.Y.**	22,525,537	9,788,834	130.11	...	1,776,671,047	1.27
78	**Central Federal Savings, FSB, Long Beach, N.Y.**	22,507,212	3,722,994	504.55	...	899,269,677	2.50
79	**Apple Bank For Savings, New York**	22,487,000	11,165,000	101.41	...	1,908,231,000	1.18
80	**Southwest Savings & Loan Assn., Phoenix, Ariz.**	22,460,014	8,251,594	172.19	...	2,088,141,000	1.08
81	**Great Lakes Federal S & L Assn., Ann Arbor, Mich.**	22,233,732	12,356,393	79.94	97	2,691,794,278	0.83
82	**Metropolitan Federal Bank FSB, Fargo, N.D.**	22,223,000	10,341,000	114.90	...	1,923,960,000	1.16
83	**San Francisco Federal Savings & Loan Assn.**	22,132,000	16,135,681	37.16	67	2,345,742,000	0.94
84	**Collective Federal S & L Assn., Egg Harbor City, N.J.**	21,750,780	11,530,000	88.65	...	1,559,626,000	1.39
85	**Farm & Home Savings Assn., Nevada, Mo.**	21,738,996	13,771,145	57.86	83	3,298,358,490	0.66
86	**TCF Banking & Savings, FA, Minneapolis**	21,401,000	15,272,000	40.13	76	6,517,650,000	0.33
87	**Jamaica Savings Bank FSB, Lynbrook, N.Y.**	21,240,967	11,085,752	91.61	...	1,381,033,150	1.54
88	**St. Bernard Federal Savings & Loan Assn., Chalmette, La.**	20,872,000†	(2,382,000)†	876.24	...	858,377,000	2.43
89	**Bayamon Federal Savings & Loan Assn., P.R.**	20,439,740	12,692,000	61.04	94r	1,105,869,839	1.85
90	**Citizens Federal Savings & Loan Assn., Dayton, Ohio**	20,361,359	14,650,306	38.98	79	2,261,115,804	0.90
91	**St. Paul Federal Bank for Savings, Chicago**	20,060,000	11,732,363	70.98	...	2,395,382,000	0.84
92	**Peoples Westchester Savings Bank, Hawthorne, N.Y.**	19,896,000	2,883,451	590.01	...	1,412,706,000	1.41
93	**Commercial Federal Savings & Loan Assn., Omaha, Neb.**	19,483,000†	12,802,000	52.19	93	3,329,508,000	0.59
94	**Old Stone Bank FSB, Providence, R.I.**	19,465,000	17,897,000	8.76	60	3,512,277,000	0.55
95	**Sacramento Savings & Loan Assn., Calif.**	19,434,342	18,606,977	4.45	56	2,064,691,897	0.94
96	**Rochester Community Savings Bank, N.Y.**	19,408,000	23,239,000	-16.49	46	3,137,856,000	0.62
97	**Atlantic Financial Federal, Bala Cynwyd, Pa. (g)**	19,168,000	12,636,000	51.69	94	5,979,325,000	0.32
98	**Bowery Savings Bank, New York**	18,887,000	(38,400,000)	149.18	...	6,303,939,000	0.30
99	**Fidelity New York, FSB, Floral Park, N.Y.**	18,688,485	23,704,144	-21.16	44	1,608,174,017	1.16
100	**First Southern Fed. Savings & Loan Assn., Mobile, Ala.**	18,636,000	10,143,614	83.72	...	2,535,435,000	0.74

Net Income is total income (operating plus nonoperating) minus total expenses (operating, nonoperating, and income taxes) for calendar years 1986 and 1985, unless otherwise noted. The bulk of the data are from American Banker questionnaires. Federal Home Loan Bank Board were used for thrifts who did not report full-year earnings to American Banker. A dagger **(†)** indicates FHLBB data were used. **FHLBB data— which are the sum of current net income for the four quarters of the year— were provided by ADP Data Services, New York .** **ROA**— return on assets, or net income for 1986 divided by total assets on 12/31/86. **(a)**— Net income is for fiscal year-ended 9/30. **(b)**— Net income for 1985 and 1986 are on a consolidated GAAP ("generally accepted accounting principles") basis. **(c)**— In last year's listing, using unconsolidated, regulatory net income for 1985, Empire of America FSB, Fort Worth, ranked 34th and Empire of America FSB, Buffalo, ranked 63rd with $28.8 million and $17.8 million, respectively. **(d)**— 1985 net income is for last six months of the year. **(e)**— In last year's listing, based on unconsolidated, regulatory net income for 1985, Goldome FSB ranked 98th with $12.3 million. **(f)**— Net income is for fiscal year-ended 10/31. **(g)**— 1985 net income is for fiscal year ended 9/30. **(r)**— Rank institution would have had, if data were available.**(R)**— **Revised rank based on FHLBB data.** **( )**— A loss.

Who's News

The well-traveled road from the Federal Home Loan Mortgage Corp. offices in Washington, D.C., to the offices of Imperial Corporation of America in San Diego had another passenger this week, as **Michael J. Lea** became the fifth Freddie Mac official in the past two years to join the management team at Imperial.

The exodus began in September 1985, when Freddie Mac president Kenneth J. Thygerson left the government mortgage agency to become president and chief executive officer of Imperial, a $9.8 billion-asset thrift holding company. Three other Freddie Mac officers soon joined Mr. Thygerson: Kevin E. Villani, Imperial's chief financial officer; Stephen G. Haines, chief administrative officer; and Gary Palmer, head of corporate finance.

Michael J. Lea

Mr. Lea, 37, remained behind. "They didn't really have a spot for me when they first went out," he said.

While Mr. Thygerson's new management team began the process of turning Imperial's red ink into profits, Mr. Lea took over Mr. Villani's job as Freddie Mac chief economist. But during the past couple of months, Mr. Lea said, he and Mr. Villani have run into each other several times as speakers at the same conferences, and the new position at Imperial opened up for Mr. Lea.

He will become senior vice president of financial and economic analysis for Imperial. "Mike's knowledge of the capital and secondary markets and his experience in financial analysis will be instrumental in furthering ICA's profit goals," Mr. Thygerson said. "He will be responsible for developing our pricing strategy to insure the profitability of every ICA product line."

Mr. Lea joined Freddie Mac in 1983 as a senior economist. Before that, he was an associate professor in the department of consumer economics and housing at Cornell University, Ithaca, N.Y. He also served as a staff member for the President's Commission on Housing in 1982-83, and was a Brookings Institution economic policy fellow at the U.S. Department of Housing and Urban Development in 1981-82.

Also Noteworthy...

R. Keith Pedigo, an employee with the Veterans Administration since 1971, has been appointed director of the agency's Loan Guaranty Service, which manages its national home loan program. He succeeds **Robert M. O'Toole,** who resigned in April to join the Mortgage Bankers Association of America.

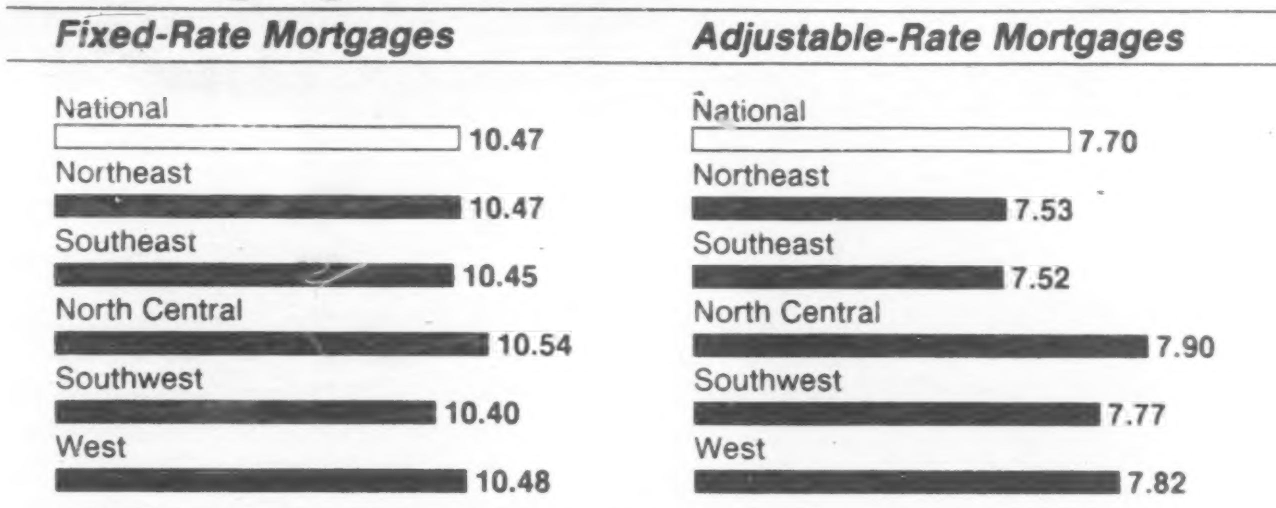
Maureen D. McCarthy has been appointed a senior vice president of American Savings Bank FSB, New York. She was previously a vice president in Citibank's international private banking division.

Frank Whelan has been named vice president of the Travelers Mortgage Services St. Louis wholesale division. He was formerly president of Citicorp Homeowners Services Inc., St. Louis.

Scott R. Christensen has been named senior executive vice president and chief operating officer of State Savings FA, Flushing, N.Y. He was previously senior vice president of administration and operations for City Consumer Services Inc., Somerset, N.J.

— **Mark Basch**

Mortgage Database



Mortgage data for the week ended May 1 provided by Federal Home Loan Mortgage Corp. Fixed-rate mortgages are 80% loan-to-value conventional 30-year mortgages. Adjustable-rate mortgages are one-year Treasury indexed conventional 30-year mortgages.

Selected Interest Rates

6-Month Treasury Bills	6.14%
1-Year Treasury Bills	6.76%
3-Year Treasury Notes	7.71%
5-Year Treasury Notes	7.92%

Average rates for the week ended May 1 compiled by the Federal Reserve Board.

Five Big California Institutions Head List of Nation's Most Profitable Thrifts

By LINDA ELLIS

FIVE large California thrifts took the top five positions in *American Banker's* annual survey of net income at thrift institutions.

Home Savings of America FA, the main subsidiary of H.F. Ahmanson & Co. was the leader for the second year in a row. Irwindale, Calif.-based Home Savings was followed by Great Western Bank FSB, Beverly Hills; Columbia Savings & Loan Association, also Beverly Hills; World Savings Federal Savings & Loan Association, Oakland, and California Federal Savings & Loan Association, Los Angeles.

Other survey findings showed:

- The leaders in earnings rise by percentage were Talman Home Federal Savings & Loan Association, Chicago; Dime Savings Bank of New York FSB; Seamen's Bank for Savings FSB, New York; St. Bernard Federal Savings & Loan Association, Chalmette, La., and Coral Gables Federal Savings & Loan Association, Coral Gables, Fla. Talman, Illinois' largest thrift, is a one-time "phoenix" association that converted to a stock association and has rebounded.
- Hit by the sharpest percentage drop in net income were Meritor Savings Bank, Philadelphia; Gibralter Savings Association, Houston; City Federal Savings Bank, Elizabeth, N.J.; Lincoln Savings & Loan Association, Irvine, Calif., and CrossLand Savings FSB, Brooklyn. Meritor restructured in 1986, reducing reliance on gains from the sale of loans and investments.
- In the category of return on assets, the winners were: Union Federal Savings Bank, Indianapolis; Uptown Federal Savings FA, Niles, Ill.; Coral Gables Federal; Washington Federal Savings & Loan Association, Seattle; and Champion Federal Savings & Loan Association, Bloomington, Ill. Jerry VonDeylen, Union Federal's senior vice president and managing officer attributed the healthy 5.54% return to a "highly successful" mortgage banking operation.
- Lowest ROAs among the top 100 earners were recorded by Meritor Savings; American Savings & Loan Association, Stockton, Calif.; Bowery Savings Bank, New York; Atlantic Financial Federal, Bala-Cynwyd, Pa.; and City Federal.

Top 100 Thrift Earners
Page 22

□□□

Citing "imprudent, high-risk lending" and sour real estate markets in some areas of the nation, a leading bank consulting firm reported this week that annual earnings at U.S. savings and loan associations dropped 53.5% nationwide in 1986.

Annual combined earnings were $2 billion, down from $4.3 billion for 1985.

The nation's thrifts, hit by major loan quality problems, particularly in the Southwest, posted the overall earnings drop despite improving interest spreads, said Sheshunoff & Co., Austin, Tex.

Top Profitable Thrifts

Ranked by 1986 net income in millions

Home Savings of America FA Irwindale, Calif.	**$336.7**
Great Western Bank FSB Beverly Hills	**$300.2**
Columbia Savings & Loan Assn. Beverly Hills	**$193.5**
World Savings FS&LA Oakland, Calif.	**$183.0**
California Federal Savings & Loan Los Angeles	**$143.4**

The country's 3,235 federally insured thrifts reported a return on average assets of 0.17% for the year, the worst since 1982 and down from the 1985 rate of 0.40%. Return on assets is net income, including securities transactions and nonrecurring items, as a percentage of total assets. It is considered a basic yardstick on profitability.

Twenty S&Ls were closed last year, up from 10 the year before. The number of FSLIC-assisted mergers and acquisitions increased to 34, up from 22 in 1985. FSLIC management consignments totaled 46 in 1986, up from 25.

"The major problems facing the savings industry today focus on the activities of a small minority of S&Ls, with loan quality the most pressing problem," said Alex Sheshunoff, the company's president, noting that dangerous lending practices, excessive loan growth, and deflation of real estate values in some markets will cost "tens of billions of dollars" before the crisis is over.

Of the 20 states with the highest ROA, 16 were east of the Mississippi River. Seventeen of the 20 poorest performing states for ROA were in the West.

Repossessed assets for the year continued to rise rapidly, the Sheshunoff report said, another sign of industry troubles. Nationally, repossessed assets as a percentage of total assets was 1.11%, up from .76%. The dollar figure was $13.5 billion, up 59% from the year prior.

Texas, with $3.1 billion in repossessed assets, accounted for 62% of the national increase in that category.

Mr. Sheshunoff identified three emerging tiers of S&Ls:

- Long-term winners that early on adapted to a variable-rate environment and kept consistently good asset quality through the troubled years.
- "Low interest rate wonders" that survived high rates and how have large portfolios of high-yielding fixed rate loans.
- "Major losers" that bet heavily on commercial real estate and land acquisition in the Southwest.

On the plus side, the spread between yields (interest income) and rates (interest expense) continued to improve nationally last year, at 1.55% up from 1.31% in 1985. ■

Agencies Undaunted on Stripped Issues

The Federal Home Loan Mortgage Corp., which made its first offering of stripped mortgage securities less than three weeks ago, said a recent $250 million loss at Merrill Lynch & Co. in deals involving these volatile securities would not deter it from continuing in the stripped mortgage securities market. "There is no change in our plans at this point," said a spokeswoman.

Mortgage Markets

Stripped mortgage-backed securities are instruments that separate the principal and interest payments from a mortgage loan into two classes — an interest-only and a principal-only class.

The Federal National Mortgage Association, which invented stripped mortgage securities last June and has been active in the stripped securities market for about a year, closely controls the issuance of its securities by dealers. Jayne Shontell, a vice president for mortgage-backed securities sales and marketing, said Fannie Mae keeps its deals relatively small — typically between $200 million and $300 million — making them easier to distribute. In contrast, the stripped deal brought by Merrill was close to $1 billion.

Stripped securities are issued only "as the market can withstand it," Ms. Shontell said. "I've made dealers wait as much as two to three weeks because I didn't think the market was ready," she said.

Fannie Mae also requires that dealers who wish to sell stripped securities through its conduit presell "a good part" of whichever piece is likely to prove more difficult to sell. In the current interest rate environment, with rates going higher, that means the principal-only portion, she said. Several months ago, it was the interest-only portion that dealers found hard to sell.

Fannie Mae has been the dominant player in the stripped mortgage-backed market, issuing about $6 billion of these securities. Analysts estimate the total stripped market to be between $8.4 billion and $11 billion. ■

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TODAY

NEWS MONDAY

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The bottom line is that people realize that the words federally insured mean just that. One way or the other, the federal government will stand behind that insurance.

Kenneth McLean of the Senate Committee on Banking, Housing, and Urban Affairs on consumer confidence in FSLIC [Page 1]

Unquote

US Urges Use Of Surplus for Farm System

Administration Resists Tapping Treasury Funds

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — The Reagan administration, eager to block the troubled Farm Credit System from tapping Treasury funds, is calling for legislation that would free up $1.2 billion of capital that it says is already available to the system.

At the same time, the administration is lobbying against a bill that would create a secondary market for farm mortgage loans. The secondary market, as it is being discussed on Capitol Hill, would probably take advantage of guarantees from the Farm Credit System.

The secondary market for farm loans is a high-priority item for bank trade groups, including the American Bankers Association and the Independent Bankers Association of America.

The Farm Credit System, which holds nearly a third of the nation's agricultural debt, has rolled up $4.6 billion in losses over the past two years. Although the red ink slowed in the first quarter — the system lost $155 million, compared with $206 million a year earlier — the system's governing agency estimates it will lose from $2 billion to as much as $11.7 billion by 1994.

Last week, the Farm Credit System asked a skeptical and budget-conscious Congress for an appropriation that would make $6 billion available to it through a line of credit to the Treasury.

The credit line was authorized in the last Congress, but it requires that the Farm Credit Administration, which oversees the system, certify that the

Administration: Page 26 ➻

Survey Finds Most Americans Still Have Confidence in S&Ls

By LAURA GROSS

NEW YORK — Despite a raft of publicity about thrift failures and the ailing Federal Savings and Loan Insurance Corp., most Americans seem to have retained their confidence in savings and loans.

A nationwide survey commissioned by the *American Banker* finds that more than eight out of ten people say money kept in savings and loans is safe, compared with just over one in ten who say it is not.

Sixty-four percent of those polled say they have just as much confidence in the safety of savings and loans as they do in commercial banks. That's essentially the same percentage that rated banks and savings and loans equally two years ago in a similar survey commissioned by the newspaper.

AN **American Banker** SURVEY

The earlier survey, conducted in July 1985, found that 65% of the public had equal confidence in banks and savings and loans. Because of a possible sampling error of plus or minus three percentage points in such national surveys, the responses of consumers in the two polls are considered identical.

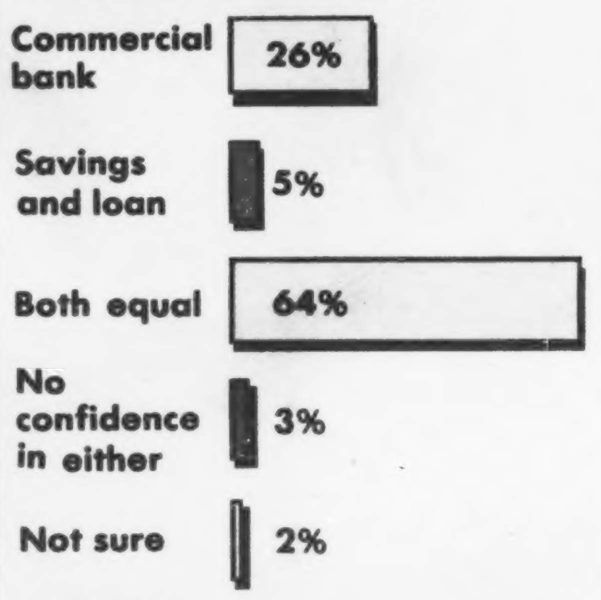
The level of public support has held up even though a record number of savings and loan associations went out of business or were merged into healthier counterparts during the last two years.

Also, it appears that the average American is not rushing to move his money out of a savings and loan association and into a commercial bank. Only 4% of a sample of savings and loan customers who are aware of the problems of S&Ls and who judge those problems to be serious say they have moved any money into a commercial bank because of their concerns.

These are among the findings of a nationwide telephone poll of 981 con-

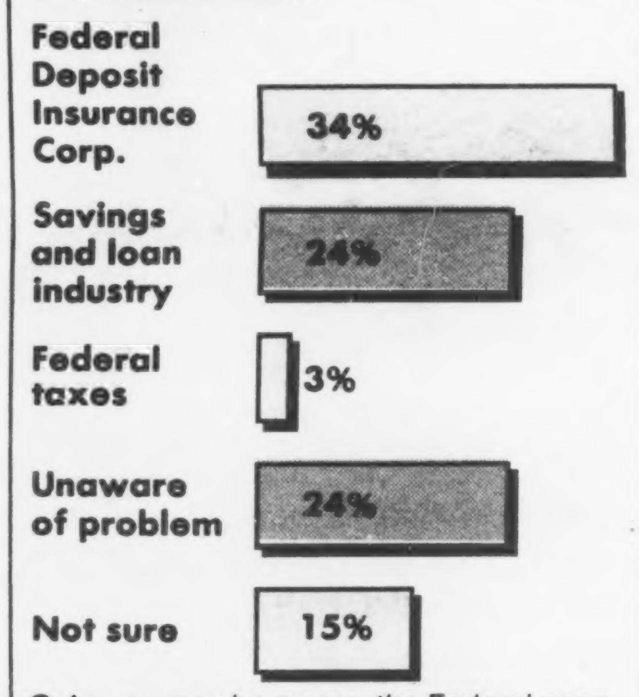
Survey: Page 32 ➻

Where Do You Have More Confidence Keeping Your Money?



Q: All in all, do you have more confidence in keeping your money in a federally insured commercial bank, or in a federally insured savings and loan association, or do you have equal confidence in both?

How Should the FSLIC Be Bailed Out?



Q: As you may be aware, the Federal agency that insures deposits at savings and loans is having financial problems. Several proposals to provide new funds have been suggested. Do you think the additional funds should come from the savings and loan industry itself, federal taxes, or the seperate agency that insures commercial banks, known as the FDIC?

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Survey Finds Most Americans Continue to Trust S&Ls

Continued from Page 1

sumers questioned during March and April about their attitudes toward savings and loan associations and the S&L industry. The six-question poll was conducted by Trans Data Corp., the Salisbury, Md., research subsidiary of the company that publishes the *American Banker.*

At a time when a major topic of discussion in the Congress of the United States involves how to bolster the insolvent FSLIC, industry leaders and legislators say that the high level of loyalty shown in responses to the *American Banker*'s survey indicates a great deal of faith in the government's ability to handle the problems of the savings and loan industry.

"The bottom line is that people realize that the words federally insured mean just that. One way or the other, the federal government will stand behind that insurance," commented Kenneth McLean, staff director of the Senate Committee on Banking, Housing, and Urban Affairs.

The loyalty found in the survey, however, is expressed in the face of more than two years of declining deposit inflows at savings and loan associations, a loss that some industry experts fear could be exacerbated if consumer doubts are not nipped in the bud by swift handling of the FSLIC's problems.

Outflow from Uninsured Accounts

The latest figures from the Federal Home Loan Bank Board show a deposit outflow of $3.1 billion during the first two months of 1987, 80% of which came out of uninsured deposit accounts with balances greater than $100,000. That compares with a deposit inflow of $2.4 billion in the same period a year earlier.

For all of 1986, there was an outflow of $3.8 billion, primarily due to withdrawals from insured retail accounts of $100,000 and less. That compares with a 1985 outflow of $4.6 billion due mostly to withdrawals from uninsured deposit accounts with balances exceeding $100,000.

Those outflows are in marked contrast to deposit inflows of $63.2 billion in 1983 and $56.9 billion in 1984. All Bank Board figures are net of interest credited on deposits.

According to a report last week from the General Accounting Office, the FSLIC was $6 billion in the red on Dec. 31 as a result of liabilities it has had to assume in connection with thrift insolvencies. Meanwhile, hundreds of other thrift institutions are in need of assistance but, because of its own problems, the FSLIC cannot help. Plans to rescue the insurance fund have been under discussion in Congress for more than a year.

Congressional debate has centered on how much money is needed and where that money should come from. Last week, the House of Representatives passed a measure to provide $5 billion over two years, with the funds coming from the healthy majority of the nation's 3,200 savings and loans. Provisions of that bill will now be negotiated with the Senate, which passed a different bill earlier to provide $7.5 billion.

Public Looks to FDIC

Consumer confidence in the federal government's deposit insurance funds also showed up in responses to questions about where money should come from to assist the FSLIC. More people want those dollars to come from the Federal Deposit Insurance Corp. than want the S&L industry to contribute the money. Only 3% of the public votes to foot the bill by increasing federal taxes.

About that response, C.C. Hope Jr., a member of the FDIC board of directors, said, "The FDIC seems to some people to be an easy answer to a complex problem, and that is not an answer.

"The answer lies much more in trying to have a long-range plan to restore the stability of that industry than in letting some other agency take over the responsibility of providing insurance for S&Ls," Mr. Hope said.

The Federal Deposit Insurance Corp. traditionally has opposed a merger with the FSLIC. Only last week, L. William Seidman, chairman of the FDIC, predicted that healthy S&Ls would begin abandoning the FSLIC for the FDIC despite penalties for doing that in pending congressional legislation. He warned that any significant increase in the number of thrifts switching to the FDIC fund could mean additional premium assessments on FDIC-insured institutions.

A long-range solution to the difficulties of problem savings and loans was also advocated by William O'Connell, president of the U.S. League of Savings Institutions. Mr. O'Connell said that "the FSLIC would get well pretty fast, the FDIC would stay healthy, and we could get along with a moderate amount of cash coming from the S&L industry if the Federal Home Loan Bank Board could find better ways to stretch out the losses of institutions in some depressed states."

Last year, about 20% of the nation's savings and loans lost money, compared with 80% that were profitable. If it were not for the negative one-fifth, the industry would have had an annualized return on assets of 1.08%. Instead, the industry's aggregate ROA was 0.17%.

American Banker's recently completed poll finds that three out of five consumers are aware that some savings and loan associations have had problems, while about two in five are not.

Residents of the Northeast are less aware of savings and loan problems than residents of the West. That could be because most northeastern thrifts were chartered — until recently — as mutual savings banks. Savings and loans are more common in the West.

Men are more aware of S&L problems than women: 64% recall hearing about some S&Ls that have had problems, compared with 57% of women. More college graduates are aware than people who have not attended college. Also, people over age 55 are more aware than those under 35, and those who own their homes are more aware than renters. People from high-income households — where the earnings exceed $50,000 a year — are more aware than low-income people whose annual earnings are $20,000 or under.

Among those individuals who recall hearing about the problems of savings and loans, 89% consider the situation to be serious, while only 7% say it is not serious. More people characterize the situation as very serious than call it somewhat serious.

Even 73% of those calling the situation very serious think that it is safe to keep money in a savings and loan. More than half of those calling it very serious have just as much confidence in savings and loans as they do in commercial banks.

Of the total sample, 82% say they feel money is safe in a savings and loan and 12% say they do not. The more serious someone considers the S&L situation, the less safe they tend to consider it. Almost nine out of ten people who think S&L problems are not serious say it is safe to keep money in an S&L.

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Those who judge the situation as unsafe, however, were four times as likely to have moved their money out of savings and loans into banks than those who judge it safe. Three-fourths of respondents who call S&Ls unsafe do not use an S&L at all.

About 259 individuals surveyed — or just over 25% of the total — fall into the category of savings and loan customers who are aware of S&L problems and judge the situation serious. Compared with the overall rate of 4%, westerners in that group moved the most at a rate of 8.7%, followed by 6.8% of residents in North Central states, and 6.1% of women. Although the subgroup is small, 10.2% of renters in the group of thrift customers calling the situation serious moved funds out of an S&L. Just over half of the sample do not use a savings and loan association.

Asked which they have more confidence in — federally insured commercial banks or federally insured savings and loan associations — people who regard commercial banks as their principal financial institution have more confidence in their banks than people calling S&Ls their principal institution have in S&Ls. Thirty-seven percent of people calling commercial banks most important to them say they have more confidence in commercial banks, while only 14% who call savings and loans most important say they have more confidence in their S&Ls.

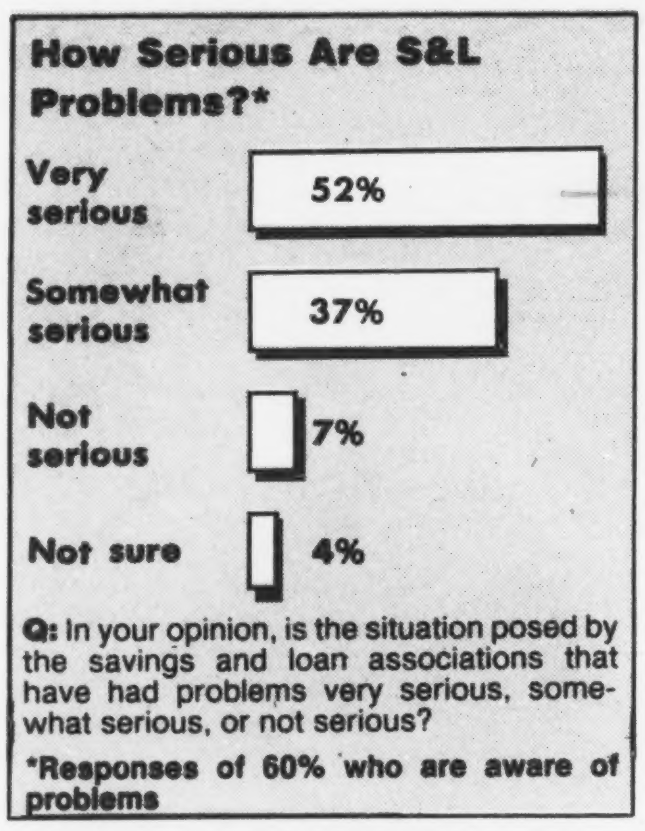
People calling savings and loans their main institution tend more than any other customer segment to have confidence in both commercial banks and S&Ls, with 75% saying they trust both equally. Only 58% of those calling commercial banks their main institution trust S&Ls as much as commercial banks.

Since mid-1985, there has been a slight decline in the number of people earning $50,000 a year and up who have more confidence in commercial banks. In 1985, 38% of them chose commercial banks and 56% had equal confidence in banks and S&Ls. In this year's survey, 28% choose commercial banks and 66% report equal confidence in banks and thrifts.

On the issue of who should bail out the FSLIC, people who call commercial banks their main institutions are slightly less eager than those calling S&Ls their main institutions to have the FDIC handle the problem. They may not want to see what they consider their insurance fund diluted by S&L problems. On the other hand, people whose principal institutions are S&Ls may seek the security that comes with the well-recognized words "FDIC insured."

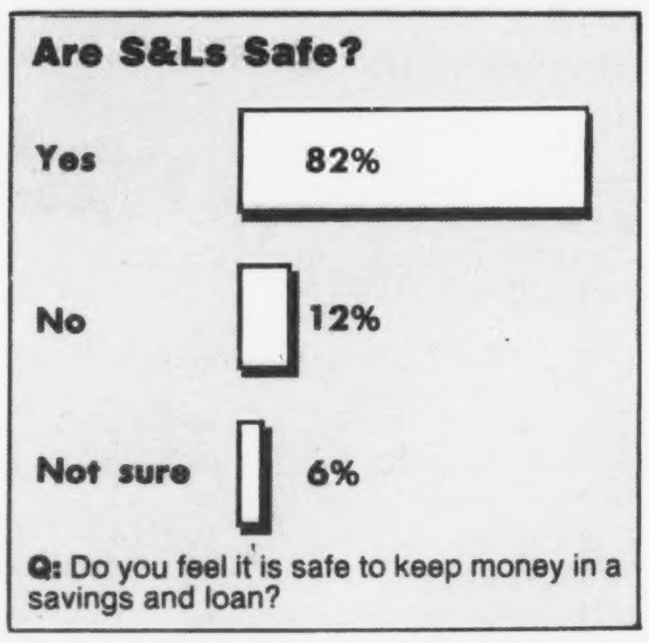
Despite this minor deviation from the norm, the survey finds that most people feel as good about one federal insurance fund as they do the other.

"It's the word federal: When people see a sign on the door that says the deposits are insured federally, they are secure. It reflects the fact that nobody whose deposits are insured in a federally insured bank or federally insured S&L has ever lost a nickel in the 50 years the insurance funds have existed," Mr. McLean said. ■



Q: In your opinion, is the situation posed by the savings and loan associations that have had problems very serious, somewhat serious, or not serious?

*Responses of 60% who are aware of problems



Q: Do you feel it is safe to keep money in a savings and loan?

How the Survey Was Conducted

The survey consisted of 981 telephone interviews of a random cross-section of the American public. Trans Data Corp., a Salisbury, Md., market research firm, and the *American Banker* developed the questions.

All interviews were conducted during March and April with "the person in the household who usually handles the finances."

The expected sampling error is plus or minus three percentage points. Subgroups that consist of smaller sample sizes have greater margins of error.

The *American Banker's* questions were asked as part of a national survey of consumer banking issues by Trans Data. Additional information, including copies of the *American Banker* survey questions, can be obtained from Howard Lax, Trans Data Corp., 530 Riverside Dr., Salisbury, Md. 21801 (301/543-4400). ■

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TOP 2,500 BANKS IN ASSETS
— TABLES BEGIN ON P. 17

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It's not how many branches you have, it's not how much capital you have. Those things don't count for very much anymore. It really comes down to which are the institutions that can attract the people.

Kenneth J. Thygerson, Imperial Corp.'s president and chief executive officer [Page 48]

Unquote

Firm Foresees 30% Fewer Credit Unions by 1990

Decline Could Alter Political Clout of Movement's Strong Lobby in Washington

By JEFFREY KUTLER

NEW YORK — Credit unions, which have far outnumbered commercial banks for many years, may not do so much longer as the pace of consolidation accelerates, a study by the Madison Consulting Group has concluded.

By the end of 1990, there will be 12,000 credit unions, 30% fewer than the 17,300 extant in mid-1986 and about half the peak of 23,700 in 1970, predicted Madison, a consulting firm with offices in El Segundo, Calif., and Fort Lee, N.J.

Its scenario would leave credit unions less numerous than the 14,238 federally insured commercial banks that existed on Dec. 31, 1986.

Banks, according to some predictions, could decline to 10,000 or less by 1990. But even if credit unions remain more populous, the two industry segments would be closer to numerical parity than ever before. This could affect the political balance of power in Washington, where the credit union lobby is disproportionately strong relative to the assets its members control.

Credit union executives are not quite as pessimistic about their industry's attrition. The consensus of 40 managers whom Madison interviewed in March 1987 was that the number of credit unions would decline 5% a year through 1990, rather than 8% as envisaged by Madison.

A 5% attrition rate would leave

Consulting Firm: Page 6 ➵

Credit Unions' Expanding Service Menu

Product/Service	Currently Offer	Plan to Offer	No Plans
Individual retirement accounts	100%	-	-
Second mortgages	91	6%	3%
Automated tellers-shared	69	20	11
First mortgages	65	20	15
Home equity credit lines	59	29	12
Money market accounts	56	3	41
Credit cards	55	34	11
Automated tellers-proprietary	43	17	40
Commercial loans	10	14	76
Home banking	7	11	82

Source: Madison Consulting Group survey of credit union managers, March 1987.

FROM THE REGIONS

Alabama Banks Are Ready to Go Interstate

By PETER MANTIUS

ATLANTA — Though Alabama's regional interstate banking law does not take effect until July 1, in many ways the state's largest banks have been playing the interstate game for months.

Their stocks jumped last spring when the law passed, and they have remained at premium levels ever since.

In addition, four of Alabama's five banks with assets of $1 billion or more have agreed to buy out-of-state institutions, and talks with the Southeast's superregional banks have been frequent.

"We've had more than one conversation with more than one regional bank," said Harry B. Brock Jr., chairman of Central Bancshares of the South Inc., a $3.9 billion-asset holding company based in Birmingham.

"Whatever courting there was to do is pretty well in the past," Mr. Brock added. "The price of everybody's stock reflects the ability to expand into other states."

First Alabama Bancshares Inc. of Montgomery, the state's third largest and second most profitable bank, has even gone on scouting missions to superregional banks to check out their management, organization, technology, products, and growth plans.

"We know a great deal more than we did about a handful of regional banks," W.R. Hurley, chairman of First Alabama, told shareholders on April 15. "We are much better prepared to analyze any offer we might receive involving an exchange of our stock for that of a superregional bank . . .

"We will be looking at their profits, policies, and practices as we continue to form our opinions of their operations."

Mr. Hurley said First Alabama is also considering three other strategies — buying Alabama banks, buying banks in contiguous out-of-state markets, or

Region: Page 40 ➵

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IN THE NEWS

Interest Rates Drop in NY

NEW YORK — The average interest rate on credit card purchases and cash advances dropped from 18.4% in mid-November to 17% in mid-April, according to a survey by the New York State Bankers Association. Interest rates on home improvement loans fell to 11.7% from 12.3%; on car loans, they fell to 11.9% from 12.2%; and on unsecured personal loans, they fell to 13.55% from 14%. Time and savings deposits also dropped in January, to $119.1 billion from $119.6 billion in December 1986, according to the survey, the Consumer Banking Report.

US Bancorp's Ratings Cut

NEW YORK — The senior debt rating of U.S. Bancorp, Portland, Ore., was lowered to A-plus from AA-minus by Standard & Poor's Corp. Its commercial paper rating was lowered to A1 from A1-plus. About $200 million of debt is affected. The rating agency said the ratings were lowered because of the pending acquisition of Old National Bancorp., whose high loan leverage will cause a decrease in the consolidated ratio of equity plus reserves to loans.

Montreal Bank's Ratings Cut

NEW YORK — Standard & Poor's Corp. lowered the ratings of Bank of Montreal's subordinated debentures — issues of the bank's mortgage units guaranteed by Bank of Montreal and obligations backed by the bank's letters of credit — to AA-minus from AA by Standard & Poor's Corp. The senior long-term debt ratings of Bank of Montreal's unit, Harris BankCorp, Chicago, were also lowered to AA-minus from AA. About $1 billion of debt is affected.

S & L Posts $2 Million Loss

GRAND JUNCTION, Colo. — Valley Federal Savings and Loan Association of Grand Junction, which last week reported a 1986 loss of $28.6 million, said it had a loss of $1.8 million in the first quarter of 1987. The $126 million-asset thrift had a negative net worth of $39.6 million as of March 31. Valley Federal is operating under a management contract with Bank Western FSB, Denver, as part of the Federal Home Loan Bank Board's management consignment program.

Thrift Forms Investment Unit

DENVER — Capitol Federal Savings & Loan Association of Denver has formed First Capitol Financial Inc., a wholly owned subsidiary that will market a line of consumer investment services. First Capitol Financial Inc. completed negotiations with Great Northern Insured Annuity Corp., a Weyerhaeuser subsidiary, to offer its investment products.

Beneficial to Sell Insurer

WILMINGTON, Del. — Beneficial Corp. signed a definitive agreement for the sale of Northwestern Security Life Insurance Co. to a privately held Chicago-based company for about $40 million. Northwestern Security Life, a credit insurance subsidiary based in Wilkesboro, N.C., is classified as a discontinued operation by Beneficial.

— Compiled by Orest Mandzy

New Hampshire Bank Top Gainer of 2,500 Largest

By L. MICHAEL CACACE

NEW YORK — The total assets of the nation's top 2,500 commercial banks rose 8.7% in 1986, to $2.51 trillion on Dec. 31. A year earlier, the top 2,500 banks posted a 9.5% gain in assets, to $2.31 trillion.

The 2,500 banks had 85.3% of the $2.94 trillion in assets held by all 14,994 banks in the nation at yearend 1986. A year earlier, the top 2,500 banks held 84.6% of all commercial banking assets.

Tables Begin on Page 17

Those are some of the findings of the *American Banker*'s second annual listing of the top 2,500 commercial banks, ranked by assets. The listing was prepared in cooperation with R.L. Polk & Co., Nashville. The banks are ranked in order of their total assets on Dec. 31, 1986. Total assets for Dec. 31, 1985, are also shown, along with 1985 asset rank. (The tables begin on page 17.)

Biggest Gains in Asset Rank
(Dec. 31, 1985 to Dec. 31, 1986)

	1986 Rank	Gain
First NH White Mtn. Bank, N. Conway	1,437	2,399
Bank One Trust Co. NA, Columbus, Ohio	1,500	2,185
Olympic International B & T Co., Boston	1,659	2,102
Silicon Valley Bank, Santa Clara, Calif	1,550	2,064
MBank Westchase NA, Houston	1,368	2,060

The largest gain in rank was posted by the First New Hampshire-White Mountain Bank, North Conroy. It moved up 2,399 places to 1,437th as its assets soared more than 163% to $183 million on Dec. 31, 1986. Its assets were $69.5 million on that date a year earlier.

In 1985, the largest gain in asset rank was posted by another New Hampshire-based bank, Indian Head National Bank, Keene. In 1986, Indian Head's assets rose by almost 20% to $144.2 million, and it moved up 246 places to rank 1,816th.

Other Survey Findings

Texas Commerce Bank-Hillcrest, Dallas, ranked 2,500th at yearend 1986, with $110.2 million in assets. It ranked 2,468th in assets on Dec. 31, 1985, with a total of $104.5 million.

In 1985, American Bank, Norco, La., was the 2,500th largest bank, with assets of $103.7 million. Its assets fell by almost 12% to $91.4 million at yearend 1986 to rank 3,038th.

There were 33 banks with assets over $10 billion in 1986, compared with 27 in 1985 and 24 in 1984. Eighty-four banks had assets of $5 billion or more, versus 74 in 1985 and 67 in 1984. ■

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President
Ritz Camera

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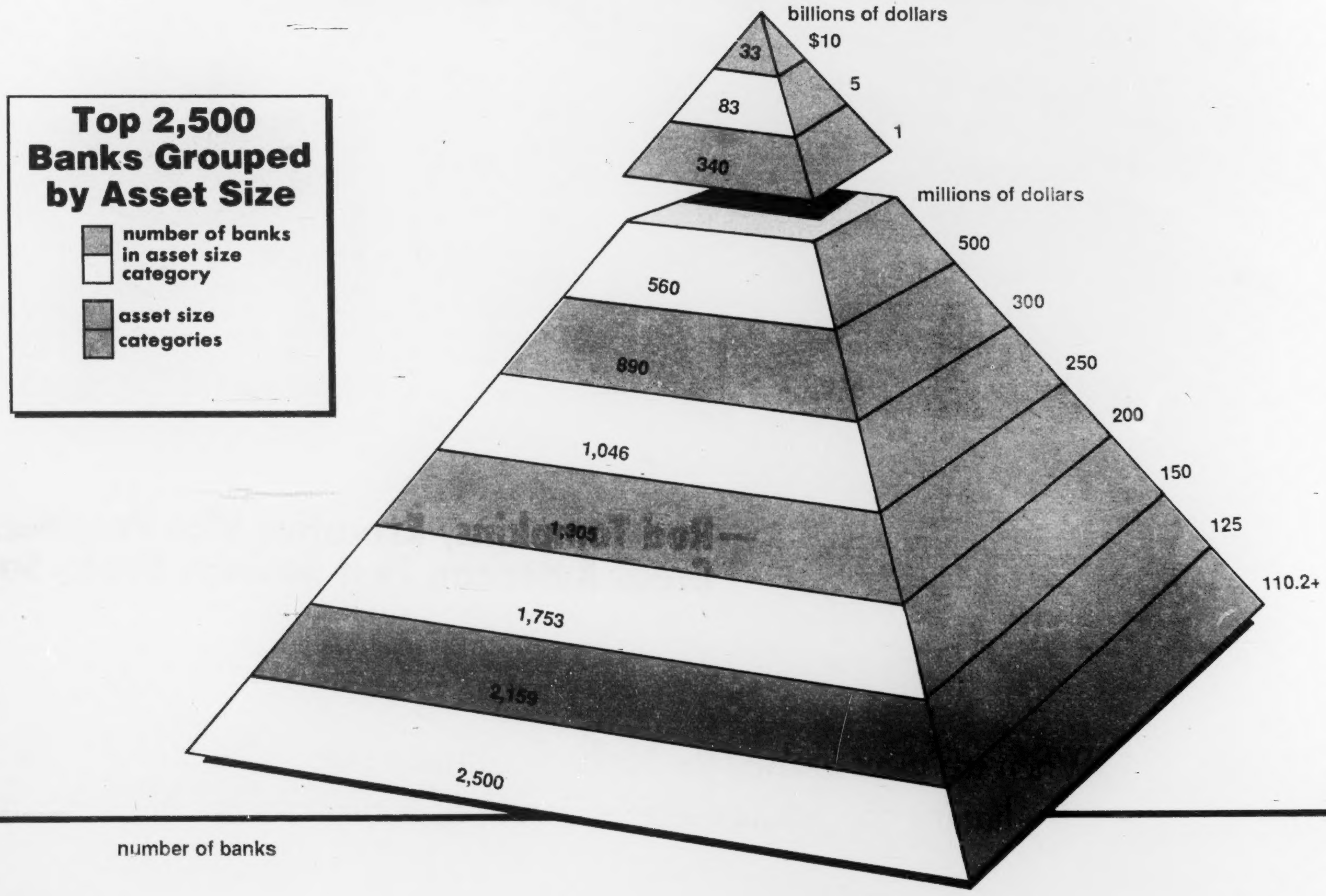
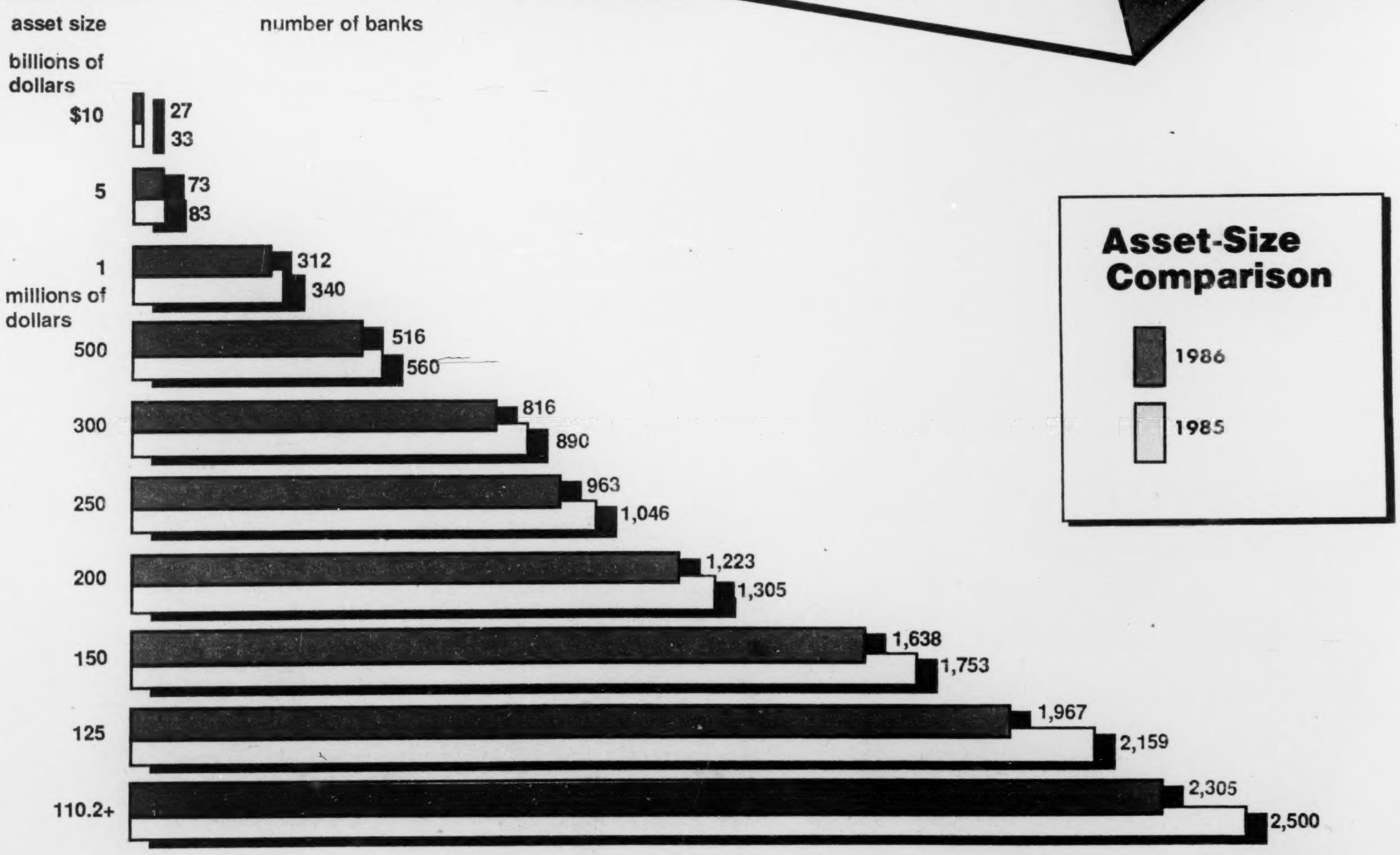
American Banker
STATISTICS REVIEW

The 2500 Largest Banks in the U.S.

By assets, December 31, 1986





Compiled in cooperation with Polk's World Bank Directory

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TOP 2,500 BANKS

Compiled by American Banker

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1	Citibank NA, New York, N.Y.	153,293,000,000	138,625,000,000	1	
2	Bank of America NT&SA, San Francisco, Calif.	91,499,000,000	106,156,000,000	2	
3	Chase Manhattan Bank NA, New York, N.Y.	81,953,504,000	78,747,997,000	3	
4	Morgan Guaranty Trust Co., New York, N.Y.	69,055,033,000	67,395,352,000	4	
5	Manufacturers Hanover Trust Co., New York, N.Y.	62,161,000,000	62,271,005,000	5	
6	Chemical Bank, New York, N.Y.	58,422,000,000	55,489,518,000	6	
7	Bankers Trust Co., New York, N.Y.	55,497,088,000	51,180,000,000	7	
8	Security Pacific National Bank, Los Angeles, Calif.	47,533,669,000	44,850,904,000	8	
9	Wells Fargo Bank NA, San Francisco, Calif.	39,240,804,000	18,998,645,000	16	+ 7
10	First National Bank, Chicago, Ill.	33,685,387,000	33,369,471,000	9	
11	Continental Illinois Nat'l B & T Co., Chicago	31,998,533,000	30,152,159,000	10	
12	First National Bank, Boston, Mass.	25,148,537,000	20,190,910,000	15	+ 3
13	Mellon Bank NA, Pittsburgh, Pa.	23,737,166,000	25,434,329,000	11	
14	First Interstate Bank of California, Los Angeles	22,465,829,000	20,608,479,000	14	
15	Marine Midland Bank NA, Buffalo, N.Y.	22,215,959,000	22,450,370,000	13	
16	Irving Trust Co., New York, N.Y.	21,087,791,000	18,653,207,000	17	+ 1
17	Bank of New York, New York, N.Y.	19,410,947,000	17,659,787,000	18	+ 1
18	Republic National Bank, New York, N.Y.	16,812,822,000	14,744,493,000	20	+ 2
19	First Union National Bank, Charlotte, N.C.	15,780,252,000	12,655,470,000	22	+ 3
20	National Bank of Detroit, Detroit, Mich.	14,833,054,000	12,974,704,000	21	+ 1
21	NCNB National Bank of North Carolina, Charlotte	14,490,444,000	12,026,822,000	23	+ 2
22	RepublicBank Dallas NA, Dallas, Tex.	14,292,835,000	15,795,848,000	19	
23	Pittsburgh National Bank, Pittsburgh, Pa.	13,525,393,000	11,025,883,000	25	+ 2
24	Southeast Bank NA, Miami, Fla.	11,937,829,000	10,680,713,000	27	+ 3
25	Texas Commerce Bank NA, Houston, Tex.	11,508,704,000	11,625,165,000	24	
26	National Westminster Bank USA, New York, N.Y.	11,104,518,000	9,821,022,000	29	+ 3
27	Wachovia B & T Co. NA, Winston-Salem, N.C.	10,670,977,613	9,658,398,000	30	+ 3
28	First National Bank, Minneapolis, Minn.	10,585,285,000	9,259,431,000	34	+ 6
29	Citizens & Southern National Bank, Atlanta, Ga.	10,550,562,000	9,325,244,000	33	+ 4
30	Sovran Bank NA, Richmond, Va.	10,417,960,000	9,442,213,000	32	+ 2
31	Valley National Bank, Phoenix, Ariz.	10,360,999,000	9,643,338,000	31	
32	Seattle-First National Bank, Seattle, Wash.	10,119,883,000	9,925,229,000	28	
33	Citibank (South Dakota) NA, Sioux Falls, S.D.	10,025,662,000	8,355,589,000	37	+ 4
34	Union Bank, Los Angeles, Calif.	9,519,447,000	9,038,361,000	35	+ 1
35	Bank of New England NA, Boston, Mass.	9,492,502,000	6,185,225,000	56	+21
36	First Fidelity Bank NA, Newark, N.J.	9,451,491,000	8,225,954,000	38	+ 2
37	Connecticut National Bank, Hartford, Conn.	9,327,283,000	7,052,142,000	48	+11
38	Connecticut Bank & Trust Co. NA, Hartford, Conn.	9,323,019,000	7,665,055,000	41	+ 3
39	NCNB National Bank of Florida, Tampa, Fla.	9,301,835,000	5,464,732,000	67	+28
40	Fidelity Bank NA, Malvern, Pa.	9,040,586,000	6,701,886,000	52	+12
41	Philadelphia National Bank, Philadelphia, Pa.	8,709,420,000	8,169,393,000	39	
42	AmeriTrust Co. NA, Cleveland, Ohio	8,548,105,000	7,571,547,000	43	+ 1
43	Harris Trust & Savings Bank, Chicago, Ill.	8,458,533,000	7,628,656,000	42	
44	United States National Bank, Portland, Ore.	8,446,612,000	7,386,176,000	45	+ 1
45	Rainier National Bank, Seattle, Wash.	8,273,203,000	7,761,215,000	40	
46	United Virginia Bank, Richmond, Va.	8,247,690,000	6,904,611,000	49	+ 3
47	InterFirst Bank Dallas NA, Dallas, Tex.	8,154,456,000	10,881,628,000	26	
48	Maryland National Bank, Baltimore, Md.	8,050,187,000	6,759,594,000	50	+ 2
49	Boston Safe Deposit & Trust Co., Boston, Mass.	7,825,930,000	3,468,799,000	104	+55
50	Northern Trust Co., Chicago, Ill.	7,786,493,000	6,726,444,000	51	+ 1
51	Comerica Bank-Detroit, Detroit, Mich.	7,482,235,000	7,323,882,000	46	
52	MBank Dallas NA, Dallas, Tex.	7,461,916,000	7,311,258,000	47	
53	First National Bank, Atlanta, Ga.	7,386,918,000	7,423,569,000	44	
54	Norwest Bank Minneapolis NA, Minneapolis, Minn.	7,243,729,000	6,347,777,000	55	+ 1
55	State Street Bank & Trust Co., Boston, Mass.	7,217,670,000	6,575,396,000	54	
56	Manufacturers National Bank, Detroit, Mich.	7,062,836,000	6,127,396,000	58	+ 2
57	First Union Nat'l Bank of Florida, Jacksonville	6,887,631,000	4,458,882,000	80	+23
58	Huntington National Bank, Columbus, Ohio	6,862,177,000	6,163,560,000	57	
59	Florida National Bank, Jacksonville, Fla.	6,783,366,000	5,932,886,000	61	+ 2
60	Fleet National Bank, Providence, R.I.	6,780,764,000	5,710,807,000	63	+ 3
61	European American Bank, New York, N.Y.	6,686,164,000	6,619,949,000	53	
62	First Interstate Bank of Arizona NA, Phoenix, Ariz.	6,513,458,000	6,116,937,000	59	
63	National City Bank, Cleveland, Ohio	6,482,575,000	5,524,549,000	65	+ 2
64	Meridian Bank, Reading, Pa.	6,439,223,000	3,759,415,000	97	+33
65	First National Bank, St. Paul, Minn.	6,156,059,000	5,469,501,000	66	+ 1
66	California First Bank, San Francisco, Calif.	5,995,907,000	5,389,384,000	69	+ 3
67	Signet Bank/Virginia, Richmond, Va.	5,971,527,000	5,100,027,000	73	+ 6
68	Riggs National Bank, Washington, D.C.	5,923,886,000	5,428,375,000	68	
69	AmSouth Bank NA, Birmingham, Ala.	5,914,080,000	5,231,178,000	72	+ 3
70	First Pennsylvania Bank NA, Philadelphia, Pa.	5,905,406,000	5,692,475,000	64	
71	Shawmut Bank NA, Boston, Mass.	5,892,052,000	4,285,905,000	83	+12
72	Provident National Bank, Philadelphia, Pa.	5,888,722,000	4,989,885,000	75	+ 3
73	First City National Bank, Houston, Tex.	5,885,771,000	8,367,906,000	36	
74	Bank of Tokyo Trust Co., New York, N.Y.	5,874,302,000	5,379,498,000	70	
75	First Interstate Bank of Oregon NA, Portland, Ore.	5,827,242,000	5,792,887,000	62	
76	Trust Company Bank, Atlanta, Ga.	5,752,649,000	5,981,699,000	60	
77	First Tennessee Bank NA, Memphis, Tenn.	5,540,575,000	5,235,140,000	71	
78	Citibank (New York State) NA, Rochester, N.Y.	5,361,684,000	4,463,570,000	79	+ 1
79	Mellon Bank (East) NA, Philadelphia, Pa.	5,198,385,000	4,593,496,000	77	
80	IBJ Schroder Bank & Trust Co., New York, N.Y.	5,181,528,000	2,034,642,000	179	+99
81	MBank Houston NA, Houston, Tex.	5,159,754,000	5,059,683,000	74	
82	Sanwa Bank California, San Francisco, Calif.	5,068,268,000	1,539,119,000	212	+ 130
83	Chase Manhattan Bank (USA) NA, Wilmington, Del.	5,044,733,000	4,519,557,000	78	
84	Society National Bank, Cleveland, Ohio	5,007,788,000	2,593,716,000	136	+52
85	Allied Bank of Texas, Houston, Tex.	4,937,962,000	4,888,383,000	76	
86	First Florida Bank NA, Tampa, Fla.	4,904,249,000	4,060,376,000	89	+ 3
87	First National Bank of Maryland, Baltimore, Md.	4,886,990,000	4,195,836,000	84	
88	Bank of Hawaii, Honolulu, Hawaii	4,880,786,000	4,294,878,000	82	
89	Midlantic National Bank, Newark, N.J.	4,868,129,000	3,461,305,000	105	+16
90	Chase Lincoln First Bank NA, Rochester, N.Y.	4,787,843,000	4,060,776,000	88	
91	BancOhio National Bank, Columbus, Ohio	4,692,474,000	4,303,901,000	81	
92	American Security Bank NA, Washington, D.C.	4,642,506,000	4,107,136,000	87	
93	Barnett Bank of South Florida NA, Miami, Fla.	4,635,937,000	3,932,569,000	92	
94	South Carolina National Bank, Columbia, S.C.	4,618,157,000	4,147,282,000	85	
95	Banco Popular de Puerto Rico, San Juan, P.R.	4,525,241,428	4,136,418,387	86	
96	Arizona Bank, Phoenix, Ariz.	4,485,060,000	3,938,354,000	91	
97	Mercantile Bank NA, St. Louis, Mo.	4,364,928,000	272,500,000	880	+ 783
98	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	4,251,376,000	3,578,070,000	101	+ 3
99	First National Bank, Louisville, Ky.	4,227,373,000	3,564,923,000	102	+ 3
100	Central Fidelity Bank, Richmond, Va.	4,191,754,000	3,581,984,000	100	
101	Bank One Indianapolis NA, Indianapolis, Ind.	4,138,635,000	3,929,142,000	93	
102	First Wisconsin National Bank, Milwaukee, Wis.	4,126,665,000	3,895,975,000	94	
103	Indiana National Bank, Indianapolis, Ind.	4,077,541,000	3,807,925,000	95	
104	Boatmen's National Bank, St. Louis, Mo.	4,067,299,000	3,088,368,000	113	+ 9
105	First Alabama Bank, Montgomery, Ala.	4,059,617,000	2,405,063,000	144	+39
106	Bank of California NA, San Francisco, Calif.	4,030,225,000	3,655,907,000	99	
107	Centerre Bank NA, St. Louis, Mo.	3,946,743,000	N.A.	....	
108	American National Bank & Trust Co., Chicago, Ill.	3,857,017,000	3,792,019,000	96	
109	Industrial Bank of Japan Trust Co., New York, N.Y.	3,842,175,000	2,954,608,000	118	+ 9
110	Israel Discount Bank, New York, N.Y.	3,781,670,000	3,733,190,000	98	
111	Central Bank of the South, Birmingham, Ala.	3,716,339,000	3,235,258,000	108	
112	Equitable Bank NA, Baltimore, Md.	3,640,494,000	3,502,928,000	103	
113	United Jersey Bank, Hackensack, N.J.	3,513,313,000	2,956,323,000	117	+ 4
114	Dominion Bank NA, Roanoke, Va.	3,503,225,000	2,699,386,000	134	+20
115	Fuji Bank & Trust Co., New York, N.Y.	3,492,714,000	2,757,666,000	130	+15
116	Sun Bank NA, Orlando, Fla.	3,448,527,000	3,141,768,000	111	
117	Norstar Bank of Upstate NY, Albany, N.Y.	3,398,694,000	2,724,044,000	132	+15
118	First Hawaiian Bank, Honolulu, Hawaii	3,383,618,000	3,042,660,000	114	
119	Citizens & Southern National Bank, Charleston, S.C.	3,372,294,000	2,842,615,623	125	+ 6
120	First Interstate Bank of Washington NA, Seattle	3,299,542,000	3,214,604,000	109	
121	Branch Banking & Trust Co., Wilson, N.C.	3,275,351,000	2,763,244,000	128	+ 7
122	Sumitomo Bank of California, San Francisco, Calif.	3,271,248,000	2,906,712,000	120	
123	Sovran Bank/Maryland, Bethesda, Md.	3,255,019,000	3,270,277,000	107	
124	Continental Bank, Norristown, Pa.	3,182,287,000	2,831,837,000	126	+ 2
125	City National Bank, Beverly Hills, Calif.	3,145,914,000	2,475,755,000	142	+17
126	BayBank Middlesex, Burlington, Mass.	3,077,788,000	2,548,401,000	138	+12
127	First Interstate Bank of Nevada NA, Reno, Nev.	3,075,692,000	2,875,000,000	122	
128	Bank One Columbus NA, Columbus, Ohio	3,070,995,476	3,392,305,509	106	
129	Rhode Island Hospital Trust NB, Providence	3,060,070,000	2,505,111,000	140	+11
130	First-Citizens Bank & Trust Co., Raleigh, N.C.	3,019,941,000	2,754,422,000	131	+ 1
131	NCNB South Carolina, Columbia, S.C.	3,007,543,000	2,353,739,000	153	+22
132	Deposit Guaranty National Bank, Jackson, Miss.	2,962,997,000	2,855,657,000	124	
133	First Security Bank of Utah NA, Ogden, Utah	2,953,501,000	2,760,536,000	129	
134	Signet Bank/Maryland, Baltimore, Md.	2,940,450,000	2,425,880,000	143	+ 9
135	Bank Leumi Trust Co., New York, N.Y.	2,886,457,000	2,822,490,000	127	
136	Hamilton Bank, Lancaster, Pa.	2,882,923,000	2,630,747,000	135	
137	First American National Bank, Nashville, Tenn.	2,873,571,000	2,324,209,000	155	+18
138	United Bank of Denver NA, Denver, Colo.	2,857,811,000	2,918,706,000	119	
139	First American Bank of Virginia, McLean, Va.	2,849,847,000	2,377,497,000	149	+10
140	United States Trust Co., New York, N.Y.	2,837,562,000	3,157,177,000	110	
141	Morgan Bank (Delaware), Wilmington, Del.	2,833,478,000	3,020,188,000	115	
142	Zions First National Bank, Salt Lake City, Utah	2,819,132,000	2,711,638,000	133	
143	Midlantic National Bank/North, West Paterson, N.J.	2,818,881,000	2,363,530,000	152	+ 9
144	Hibernia National Bank, New Orleans, La.	2,813,793,000	2,287,315,000	161	+17
145	M & I Marshall & Ilsley Bank, Milwaukee, Wis.	2,752,298,000	2,226,763,000	165	+20
146	Old Kent Bank & Trust Co., Grand Rapids, Mich.	2,752,272,000	2,495,678,000	141	
147	National Community Bank, Rutherford, N.J.	2,749,602,129	2,034,970,436	178	+31
148	Wilmington Trust Co., Wilmington, Del.	2,743,284,000	2,303,396,000	158	+10
149	Bank South NA, Atlanta, Ga.	2,728,633,000	2,396,414,000	145	
150	Fifth Third Bank, Cincinnati, Ohio	2,728,317,000	2,210,347,000	167	+17
151	Idaho First National Bank, Boise, Idaho	2,727,789,000	2,869,341,000	123	
152	SouthTrust Bank of Alabama NA, Birmingham, Ala.	2,715,735,000	2,377,513,000	148	
153	Union Trust Co., Stamford, Conn.	2,714,530,000	2,275,083,000	162	+ 9
154	Toledo Trust Co., Toledo, Ohio	2,711,645,000	2,183,716,000	169	+15
155	Central Trust Co. NA, Cincinnati, Ohio	2,706,163,000	2,318,742,000	156	+ 1
156	Manufacturers & Traders Trust Co., Buffalo, N.Y.	2,700,907,000	2,365,682,000	151	
157	Texas American Bank/Fort Worth NA	2,677,570,000	2,896,939,000	121	
158	Merchants Nat'l Bank & Trust Co., Indianapolis	2,665,959,000	2,384,788,000	146	
159	United Bank of Arizona, Phoenix, Ariz.	2,593,008,000	2,102,137,000	175	+16
160	Third National Bank, Nashville, Tenn.	2,585,969,000	2,538,543,000	139	
161	First National Bank, Cincinnati, Ohio	2,582,363,000	2,197,555,000	168	+ 7
162	Whitney National Bank, New Orleans, La.	2,565,603,000	2,180,574,000	171	+ 9
163	Barclays Bank of New York NA, New York, N.Y.	2,506,354,000	2,011,894,000	181	+18
164	Trustmark National Bank, Jackson, Miss.	2,503,599,000	2,292,854,000	160	
165	Equibank, Pittsburgh, Pa.	2,484,602,000	2,254,019,000	163	
166	Peoples National Bank, Seattle, Wash.	2,428,462,000	2,369,713,000	150	
167	Citytrust, Bridgeport, Conn.	2,396,096,000	1,910,420,000	189	+22
168	Commerce Union Bank, Nashville, Tenn.	2,376,111,000	1,956,500,000	184	+16
169	Banco de Ponce, Ponce, P.R.	2,370,770,016	2,107,928,000	174	+ 5
170	Imperial Bank, Los Angeles, Calif.	2,368,249,000	1,668,826,876	203	+33
171	First National Bank of Commerce, New Orleans, La.	2,350,724,000	2,306,580,000	157	
172	RepublicBank Houston NA, Houston, Tex.	2,343,975,000	2,556,898,000	137	
173	Bank of Baltimore, Baltimore, Md.	2,332,289,000	2,036,730,000	177	+ 4
174	Michigan National Bank, Detroit, Mich.	2,308,939,000	2,051,443,000	176	+ 2
175	First Jersey National Bank, Jersey City, N.J.	2,307,276,000	1,806,452,000	193	+18
176	Liberty National Bank & Trust Co., Oklahoma City	2,291,938,000	2,383,342,000	147	
177	Manufacturers Hanover Bk (Del.), Wilmington	2,282,498,000	2,149,575,000	172	
178	Boatmen's First National Bank, Kansas City, Mo.	2,281,932,000	2,011,440,000	182	+ 4
179	New Jersey National Bank, Pennington, N.J.	2,249,612,000	2,027,867,000	180	+ 1
180	First Interstate Bank of Denver NA, Denver, Colo.	2,238,568,000	2,352,631,789	154	
181	Key Bank NA, Albany, N.Y.	2,190,322,000	1,865,408,000	190	+ 9
182	Union Planters National Bank, Memphis, Tenn.	2,184,766,000	2,299,166,000	159	
183	Bank of Boston Connecticut, Waterbury, Conn.	2,129,463,000	1,728,437,000	199	+16
184	Bank of Oklahoma NA, Tulsa, Okla.	2,117,717,000	1,783,523,000	194	+10
185	Midlantic National Bank/South, Cherry Hill, N.J.	2,111,720,000	2,180,733,000	170	
186	Barnett Bank of Southwest Fla. NA, Sarasota, Fla.	2,110,046,000	347,460,261	703	+ 517
187	Union National Bank, Pittsburgh, Pa.	2,065,574,000	1,911,474,000	188	+ 1
188	Liberty National Bank & Trust Co., Louisville, Ky.	2,025,250,000	1,821,707,000	192	+ 4
189	Northeastern Bank of Pa., Wilkes-Barre	2,000,693,000	1,711,768,000	201	+12
190	Citizens First National Bank, Ridgewood, N.J.	1,991,121,000	1,575,238,000	210	+20
191	Savings Banks Trust Co., New York, N.Y.	1,939,907,000	1,771,125,000	197	+ 6
192	Norstar Bank, Rochester, N.Y.	1,928,811,000	1,681,801,000	202	+10
193	Exchange National Bank, Chicago, Ill.	1,907,187,000	1,431,751,000	232	+39
194	First National Bank, Toms River, N.J.	1,896,253,000	1,317,829,000	248	+54
195	Frost National Bank, San Antonio, Tex.	1,883,670,000	1,912,209,000	187	
196	Sun Bank/Miami NA, Miami, Fla.	1,876,646,000	1,575,957,000	209	+13
197	Sun Bank/South Florida NA, Fort Lauderdale, Fla.	1,857,388,000	1,087,587,000	293	+96
198	Mitsui Manufacturers Bank, Los Angeles, Calif.	1,847,959,000	1,929,205,000	185	
199	Society Bank NA, Dayton, Ohio	1,845,882,000	1,174,235,000	273	+74
200	Long Island Trust Co. NA, Garden City, N.Y.	1,840,894,000	1,606,707,000	206	+ 6

American Banker
TOP 2,500 BANKS
Compiled by American Banker

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
201	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	1,839,248,000	1,839,884,000	191	
202	National State Bank, Elizabeth, N.J.	1,831,411,000	1,537,251,000	213	+11
203	First National Bank, Akron, Ohio	1,812,171,000	1,772,494,000	196	
204	First Fidelity Bank NA, Burlington Twp., N.J.	1,784,631,000	1,725,360,000	200	
205	Michigan National Bank, Lansing, Mich.	1,773,322,000	1,776,065,000	195	
206	First Virginia Bank, Falls Church, Va.	1,770,531,000	1,447,705,000	228	+22
207	Puget Sound National Bank, Tacoma, Wash.	1,758,631,000	1,439,910,000	229	+22
208	First Security Bank of Idaho NA, Boise, Idaho	1,755,066,000	1,770,174,000	198	
209	Barnett Bank of Central Florida NA, Winter Park, Fla.	1,754,002,000	1,466,956,000	222	+13
210	United Carolina Bank, Whiteville, N.C.	1,744,077,000	1,460,546,000	226	+16
211	National Bank of Washington, Washington, D.C.	1,741,341,000	1,436,952,000	230	+19
212	Bank One Dayton NA, Dayton, Ohio	1,734,851,000	1,620,315,000	205	
213	Barnett Bk of Palm Beach Cty, W. Palm Beach, Fla.	1,721,636,000	1,580,408,000	207	
214	InterFirst Bank Austin NA, Austin, Tex.	1,717,706,000	1,913,202,000	186	
215	Commerce Bank of St. Louis Cty NA, Clayton, Mo.	1,714,146,000	1,271,485,000	256	+41
216	First Eastern Bank NA, Wilkes-Barre, Pa.	1,704,060,000	1,322,131,000	247	+31
217	Sunwest Bank of Albuquerque NA, N.M.	1,698,785,000	1,516,951,540	217	
218	Marine Bank NA, Milwaukee, Wis.	1,695,554,000	1,536,565,000	214	
219	National Bank of Georgia, Atlanta, Ga.	1,683,047,000	1,504,425,000	218	
220	Old National Bank, Spokane, Wash.	1,671,423,000	1,534,520,000	215	
221	Horizon Bank NA, Morristown, N.J.	1,659,179,000	1,477,635,000	220	
222	Southern National Bank, Lumberton, N.C.	1,653,860,000	1,464,086,000	225	+ 3
223	First American Bank NA, Washington, D.C.	1,652,269,000	1,337,301,000	244	+21
224	United Missouri Bank of Kansas City NA	1,636,127,000	1,578,756,000	208	
225	Commerce Bank of Kansas City NA, Mo.	1,629,106,000	1,454,458,000	227	+ 2
226	Bank of Delaware, Wilmington, Del.	1,625,895,000	1,373,228,000	240	+14
227	Norwest Bank South Dakota NA, Sioux Falls, S.D.	1,624,326,000	1,495,105,000	219	
228	LaSalle National Bank, Chicago, Ill.	1,568,831,000	1,541,957,000	211	
229	First Fidelity Bank NA/North Jersey, Totowa, N.J.	1,563,241,000	1,386,679,000	239	+10
230	Marquette Bank Minneapolis NA, Minneapolis, Minn.	1,554,853,000	1,466,368,000	223	
231	Citizens Bank & Trust Co., Riverdale, Md.	1,551,792,360	1,243,661,000	258	+27
232	Maryland Bank NA, Newark, Del.	1,530,312,000	1,123,896,000	283	+51
233	First American Bank & Trust, North Palm Beach, Fla.	1,516,358,000	1,119,107,000	284	+51
234	Bank of New York (Delaware), Wilmington, Del.	1,509,238,000	1,227,971,609	262	+28
235	Commonwealth National Bank, Harrisburg, Pa.	1,506,664,000	1,411,173,000	234	
236	NBC Bank-San Antonio NA, San Antonio, Tex.	1,501,742,421	1,241,068,888	259	+23
237	Valley National Bank, Passaic, N.J.	1,499,963,000	1,151,190,000	278	+41
238	Louisiana National Bank, Baton Rouge, La.	1,498,554,000	1,344,937,000	243	+ 5
239	Valley Bank of Nevada, Las Vegas, Nev.	1,496,795,000	1,236,702,000	260	+21
240	Hibernia Bank, San Francisco, Calif.	1,487,838,000	1,330,850,000	246	+ 6
241	Daiwa Bank Trust Co., New York, N.Y.	1,485,937,000	1,096,333,000	288	+47
242	Bank IV Wichita NA, Wichita, Kan.	1,485,527,000	1,476,668,000	221	
243	Norstar Bank of Long Island, Hempstead, N.Y.	1,482,972,000	1,175,922,000	272	+29
244	Norwest Bank Nebraska NA, Omaha, Neb.	1,481,549,000	1,464,644,000	224	
245	Merchants Bank NA, Allentown, Pa.	1,481,393,455	1,333,523,000	245	
246	Norwest Bank Des Moines NA, Des Moines, Iowa	1,472,790,000	1,400,398,000	238	
247	Barnett Bank of Jacksonville NA, Jacksonville, Fla.	1,472,785,000	1,311,455,000	250	+ 3
248	Bank of New England-West NA, Springfield, Mass.	1,461,106,000	1,293,552,000	254	+ 6
249	Bankers Trust (Delaware), Wilmington, Del.	1,450,888,942	N.A.	....	
250	Amalgamated Bank, New York, N.Y.	1,446,250,000	1,371,786,636	241	
251	Colorado National Bank, Denver, Colo.	1,432,677,000	1,518,352,000	216	
252	Chemical Bank (Delaware), Wilmington, Del.	1,431,675,000	2,230,874,000	164	
253	Davenport Bank & Trust Co., Davenport, Iowa	1,417,122,187	1,117,163,290	286	+33
254	Provident Bank, Cincinnati, Ohio	1,416,309,000	1,084,293,000	294	+40
255	InterFirst Bank Fort Worth NA, Fort Worth, Tex.	1,412,506,000	1,627,629,816	204	
256	Norstar Bank NA, Buffalo, N.Y.	1,405,453,000	1,078,584,037	295	+39
257	Bank One Cleveland NA, Cleveland, Ohio	1,385,519,654	1,306,065,349	251	
258	BayBank Norfolk County Trust Co., Dedham, Mass.	1,385,223,000	1,152,078,000	277	+19
259	Banco Central Corp., Hato Rey, P.R.	1,383,851,000	1,410,565,598	235	
260	First Interstate Bank of Oklahoma City NA	1,379,723,000	....	....	
261	Mercantile-Safe Deposit & Trust Co., Baltimore, Md.	1,371,730,000	1,095,017,000	290	+29
262	Texas Commerce Bank-Austin NA, Austin, Tex.	1,369,511,000	1,404,973,990	236	
263	Merchants Bank, Kansas City, Mo.	1,366,749,000	178,861,000	1368	+1105
264	Bank One of Eastern Ohio NA, Youngstown, Ohio	1,365,731,000	1,284,060,000	255	
265	Mitsubishi Bank of California, Los Angeles, Calif.	1,362,115,000	1,236,649,000	261	
266	National Bank of Commerce, Memphis, Tenn.	1,357,251,000	1,220,082,000	265	
267	Bank of the West, San Francisco, Calif.	1,352,047,000	1,259,402,000	257	
268	Shawmut Worcester Cty Bank NA, Worcester, Mass.	1,351,983,000	1,138,220,000	281	+13
269	Greenwood Trust Co., New Castle, Del.	1,346,957,000	N.A.	....	
270	First Bank of South Dakota NA, Sioux Falls, S.D.	1,342,765,000	1,362,383,000	242	
271	Key Bank of Central New York, Syracuse, N.Y.	1,339,447,000	1,227,943,000	263	
272	San Diego Trust & Savings Bank, San Diego, Calif.	1,332,103,000	1,093,684,000	291	+19
273	Princeton Bank, Princeton, N.J.	1,330,942,000	1,150,956,000	279	+ 6
274	Banco de Santander-Puerto Rico, Hato Rey, P.R.	1,325,834,000	1,118,294,858	285	+11
275	First Security Nat'l Bank & Trust Co., Lexington, Ky.	1,324,660,000	1,154,298,000	276	+ 1
276	Central Carolina Bank & Trust Co. NA, Durham, N.C.	1,306,646,000	1,156,570,000	274	
277	Sun Bank of Tampa Bay, Tampa, Fla.	1,297,352,000	544,884,000	480	+ 203
278	Central Bank of Denver, Denver, Colo.	1,295,644,000	1,312,820,000	249	
279	Marine Midland Bank (Delaware) NA, Wilmington	1,280,706,645	492,349,000	525	+ 246
280	Amoskeag Bank, Manchester, N.H.	1,278,376,910	820,345,921	....	
281	Barclays Bank of California, San Francisco, Calif.	1,274,865,000	1,156,550,000	275	
282	Society Bank of Eastern Ohio NA, Canton, Ohio	1,267,086,000	1,213,589,000	266	
283	Casco Northern Bank NA, Portland, Me.	1,265,717,000	1,052,041,000	302	+19
284	UBAF Arab American Bank, New York, N.Y.	1,265,193,000	1,223,587,000	264	
285	First American Bank of New York, New York, N.Y.	1,263,529,000	937,304,000	331	+46
286	Trust Company of New Jersey, Jersey City, N.J.	1,261,111,000	1,184,653,000	270	
287	First National Bank & Trust Co., Tulsa, Okla.	1,260,665,000	1,430,691,000	233	
288	First National Bank, Albuquerque, N.M.	1,255,775,000	1,068,044,000	299	+11
289	Jefferson National Bank, Charlottesville, Va.	1,249,911,000	1,095,826,000	289	
290	Midlantic National Bank/Merchants, Neptune, N.J.	1,247,872,000	737,549,000	390	+ 100
291	First National Bank, Shreveport, La.	1,244,051,000	1,139,998,000	280	
292	Summit Bank, Fort Wayne, Ind.	1,239,615,000	1,057,362,000	301	+ 9
293	Arlington Trust Co., Lawrence, Mass.	1,237,745,000	1,091,925,000	292	
294	Security Bank & Trust Co., Southgate, Mich.	1,235,918,000	1,075,167,000	296	+ 2
295	Central Bank, San Francisco, Calif.	1,218,227,000	1,301,723,000	252	
296	United Penn Bank, Wilkes-Barre, Pa.	1,200,857,000	1,004,431,000	312	+16
297	Citizens Commercial & Savings Bank, Flint, Mich.	1,195,097,000	1,182,185,000	271	
298	BayBank Harvard Trust Co., Cambridge, Mass.	1,192,945,000	987,978,000	313	+15
299	Commercial National Bank, Shreveport, La.	1,192,418,000	1,197,553,000	269	
300	Barnett Bank of Tampa NA, Tampa, Fla.	1,192,245,000	904,390,000	339	+39

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
301	Sunburst Bank, Grenada, Miss.	1,184,715,000	965,709,000	320	+19
302	American National B&T Co., Chattanooga, Tenn.	1,181,518,000	1,032,457,000	305	+ 3
303	Westamerica Bank NA, San Rafael, Calif.	1,170,780,000	1,028,058,000	306	+ 3
304	Marine Bank, Warren, Pa.	1,164,482,000	1,048,099,000	303	
305	National Bank of Alaska, Anchorage, Alas.	1,160,573,000	1,124,746,000	282	
306	FirsTier Bank NA, Omaha, Neb.	1,150,709,000	1,213,205,000	267	
307	Central Jersey Bank & Trust Co., Freehold, N.J.	1,146,033,000	979,588,000	315	+ 8
308	First American National Bank, Knoxville, Tenn.	1,140,192,086	949,994,000	327	+19
309	First Bank NA, Milwaukee, Wis.	1,139,722,000	967,235,000	319	+10
310	Citibank (Delaware), New Castle, Del.	1,137,665,000	903,602,000	340	+30
311	Summit Trust Co., Summit, N.J.	1,135,618,000	944,315,000	330	+19
312	Delaware Trust Co., Wilmington, Del.	1,130,913,000	962,692,000	321	+ 9
313	Community Bank, Huntington Park, Calif.	1,122,313,000	925,967,000	334	+21
314	FirsTier Bank NA, Lincoln, Neb.	1,121,163,093	1,109,697,000	287	
315	First Union National Bank, Greenville, S.C.	1,116,917,000	1,023,368,000	308	
316	Mark Twain Bank NA, Ladue, Mo.	1,113,208,000	176,647,000	1394	+1078
317	Patriot Bank NA, Boston, Mass.	1,106,100,000	927,510,000	333	+16
318	Lincoln National Bank & Trust Co., Fort Wayne, Ind.	1,102,926,000	1,024,660,000	307	
319	First of America Bank-Detroit NA, Detroit, Mich.	1,094,826,000	1,074,346,000	297	
320	First Seneca Bank, Butler, Pa.	1,090,937,000	1,070,285,000	298	
321	Bank of Mississippi, Tupelo, Miss.	1,089,002,000	642,124,000	432	+ 111
322	United Counties Trust Co., Cranford, N.J.	1,083,449,920	977,867,218	316	
323	Brown Brothers Harriman & Co., New York, N.Y.	1,079,054,628	936,651,216	332	+ 9
324	MBank El Paso NA, El Paso, Tex.	1,063,237,000	946,560,000	329	+ 5
325	Gallatin National Bank, Uniontown, Pa.	1,062,767,000	1,016,784,000	309	
326	First Jersey NB/South, Atlantic City, N.J.	1,053,236,000	901,972,000	342	+16
327	Bucks County Bank & Trust Co., Perkasie, Pa.	1,045,161,000	761,042,000	379	+52
328	Pennbank, Warren, Pa.	1,041,827,000	969,446,000	318	
329	Laredo National Bank, Laredo, Tex.	1,038,411,000	971,333,000	317	
330	Fort Wayne National Bank, Fort Wayne, Ind.	1,036,830,966	952,273,984	326	
331	Citizens & Southern Nat'l Bank, Ft Lauderdale, Fla.	1,030,796,000	855,844,987	346	+15
332	Guaranty Bank & Trust Co., Worcester, Mass.	1,029,145,224	809,539,462	362	+30
333	Genesee Merchants Bank & Trust Co., Flint, Mich.	1,027,259,063	1,059,560,000	300	
334	First Interstate Bank of Utah NA, Salt Lake City, Utah	1,023,478,000	961,195,000	322	
335	United Jersey Bank/Comm'l Trust, Jersey City	1,021,353,000	888,070,000	343	+ 8
336	MBank Alamo NA, San Antonio, Tex.	1,014,308,000	832,646,000	355	+19
337	Farmers & Merchants Bank, Long Beach, Calif.	1,013,504,252	845,309,000	349	+12
338	United Bank & Trust Co., Hartford, Conn.	1,012,301,000	758,378,000	380	+42
339	First Source Bank, South Bend, Ind.	1,007,596,000	958,084,000	324	
340	NS&T Bank NA, Washington, D.C.	1,002,483,000	1,004,976,000	311	
341	Key Bank of Oregon, Portland, Ore.	998,570,000	112,818,714	2238	+1897
342	First City Bank, Dallas, Tex.	989,240,000	1,013,204,000	310	
343	York Bank & Trust Co., York, Pa.	987,227,000	903,240,000	341	
344	Bank One Akron NA, Akron, Ohio	985,101,000	955,655,000	325	
345	Citibank (Maryland) NA, Towson, Md.	984,359,000	949,267,000	328	
346	Chittenden Trust Co., Burlington, Vt.	977,785,000	850,007,000	347	+ 1
347	Oregon Bank, Portland, Ore.	961,817,000	1,046,821,000	304	
348	InterFirst Bank Houston NA, Houston, Tex.	960,525,000	1,434,143,000	231	
349	First City National Bank, Austin, Tex.	959,777,380	905,567,846	338	
350	Ohio Citizens Bank, Toledo, Ohio	953,345,000	773,382,000	373	+23
351	Tokai Bank of California, Los Angeles, Calif.	952,541,000	534,455,000	493	+ 142
352	First National Bank, Elkhart, Ind.	949,600,038	695,505,049	411	+59
353	Maine National Bank, Portland, Me.	949,153,000	740,807,000	388	+35
354	Citizens & Southern NB of Lee Cty., Fort Myers, Fla.	948,832,000	832,960,000	353	
355	Mellon Bank (DE) NA, Wilmington, Del.	948,197,000	923,930,000	335	
356	South Shore Bank, Quincy, Mass.	946,236,002	825,963,000	358	+ 2
357	Bank of North Dakota, Bismarck, N.D.	946,010,000	981,631,000	314	
358	First Georgia Bank, Atlanta, Ga.	942,764,000	849,199,000	348	
359	BayBank Valley Trust Co., Springfield, Mass.	940,189,000	769,315,000	374	+15
360	United States Trust Co., Boston, Mass.	929,971,000	752,275,000	385	+25
361	First American Bank of Maryland, Silver Spring, Md.	928,432,000	690,502,000	414	+53
362	Republic National Bank, Miami, Fla.	922,686,000	886,940,000	344	
363	Dollar Savings & Trust Co., Youngstown, Ohio	909,892,321	873,229,741	345	
364	First Commercial Bank NA, Little Rock, Ark.	907,435,000	958,779,000	323	
365	Texas Commerce Bank-El Paso NA, El Paso, Tex.	906,539,000	832,843,000	354	
366	MBank Fort Worth NA, Fort Worth, Tex.	905,321,000	719,445,000	405	+39
367	Hancock Bank, Gulfport, Miss.	901,202,000	797,512,000	365	
368	First National Bank, Amarillo, Tex.	886,897,000	915,073,000	336	
369	Peoples Bank & Trust Co., Rocky Mount, N.C.	886,740,000	732,957,000	395	+26
370	Union Bank & Trust Co. NA, Grand Rapids, Mich.	886,613,543	784,457,000	372	+ 2
371	Commonwealth B & T Co. NA, Williamsport, Pa.	886,161,000	806,797,000	363	
372	Bank of New Eng.-Old Colony NA, Providence, R.I.	881,408,286	....	....	
373	Atlantic Bank of New York, New York, N.Y.	878,316,000	661,864,000	423	+50
374	First of America-Michigan NA, Kalamazoo, Mich.	875,751,063	829,446,228	357	
375	National City Bank, Akron, Ohio	872,316,000	758,307,871	381	+ 6
376	First Valley Bank, Lansford, Pa.	867,473,496	825,075,709	359	
377	Key Bank of Western N.Y. NA, Jamestown, N.Y.	864,792,000	761,125,719	378	+ 1
378	Colonial National Bank USA, Wilmington, Del.	862,608,000	410,641,000	611	+ 233
379	Mellon Bank (North) NA, Oil City, Pa.	857,365,000	845,293,000	350	
380	Gainier Bank NA, Gary, Ind.	851,405,203	755,514,452	382	+ 2
381	Fulton Bank, Lancaster, Pa.	850,241,000	790,195,000	368	
382	First Union Bank of Augusta, Augusta, Ga.	846,795,000	752,854,000	384	+ 2
383	First Interstate Bank of Idaho NA, Boise, Idaho	844,870,000	831,796,000	356	
384	First Nat' Bank of Central Jersey, Bridgewater Twp.	844,486,191	704,691,608	409	+25
385	Citizens & Southern Nat'l Bank, St. Petersburg, Fla.	838,777,000	737,311,000	391	+ 6
386	Hibernia National Bank, Baton Rouge, La.	837,349,000	813,775,000	360	
387	Landmark Bank, Clayton, Mo.	833,688,000	646,052,000	431	+44
388	Allied Bank of Dallas, Dallas, Tex.	831,432,000	789,993,000	369	
389	United Jersey Bank/Franklin State, Somerset, N.J.	827,565,000	731,464,000	397	+ 8
390	Commercial Security Bank, Ogden, Utah	826,661,000	785,258,000	371	
391	Corestates Bank of Delaware NA, Wilmington, Del.	826,150,000	700,399,000	410	+19
392	RepublicBank First National Midland, Midland, Tex.	823,914,000	839,819,000	352	
393	Planters National Bank, Rocky Mount, N.C.	820,831,000	649,243,000	430	+37
394	Alaska Mutual Bank, Anchorage, Alas.	819,335,000	810,152,000	361	
395	First National Bank, Dayton, Ohio	813,404,000	749,967,282	387	
396	Norstar Bank of Maine, Portland, Me.	813,046,000	723,747,000	403	+ 7
397	First National Bank, Toledo, Ohio	810,739,000	739,908,000	389	
398	MBank Corpus Christi NA, Corpus Christi, Tex.	809,509,000	753,258,000	383	
399	Worthen Bank & Trust Co. NA, Little Rock, Ark.	807,922,000	907,965,773	337	
400	Central Trust Co., Rochester, N.Y.	807,193,000	731,640,000	396	

American Banker

TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
401	Citibank (Arizona), Phoenix, Ariz.	806,345,253	513,658,000	507	+ 106
402	Capital Bank, Miami, Fla.	803,872,000	661,202,242	424	+22
403	Merrill Trust Co., Bangor, Me.	802,250,000	663,402,091	422	+19
404	First National Bank, Omaha, Neb.	797,338,187	785,648,088	370	
405	First-Citizens Bank & Trust Co., Columbia, S.C.	795,003,364	667,370,713	419	+14
406	Valley Bank & Trust Co., Salt Lake City, Utah	794,318,000	725,975,000	401	
407	Old National Bank, Evansville, Ind.	785,578,000	761,232,000	377	
408	Bank for Savings & Loan Associations, Chicago, Ill.	784,657,000	617,395,000	439	+31
409	Mid-State Bank & Trust Co., Altoona, Pa.	775,241,000	656,986,000	425	+16
410	Citizens National Bank, Evansville, Ind.	765,706,000	713,953,000	407	
411	Bank of Canton of California, San Francisco, Calif.	765,260,000	718,005,000	406	
412	First National Bank, Anchorage, Alas.	765,116,000	669,654,000	418	+ 6
413	Seattle Trust & Savings Bank, Seattle, Wash.	764,032,000	692,014,000	413	
414	Norstar Bk of the Hudson Valley NA, Newburgh, NY	758,064,000	632,307,287	434	+20
415	First Peoples Bank of New Jersey, Haddon Twp	757,938,023	731,424,000	398	
416	Amcore Bank NA, Rockford, Ill.	756,633,000	683,399,782	416	
417	First National Bank, Wichita, Kan.	753,770,000	752,229,000	386	
418	Bank of Pennsylvania, Reading, Pa.	750,966,000	724,070,479	402	
419	Boulevard Bank NA, Chicago, Ill.	746,436,000	664,138,000	421	+ 2
420	First National Bank, Meadville, Pa.	745,405,000	654,941,000	428	+ 8
421	Merchants National Bank, Cedar Rapids, Iowa	745,301,000	768,871,000	375	
422	Chase Bank of Arizona, Phoenix, Ariz.	742,238,000	535,108,155	491	+69
423	Calcasieu-Marine National Bank, Lake Charles, La.	737,039,000	727,921,000	400	
424	Indian Head National Bank, Nashua, N.H.	734,233,804	666,874,000	420	
425	Columbus Bank & Trust Co., Columbus, Ga.	724,765,000	611,891,509	442	+17
426	Kanawha Valley Bank NA, Charleston, W. Va.	715,812,000	534,571,000	492	+66
427	Canadian Imperial Bk of Comm. Tr Co., New York	715,620,694	549,978,940	475	+48
428	First Los Angeles Bank, Los Angeles, Calif.	714,526,073	581,442,687	461	+33
429	Guaranty Bank & Trust Co., Lafayette, La.	713,556,000	792,183,000	367	
430	McAllen State Bank, McAllen, Tex.	712,361,000	841,014,000	351	
431	Consolidated Bank NA, Hialeah, Fla.	709,853,000	591,361,000	456	+25
432	Centerre Bank of Kansas City NA, Kansas City, Mo.	705,904,575	442,884,000	575	+ 143
433	Colonial Bank-Northern Region, Huntsville, Ala.	705,455,000	218,317,000	1117	+ 684
434	MBank USA, Wilmington, Del.	704,761,000	....	....	
435	Dominion Bk of Greater Hampton Rds NA, Norfolk, Va.	701,553,164	597,979,000	451	+16
436	United Jersey Bank NA, Princeton, N.J.	699,288,000	555,835,000	470	+34
437	Barnett Bank of Pinellas Cty. NA, Clearwater, Fla.	694,845,000	551,108,992	474	+37
438	Central Trust Co. of N.E. Ohio NA, Canton	689,457,160	656,252,959	426	
439	American Bank & Trust Co., Baton Rouge, La.	689,149,000	733,579,000	394	
440	American National Bank, Bakersfield, Calif.	689,027,000	573,561,000	462	+22
441	Rockland Trust Co., Rockland, Mass.	688,342,000	517,597,614	503	+62
442	Mellon Bank (Central) NA, Mapleton Depot, Pa.	681,652,000	671,033,000	417	
443	MBank Austin NA, Austin, Tex.	681,086,000	721,646,000	404	
444	Mid-America Bank of Louisville & Trust Co., Ky.	680,210,000	705,288,994	408	
445	MBank Preston, Dallas, Tex.	677,092,000	695,498,000	412	
446	Northwest National Bank, Chicago, Ill.	672,903,000	651,664,000	429	
447	Metrobank NA, Westwood Village, Calif.	670,283,000	394,424,732	628	+ 181
448	Schenectady Trust Co., Schenectady, N.Y.	667,495,000	555,208,000	471	+23
449	Amarillo National Bank, Amarillo, Tex.	653,419,000	623,048,000	437	
450	Boatmen's National Bank, Springfield, Mo.	652,047,000	481,884,000	535	+85
451	Pontiac State Bank, Pontiac, Mich.	651,874,776	623,227,950	436	
452	First Fidelity Bank NA Cty., Tenafly, N.J.	651,046,000	583,812,000	460	+ 8
453	Midwest Commerce Banking Co., Elkhart, Ind.	650,223,600	553,366,395	472	+19
454	Merchants Bank (North), Wilkes-Barre, Pa.	649,327,000	599,869,000	450	
455	Caribank, Dania, Fla.	649,201,000	493,808,000	521	+66
456	Nashville City Bank & Trust Co., Nashville, Tenn.	648,702,000	589,396,000	459	+ 3
457	First City Bank-Sioux Falls NA, Sioux Falls, S.D.	643,514,289	685,000,000	....	
458	Northern Central Bank, Williamsport, Pa.	641,390,000	625,401,000	435	
459	First of America Bk-Wayne Oakland, Royal Oak, Mich	641,030,000	596,101,474	453	
460	Key Bank of Northern New York NA, Watertown, N.Y.	639,362,000	606,451,000	446	
461	Lake Shore National Bank, Chicago, Ill.	637,670,000	590,080,000	457	
462	UMB Bank & Trust Co., New York, N.Y.	637,530,000	617,289,000	440	
463	Nevada National Bank, Reno, Nev.	637,353,000	633,164,000	433	
464	Marine Bank West, Delafield, Wis.	635,974,000	605,583,000	448	
465	Lehigh Valley Bank, Bethlehem, Pa.	635,679,000	515,258,000	505	+40
466	CCNB Bank NA, New Cumberland, Pa.	635,146,000	556,043,000	469	+ 3
467	National Bk of Ft Sam Houston, San Antonio, Tex.	634,283,000	551,189,288	473	+ 6
468	Victoria Bank & Trust Co., Victoria, Tex.	623,189,987	654,966,623	427	
469	United National Bank, Parkersburg, W. Va.	621,743,000	359,926,000	686	+ 217
470	First Nat'l Bank of Southwestern Ohio, Monroe	621,222,000	567,516,000	463	
471	Chase Bank of Maryland, Baltimore, Md.	620,072,000	N.A.	....	
472	First Illinois Bank of Evanston NA, Evanston, Ill.	617,181,000	543,048,000	483	+11
473	Pennsylvania Nat'l Bank & Trust Co., Pottsville	616,140,579	546,225,000	478	+ 5
474	Santa Monica Bank, Santa Monica, Calif.	615,948,761	475,254,686	541	+67
475	Capitol Bank & Trust Co., Boston, Mass.	612,470,000	434,600,000	581	+ 106
476	RepublicBank Lubbock NA, Lubbock, Tex.	611,741,000	549,812,000	476	
477	American National Bank & Trust Co, St. Paul, Minn.	611,667,200	620,896,749	438	
478	First Interstate Bank of Hawaii, Honolulu, Hawaii	610,432,000	541,209,000	488	+10
479	Marine Bank of Springfield, Springfield, Ill.	609,388,000	596,527,617	452	
480	Second National Bank, Saginaw, Mich.	606,560,028	592,484,585	454	
481	Essexbank, Peabody, Mass.	605,709,000	507,394,000	512	+31
482	Barnett Bank of Volusia Cty., De Land, Fla.	605,638,000	514,525,000	506	+24
483	First National Bank, Evergreen Park, Ill.	605,294,000	543,674,267	482	
484	Central Pacific Bank, Honolulu, Hawaii	605,290,677	526,591,768	498	+14
485	First of America Bk-Oakland Macomb NA, Pontiac, Mich	604,215,000	610,983,113	444	
486	Key Bank of Southeastern N.Y. NA, Chester, N.Y.	603,526,000	493,489,000	522	+36
487	Merchants National Bank & Trust Co., Syracuse, N.Y.	601,661,561	535,438,013	490	+ 3
488	Vermont National Bank, Brattleboro, Vt.	596,081,637	494,815,274	520	+32
489	Union National Bank, Lowell, Mass.	593,539,519	483,354,518	533	+44
490	Lake View Trust & Savings Bank, Chicago, Ill.	592,813,000	611,415,000	443	
491	Key Bank of Central Maine, Augusta, Me.	587,428,000	509,569,000	510	+19
492	First National Bank, Lubbock, Tex.	585,465,749	561,863,844	467	
493	First Interstate Bank of Albuquerque, N.M.	585,264,000	430,380,000	589	+96
494	Bank of Vermont, Burlington, Vt.	579,564,926	N.A.	....	
495	Terre Haute First National Bank, Terre Haute, Ind.	576,206,000	544,335,255	481	
496	PNC National Bank, Wilmington, Del.	575,259,000	492,536,000	524	+28
497	First American Bank, Memphis, Tenn.	573,996,772	563,823,783	466	
498	First National Bank of St. Louis Cty., Clayton, Mo.	573,913,000	200,013,000	1223	+ 725
499	North Fork Bank & Trust Co., Mattituck, N.Y.	571,955,913	386,938,508	638	+ 139
500	Sovran Bank/DC National, Washington, D.C.	571,140,000	453,243,000	562	+62
501	International Bank of Commerce, Laredo, Tex.	568,250,022	538,623,000	489	
502	United States National Bank, Johnstown, Pa.	566,062,000	589,732,855	458	
503	City National Bank, Baton Rouge, La.	564,558,637	546,065,000	479	
504	Mahoning National Bank, Youngstown, Ohio	561,384,039	527,058,275	496	
505	Citizens Bank & Trust Co., Park Ridge, Ill.	560,728,000	524,062,406	499	
506	Northpark National Bank, Dallas, Tex.	560,273,000	512,806,429	508	+ 2
507	Michigan National Bank-Oakland, Southfield, Mich.	557,679,000	506,599,000	513	+ 6
508	Barnett Bank of Pasco Cty., Holiday, Fla.	554,038,795	441,850,273	576	+68
509	First Wisconsin National Bank, Madison, Wis.	552,774,000	505,518,000	514	+ 5
510	Bank of New Hampshire NA, Manchester, N.H.	552,573,508	471,672,188	544	+34
511	Mercantile B&T Co., Kansas City, Mo.	549,404,013	237,347,320	1020	+ 509
512	Norwest Bank St. Paul NA, St. Paul, Minn.	549,387,000	558,434,000	468	
513	RepublicBank Waco NA, Waco, Tex.	548,012,000	483,118,487	534	+21
514	Bankers Trust Co., Des Moines, Iowa	546,414,000	521,383,973	500	
515	Sterling National Bank & Trust Co., New York, N.Y.	544,423,518	768,732,000	376	
516	First American National Bank, Kingsport, Tenn.	544,096,000	515,689,000	504	
517	BankEast, Manchester, N.H.	542,694,000	451,017,000	565	+48
518	Security Bank, Kansas City, Kan.	541,401,000	461,104,000	556	+38
519	First National Bank of Cobb Cty., Marietta, Ga.	541,125,000	456,775,000	558	+39
520	City Loan Bank, Lima, Ohio	538,802,000	687,279,000	415	
521	Bank of A. Levy, Oxnard, Calif.	538,034,000	489,641,000	526	+ 5
522	St. Joseph Bank & Trust Co., South Bend, Ind.	537,630,000	475,855,000	540	+18
523	First Fidelity Bk NA W Jersey, Raritan Twp.	537,223,000	465,756,000	548	+25
524	Burritt InterFinancial Bancorp., New Britain, Conn.	536,204,322	462,003,132	553	+29
525	Park National Bank, Newark, Ohio	533,701,423	499,136,367	518	
526	Dominion Bank of Richmond NA, Richmond, Va.	532,790,000	541,422,000	487	
527	Farmers First Bank, Lititz, Pa.	531,166,000	494,824,000	519	
528	Ouachita National Bank, Monroe, La.	529,793,000	541,827,000	486	
529	InterFirst Bank San Antonio NA, San Antonio, Tex.	528,226,000	499,935,000	517	
530	Savings & Trust Co., Indiana, Pa.	528,000,000	411,857,000	608	+78
531	Bank of Stockton, Stockton, Calif.	527,237,000	473,965,000	542	+11
532	BancTexas Dallas NA, Dallas, Tex.	526,038,000	729,906,000	399	
533	BayBank Boston NA, Boston, Mass.	524,614,000	384,656,000	642	+ 109
534	Texas Commerce Bank-Dallas NA, Dallas, Tex.	524,591,000	471,485,000	545	+11
535	Allied Bank Memorial, Houston, Tex.	524,136,078	517,777,835	502	
536	Mechanics Bank, Richmond, Calif.	522,672,000	455,854,000	560	+24
537	First City Bank, Corpus Christi, Tex.	521,440,910	542,040,319	485	
538	Washington Trust Bank, Spokane, Wash.	520,645,000	489,050,000	528	
539	Gary-Wheaton Bank, Wheaton, Ill.	519,179,000	432,455,000	585	+46
540	Howard Bank NA, Burlington, Vt.	517,518,910	448,047,000	567	+27
541	Old Kent Bank of Kalamazoo, Kalamazoo, Mich.	514,409,000	....	....	
542	Idaho Bank & Trust Co., Pocatello, Idaho	513,129,000	463,234,000	551	+ 9
543	First Union Bank of Savannah, Savannah, Ga.	512,925,000	520,684,000	501	
544	Kellogg-Citizens National Bank, Green Bay, Wis.	512,737,000	451,972,837	563	+19
545	MBank Brownsville NA, Brownsville, Tex.	512,646,412	610,881,001	445	
546	Pacific Valley Bank, San Jose, Calif.	512,211,000	426,898,000	594	+48
547	Shawmut County Bank NA, Cambridge, Mass.	511.841,000	476,169,017	539	
548	Barnett Bank of Naples, Naples, Fla.	510,471,000	393,810,000	629	+81
549	County Bank & Trust, Santa Cruz, Calif.	509,657,000	479,638,651	537	
550	First Jersey National Bank/Central, Trenton, N.J.	507,925,000	255,998,000	934	+ 384
551	First Interstate Bank, Sheboygan, Wis.	506,354,000	526,711,000	497	
552	Merchants Bank, New York, N.Y.	506,041,811	410,960,000	610	+58
553	United National Bank, Plainfield, N.J.	505,558,000	451,180,000	564	+11
554	First Vermont Bank & Trust Co., Brattleboro, Vt.	505,475,000	456,061,000	559	+ 5
555	Society Bank, Columbus, Ohio	503,690,432	367,608,000	678	+ 123
556	Cape Cod Bank & Trust Co., Hyannis, Mass.	503,001,502	408,739,214	614	+58
557	Key Bank of Southern Maine, Portland, Me.	501,959,000	386,782,000	639	+82
558	Merchants Bank, Burlington, Vt.	501,780,000	410,279,000	613	+55
559	Citizens Trust Co., Providence, R.I.	501,538,000	395,563,000	627	+68
560	Santa Barbara Bank & Trust, Santa Barbara, Calif.	500,880,479	399,865,358	623	+63
561	Capital Bank & Trust Co., Baton Rouge, La.	499,300,755	564,116,000	465	
562	Trustcorp Co. NA, Columbus, Ohio	498,332,000	530,169,489	494	
563	National City Bank, Minneapolis, Minn.	497,843,000	440,509,000	579	+16
564	Norstar Bank of Commerce, New York, N.Y.	496,054,000	449,403,601	566	+ 2
565	Dominion Nat'l Bank of N. Virginia NA, Vienna	491,961,000	375,134,000	662	+97
566	First City National Bank, Beaumont, Tex.	491,602,000	486,827,000	531	
567	City National Bank, Miami, Fla.	491,584,000	445,445,000	572	+ 5
568	Banco Central of New York, New York, N.Y.	491,124,000	432,432,000	586	+18
569	National Bk of Commerce T&S Assn, Lincoln, Neb.	490,182,056	486,887,000	530	
570	Security Bank of Nevada, Reno, Nev.	490,110,254	461,345,412	555	
571	First National Bank, Colorado Springs, Colo.	488,636,039	427,642,692	592	+21
572	Union Bank & Trust Co., Montgomery, Ala.	488,547,000	433,335,622	584	+12
573	Intercontinental Bank, Miami, Fla.	487,894,000	542,904,000	484	
574	Union National Bank, Little Rock, Ark.	485,653,000	480,596,785	536	
575	Shawmut First Bank & Trust Co., Springfield, Mass.	484,410,000	464,728,000	549	
576	Boatmen's Bank of Tennessee, Memphis, Tenn.	483,712,000	447,702,960	569	
577	UnibancTrust Co., Chicago, Ill.	483,360,000	500,904,000	516	
578	InterFirst Bank Tyler NA, Tyler, Tex.	483,192,000	469,417,000	546	
579	Plymouth-Home National Bank, Brockton, Mass.	480,071,000	385,781,131	640	+61
580	Farmers & Mechanics NB, Frederick, Md.	479,805,000	379,455,000	649	+69
581	State National Bank, Evanston, Ill.	478,999,962	441,484,111	577	
582	Southwest National Bank, Greensburg, Pa.	478,771,000	434,390,000	582	
583	Barnett Bank of Manatee Cty. NA, Bradenton, Fla.	478,552,000	351,159,000	696	+ 113
584	Dominion Bk of Shen. Valley NA, Harrisonburg , Va.	478,446,000	430,016,000	590	+ 6
585	First Omni Bank NA, Millsboro, Del.	474,891,000	249,353,000	967	+ 382
586	Chinese American Bank, New York, N.Y.	474,273,000	279,646,000	858	+ 272
587	First National Bank, Gainesville, Ga.	473,610,633	372,890,454	668	+81
588	People's Bank NA, Johnston, R.I.	472,640,657	....	....	
589	Barnett Bank of Polk Cty., Lakeland, Fla.	470,468,328	413,637,000	602	+13
590	Bank IV Topeka NA, Topeka, Kan.	468,689,174	463,085,457	552	
591	FMB-First Michigan Bank, Zeeland, Mich.	468,303,000	401,051,000	621	+30
592	RepublicBank San Antonio NA, San Antonio, Tex.	466,557,000	382,740,000	643	+51
593	First of America Bank-Central, Lansing, Mich.	466,046,799	444,166,745	573	
594	Home Bank & Trust Co., Meriden, Conn.	465,437,000	302,180,000	809	+ 215
595	Central Bank, Monroe, La.	463,316,000	445,581,000	571	
596	Extebank, Stony Brook, N.Y.	461,380,000	443,054,493	574	
597	Mid-State Bank, Arroyo Grande, Calif.	460,304,842	380,441,828	645	+48
598	Peoples Bank, Lakeland, Fla.	460,149,326	412,356,844	605	+ 7
599	Amboy-Madison Nat'l Bk, Old Bridge Twp., N.J.	459,266,000	282,851,000	847	+ 248
600	Citizens & Southern Bank of Sarasota, Sarasota, Fla.	458,807,000	177,461,664	1384	+ 784

American Banker

TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
601	Michigan National Bank-North Metro, Troy, Mich.	458,012,000	419,530,000	599	
602	Commerce Bank, Springfield, Mo.	457,372,000	376,743,000	659	+57
603	Hudson United Bank, Union City, N.J.	455,938,000	398,342,000	625	+22
604	First National Bank, Glens Falls, N.Y.	454,943,000	391,603,000	634	+30
605	First of America Bank-Ann Arbor, Ann Arbor, Mich.	454,017,000	414,067,485	601	
606	First State Bank, Abilene, Tex.	452,980,625	504,027,000	515	
607	Ocean Bank, Miami, Fla.	451,924,443	337,181,000	729	+ 122
608	Fourth National Bank, Tulsa, Okla.	450,786,000	472,009,000	543	
609	National Bank & Trust Co., Norwich, N.Y.	450,325,000	404,678,591	617	+ 8
610	MBank Wichita Falls NA, Wichita Falls, Tex.	449,794,583	453,936,000	561	
611	BayBank Southeast NA, Plymouth, Mass.	449,446,552	392,980,002	632	+21
612	Commercial National Bank, Peoria, Ill.	446,336,000	429,190,000	591	
613	First Huntington National Bank, Huntington, W. Va.	446,054,000	431,174,000	588	
614	Simmons First National Bank, Pine Bluff, Ark.	445,125,000	413,453,208	603	
615	Texas American Bank Galleria NA, Houston, Tex.	442,188,000	261,328,168	916	+ 301
616	First National Bank of Jefferish Parish, Gretna, La.	440,949,000	511,903,000	509	
617	Royal Bank & Trust Co., New York, N.Y.	440,898,000	486,774,000	532	
618	Marine National Bank, Wildwood, N.J.	439,910,889	296,233,247	822	+ 204
619	Union National Bank & Trust Co., Souderton, Pa.	438,879,265	387,912,301	636	+17
620	Louisiana Bank & Trust Co., Shreveport, La.	437,669,000	447,894,000	568	
621	Texas Commerce Bank-McAllen NA, McAllen, Tex.	437,634,310	440,976,415	578	
622	Mount Prospect State Bank, Mount Prospect, Ill.	437,356,161	392,045,000	633	+11
623	Peoples Bank & Trust Co., Tupelo, Miss.	436,716,000	401,448,560	619	
624	First Victoria National Bank, Victoria, Tex.	434,944,000	399,926,090	622	
625	Texas Commerce Bank-Brownsville	434,261,630	412,991,845	604	
626	Canadian Imperial Bk of Comm. (CA), Los Angeles	433,664,000	476,486,000	538	
627	Oak Park Trust & Savings Bank, Oak Park, Ill.	433,326,000	375,059,000	663	+36
628	F&M Bank & Trust Co., Tulsa, Okla.	433,150,000	345,658,000	708	+80
629	Royal Bank de Puerto Rico, Hato Rey, P.R.	432,395,000	426,747,000	595	
630	Chemical Bank & Trust Co., Midland, Mich.	431,009,000	411,143,520	609	
631	United Bank Alaska, Anchorage, Alas.	429,385,000	459,203,128	557	
632	Trust Co. Bank of Middle Ga. NA, Macon, Ga.	428,849,084	378,966,323	653	+21
633	InterFirst Bank Fannin, Houston, Tex.	427,489,000	489,258,000	527	
634	Twin City Bank, North Little Rock, Ark.	427,484,000	340,567,000	717	+83
635	Putnam Trust Co., Greenwich, Conn.	426,814,770	340,259,929	718	+83
636	Bank One Merrillville NA, Gary, Ind.	426,390,467	378,918,000	654	+18
637	First City National Bank, Midland, Tex.	424,838,000	488,578,000	529	
638	United Jersey Bank/South NA, Cherry Hill, N.J.	424,546,000	210,829,000	1155	+ 517
639	Charleston National Bank, Charleston, W. Va.	423,992,954	403,955,042	618	
640	Chase Bank of Florida NA, St. Petersburg, Fla.	423,016,000	....	....	
641	Valley Fidelity Bank & Trust Co., Knoxville, Tenn.	422,651,990	363,472,000	681	+40
642	First Bristol Cty. National Bank, Taunton, Mass.	422,561,000	353,897,827	692	+50
643	Chicago-Tokyo Bank, Chicago, Ill.	422,361,000	411,904,166	607	
644	Hibernia National Bank, Alexandria, La.	421,999,000	410,454,056	612	
645	First National Bank, Abilene, Tex.	420,513,468	387,051,405	637	
646	Scarsdale National Bank & Trust Co., Scarsdale, N.Y.	420,267,000	339,647,000	724	+78
647	Texas American Bank/Dallas, Dallas, Tex.	420,258,000	463,966,673	550	
648	Bank of Commerce, Hamtramck, Mich.	418,585,000	389,163,688	635	
649	Exchange Bank, Santa Rosa, Calif.	418,059,000	357,120,000	688	+39
650	Cheltenham Bank, Cheltenham, Pa.	417,281,000	328,959,000	744	+94
651	Shawmut Community Bank NA, Framingham, Mass.	417,169,000	374,967,000	664	+13
652	First National Bank, Belleville, Ill.	416,846,478	384,969,795	641	
653	First National Bank, Tuscaloosa, Ala.	416,404,000	373,254,000	667	+14
654	Frankford Trust Co., Philadelphia, Pa.	415,455,000	373,717,000	666	+12
655	Johnstown Bank & Trust Co., Johnstown, Pa.	414,938,000	399,117,000	624	
656	First American Nat'l Bank of Jackson, Tenn.	414,380,000	316,944,000	775	+ 119
657	Merchants National Bank, Muncie, Ind.	414,132,000	380,410,000	646	
658	Broadway National Bank, San Antonio, Tex.	413,912,165	369,632,846	674	+16
659	BankEast Savings Bank & Trust, Rochester, N.H.	413,719,000	342,216,000	713	+54
660	Mid-South Bank & Trust Co., Murfreesboro, Tenn.	413,490,000	376,367,000	660	
661	First National Bank of Mercer Cty., Greenville, Pa.	412,936,080	393,248,347	630	
662	First Union National Bank, Columbus, Ga.	412,889,000	378,980,506	652	
663	Madison National Bank, Washington, D.C.	412,681,000	335,526,000	732	+69
664	Sun Bank of Volusia Cty., Daytona Beach, Fla.	411,002,281	374,698,000	665	+ 1
665	First Interstate Bank of Des Moines NA, Iowa	410,820,253	372,185,814	669	+ 4
666	Allied Bank West, Houston, Tex.	410,412,000	245,260,011	985	+ 319
667	First National Bank & Trust Co., Barrington, Ill.	409,348,886	364,867,383	680	+13
668	Ocean County National Bank, Point Pleasant, N.J.	409,199,000	342,684,000	712	+44
669	Farmers & Merchants Bank, Lodi, Calif.	407,871,000	367,644,000	677	+ 8
670	Central Trust Co., Newark, Ohio	407,473,000	367,435,000	679	+ 9
671	Mechanics Bank, Worcester, Mass.	407,288,000	368,124,000	676	+ 5
672	Barnett Bank of Lee Cty. NA, Fort Myers, Fla.	406,170,000	349,916,000	699	+27
673	InterFirst Bank Wichita Falls NA, Wichita Falls, Tex.	405,750,000	405,723,000	616	
674	First Bank NA-Billings, Billings, Mont.	405,610,000	378,473,621	656	
675	Commerce National Bank, Lexington, Ky.	404,892,000	245,721,653	980	+ 305
676	Mid-American NB&T Co., Bowling Green, Ohio	404,005,000	320,142,000	768	+92
677	First National Bank, Des Plaines, Ill.	403,954,000	379,006,118	651	
678	First National Bank, Lake Forest, Ill.	403,863,000	371,422,967	670	
679	Scotiabank de Puerto Rico, Hato Rey, P.R.	402,492,000	414,620,000	600	
680	RepublicBank Oak Cliff, Dallas, Tex.	402,010,000	375,220,208	661	
681	American National Bank of Florida, Jacksonville, Fla.	400,412,000	326,951,000	747	+66
682	Southwest Bank, Vista, Calif.	396,715,000	306,419,378	797	+ 115
683	Commercial Center Bank, Santa Ana, Calif.	396,293,000	401,264,135	620	
684	Jefferson Guaranty Bank, Metairie, La.	393,768,000	492,960,000	523	
685	Cathay Bank, Los Angeles, Calif.	392,556,225	330,903,553	740	+55
686	Rapides Bank & Trust Co., Alexandria, La.	391,780,639	378,492,646	655	
687	Mercantile National Bank of Indiana, Hammond, Ind.	391,423,556	357,097,249	689	+ 2
688	First National Bank & Trust Co., Rockford, Ill.	390,895,211	356,347,000	690	+ 2
689	American State Bank, Lubbock, Tex.	389,368,738	379,436,120	650	
690	National Bank, Waterloo, Iowa	389,302,000	347,437,000	704	+14
691	Equitable Bank of Delaware, Dover, Del.	388,521,000	424,573,000	597	
692	American Bank & Trust Co., New Orleans, La.	387,659,000	312,614,000	783	+91
693	First Midwest Bank-Joliet NA, Joliet, Ill.	387,335,000	322,105,000	760	+67
694	Merchants National Bank, Manchester, N.H.	385,968,240	306,288,816	798	+ 104
695	First National Bank, Highland Park, Ill.	385,886,000	368,721,260	675	
696	Michigan National Bank-West Metro, Livonia, Mich.	384,979,000	348,371,000	701	+ 5
697	Banco Comercial de Mayaguez, San Juan, P.R.	384,420,120	371,002,302	672	
698	Texas Commerce Bank-Arlington, Arlington, Tex.	384,343,277	380,856,000	644	
699	First National Bank, Skokie, Ill.	384,270,903	347,105,837	705	+ 6
700	Guaranty-First Trust Co., Waltham, Mass.	384,263,000	271,594,045	885	+ 185
701	United Missouri Bank of St. Louis NA, Clayton, Mo.	383,857,849	209,264,000	1165	+ 464
702	Illinois Regional Bank NA, Elmhurst, Ill.	383,721,992	352,128,500	693	
703	First National Bank & Trust Co., Washington, Pa.	380,781,000	363,010,000	682	
704	First State Bank, Denton, Tex.	380,727,484	351,216,000	695	
705	Bank of Ravenswood, Chicago, Ill.	380,689,202	339,668,596	723	+18
706	Cullen Center Bank & Trust Co., Houston, Tex.	380,689,000	438,589,000	580	
707	Somerset Trust Co., Bridgewater Twp., N.J.	380,292,000	320,907,012	765	+58
708	Mission Bank, Mission, Kan.	379,847,498	333,518,923	736	+28
709	Sun Bank & Trust Co., Brooksville, Fla.	377,991,070	279,544,134	859	+ 150
710	Roig Commercial Bank, Humacao, P.R.	377,797,396	314,582,000	779	+69
711	Bank One Lafayette NA, Lafayette, Ind.	376,908,000	377,538,789	658	
712	First Interstate Bank of Alaska, Anchorage, Alas.	376,554,000	380,294,614	647	
713	Chase Bank of Mentor, Mentor, Ohio	375,698,000	....	....	
714	First Virginia Bank of Tidewater, Norfolk, Va.	375,268,000	337,809,000	727	+13
715	MBank Waco NA, Waco, Tex.	374,548,000	323,696,000	756	+41
716	Michigan National Bank-Central, Wyoming, Mich.	374,229,000	339,840,000	721	+ 5
717	Continental Bank & Trust Co., Salt Lake City, Utah	373,951,000	345,290,000	709	
718	National Bank of South Carolina, Sumter, S.C.	372,467,573	312,185,282	784	+66
719	Wyandotte Savings Bank, Wyandotte, Mich.	372,355,000	348,143,000	702	
720	City Bank, Honolulu, Hawaii	372,170,774	359,938,778	685	
721	Citizens & Southern NB of Collier Cty., Naples, Fla.	371,161,000	278,892,415	862	+ 141
722	Central Trust Bank, Jefferson City, Mo.	370,153,000	420,866,000	598	
723	First National Bank & Trust Co., Stuart, Fla.	369,777,000	309,817,253	790	+67
724	Elyria Savings & Trust National Bank, Elyria, Ohio	369,004,000	358,177,964	687	
725	Valley American Bank & Trust Co., South Bend, Ind.	368,760,000	349,563,000	700	
726	First Southdale Nat'l Bank, Edina, Minn.	368,754,000	276,801,000	868	+ 142
727	Lafayette National Bank, Lafayette, Ind.	368,232,812	341,914,697	715	
728	First City National Bank, El Paso, Tex.	367,257,000	371,173,273	671	
729	First of America Bank-Bay City NA, Bay City, Mich.	367,061,770	369,922,392	673	
730	Signet Bank NA, Washington, D.C.	366,645,000	300,292,452	815	+85
731	First Interstate Bank Ltd., Los Angeles, Calif.	366,598,000	....	....	
732	Pikeville National Bank & Trust Co., Pikeville, Ky.	366,130,000	350,205,000	698	
733	Home National Bank, Milford, Mass.	365,546,761	202,439,751	1207	+ 474
734	City Bank & Trust Co. NA, Jackson, Mich.	365,358,109	342,041,536	714	
735	Comerica Bank-Jackson NA, Jackson, Mich.	365,190,000	338,858,875	725	
736	State First National Bank, Texarkana, Ark.	364,760,378	327,433,474	746	+10
737	Bank of Miami, Miami, Fla.	363,982,536	351,960,000	694	
738	National Bank, Boyertown, Pa.	363,956,000	339,678,000	722	
739	First National Bank, Lafayette, La.	363,475,000	432,200,000	587	
740	InterFirst Bank Park Cities, Dallas, Tex.	363,282,000	346,510,000	706	
741	First Interstate Bancard Co. NA, Simi Valley, Calif.	363,083,000	566,288,000	464	
742	Commercial National Bank, Kansas City, Kan.	362,793,000	378,363,000	657	
743	Calumet National Bank, Hammond, Ind.	362,259,055	332,720,000	737	
744	NBD Delaware Bank, Wilmington, Del.	361,981,000	291,166,000	831	+87
745	High Point Bank & Trust Co., High Point, N.C.	361,654,084	271,794,000	883	+ 138
746	Farmers & Merchants National Bank, Winchester, Va.	361,059,000	311,265,436	785	+39
747	Union Bank & Trust Co., Kokomo, Ind.	360,780,260	287,300,516	839	+92
748	Sussex Trust Co., Laurel, Del.	360,143,000	306,895,000	796	+48
749	First Bank NA, Duluth, Minn.	359,985,000	360,697,000	683	
750	Comerica Bank-Warren NA, Warren, Mich.	359,776,000	330,426,000	742	
751	Third National Bank in Knoxville, Knoxville, Tenn.	359,339,000	321,517,997	762	+11
752	First National Bank, Clearwater, Fla.	358,465,784	325,881,157	750	
753	Williamson County Bank, Franklin, Tenn.	358,410,000	289,343,000	833	+80
754	Pioneer Bank, Chattanooga, Tenn.	358,162,735	335,279,264	733	
755	Mid-City National Bank, Chicago, Ill.	357,677,562	322,932,237	758	+ 3
756	Illinois National Bank, Springfield, Ill.	357,406,428	279,881,568	857	+ 101
757	Second National Bank, Warren, Ohio	357,205,000	360,655,000	684	
758	Citizens & Southern Bank, Tampa, Fla.	357,092,000	317,777,165	772	+14
759	Colonial American Nat'l Bank, Roanoke, Va.	356,816,665	338,073,449	726	
760	First Bank NA-Lake, Minneapolis, Minn.	356,539,000	350,746,000	697	
761	Central Bank & Trust Co., Lexington, Ky.	356,465,474	324,145,911	754	
762	Metro North State Bank, Kansas City, Mo.	354,758,375	259,973,179	923	+ 161
763	Alaska Pacific Bank, Anchorage, Alas.	354,586,000	313,016,000	781	+18
764	Michigan National Bank-Mid Michigan, Flint, Mich.	353,682,000	323,804,000	755	
765	NBC Bank-Heights, Houston, Tex.	353,467,003	331,285,092	738	
766	First Agricultural Bank, Pittsfield, Mass.	353,334,208	321,233,199	764	
767	Glenview State Bank, Glenview, Ill.	353,158,000	318,868,000	770	+ 3
768	National Bank of Commerce, Birmingham, Ala.	352,595,997	266,875,000	899	+ 131
769	Sun Bank of Lee Cty. NA, Cape Coral, Fla.	352,396,000	307,623,000	794	+25
770	Monroe Bank & Trust, Monroe, Mich.	352,228,543	329,633,507	743	
771	Whitney National Bank, Jefferson Parrish, La.	351,934,000	344,311,000	710	
772	Plaza Bank of Commerce, San Jose, Calif.	351,926,000	272,047,000	882	+ 110
773	First National Bank, Fort Smith, Ark.	351,594,523	341,626,000	716	
774	River Oaks Bank, Houston, Tex.	351,574,108	330,971,831	739	
775	Heritage Bank & Trust, Racine, Wis.	351,031,000	327,643,000	745	
776	USTrust/Norfolk, Milton, Mass.	350,580,000	234,202,970	1035	+ 259
777	McDowell National Bank, Sharon, Pa.	350,435,000	336,218,000	730	
778	Bank One Milford NA, Milford, Ohio	349,335,000	294,248,135	826	+48
779	Sun First Nat'l Bank of Polk Cty., Winter Haven, Fla.	349,034,000	279,218,000	861	+82
780	Union National Bank, Wichita, Kan.	348,376,000	320,191,000	767	
781	Marquette National Bank, Chicago, Ill.	348,288,000	326,225,000	749	
782	Sun Bank/Treasure Coast NA, Fort Pierce, Fla.	347,720,025	53,318,567	....	
783	Lebanon Valley National Bank, Lebanon, Pa.	347,653,717	319,300,206	769	
784	First National Bank, Wilmington, Del.	345,966,953	335,685,000	731	
785	Durfee Attleboro Bank, Fall River, Mass.	345,784,362	310,527,158	788	+ 3
786	Barnett Bank of Marion Cty NA, Ocala, Fla.	345,170,000	310,276,000	789	+ 3
787	American Bank, Kansas City, Mo.	345,139,509	91,546,788	2826	+2039
788	National City Bank, Evansville, Ind.	345,088,648	325,013,145	753	
789	Farmers National Bank of Maryland, Annapolis, Md.	344,195,000	281,792,000	851	+62
790	Lorain County Bank, Elyria, Ohio	344,148,900	330,476,857	741	
791	Valley View State Bank, Overland Park, Kan.	344,103,086	269,951,560	887	+96
792	Western Bank-Westheimer, Houston, Tex.	344,070,000	434,180,754	583	
793	Glens Falls National B&T Co., Glens Falls, N.Y.	344,001,000	289,286,000	834	+41
794	Pacific Bank NA, San Francisco, Calif.	343,039,000	254,786,000	940	+ 146
795	First Citizens Bank NA, Michigan City, Ind.	341,400,000	189,909,000	1282	+ 487
796	Sun Bank, Ocala, Fla.	341,134,433	301,042,000	812	+16
797	Framingham Trust Co., Framingham, Mass.	340,984,015	271,101,004	886	+89
798	Valley National Bank, Des Moines, Iowa	340,964,978	307,108,174	795	
799	First Independent Bank, Vancouver, Wash.	340,822,291	301,457,000	811	+12
800	Old Kent Bank-Grand Traverse, Traverse City, Mich.	340,770,000	292,946,000	828	+28

American Banker
TOP 2,500 BANKS
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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
801	Advest Bank, Hartford, Conn.	340,464,000	226,289,871	1071	+ 270
802	First City National Bank, Tyler, Tex.	339,749,000	406,488,438	615	
803	United Jersey Bank/Northwest, Dover, N.J.	339,688,000	283,510,000	846	+43
804	Norwest Bank Midland NA, Minneapolis, Minn.	339,512,000	355,330,000	691	
805	SouthTrust Bank of Dothan NA, Dothan, Ala.	339,493,403	277,817,890	865	+60
806	Security National Bank, Sioux City, Iowa	339,445,000	344,252,000	711	
807	Suffolk Cty. National Bank, Riverhead, N.Y.	337,831,091	274,210,000	877	+70
808	Nashua Trust Co., Nashua, N.H.	336,977,601	263,659,402	911	+ 103
809	Independence Bank, Encino, Calif.	336,742,157	235,828,795	1025	+ 216
810	First National Bank, Springfield, Ill.	336,432,188	345,750,000	707	
811	Michigan Bank-Port Huron, Port Huron, Mich.	335,444,000	334,325,000	734	
812	Norwest Bank Bloomington NA, Bloomington, Minn.	335,115,000	285,051,609	844	+32
813	California Republic Bank, Bakersfield, Calif.	335,043,628	282,620,569	849	+36
814	Union Safe Deposit Bank, Stockton, Calif.	333,811,590	303,412,000	804	
815	La Jolla Bank & Trust Co., La Jolla, Calif.	333,327,000	316,836,000	776	
816	First Edina National Bank, Edina, Minn.	333,261,756	302,669,205	806	
817	Bank of Mid-Jersey, Bordentown Twp., N.J.	333,092,000	286,904,653	840	+23
818	Citizens Bank & Trust Co., Paducah, Ky.	332,321,023	290,369,389	832	+14
819	First Midwest Bank & Trust Co., New Albany, Ind.	331,532,000	255,406,000	936	+ 117
820	Northern Trust Bank/O'Hare NA, Chicago, Ill.	331,400,473	321,322,477	763	
821	First National Bank, Hopkins, Minn.	331,077,000	303,658,000	803	
822	Torrey Pines Bank, Solana Beach, Calif.	330,979,000	204,842,000	1185	+ 363
823	RepublicBank Tyler, Tyler, Tex.	330,058,215	308,140,000	792	
824	Second National Bank, Richmond, Ind.	330,033,528	295,561,967	824	
825	InterFirst Bank Galveston NA, Galveston, Tex.	328,786,000	304,522,501	801	
826	NBD Ann Arbor NA, Ann Arbor, Mich.	328,293,000	298,491,080	818	
827	Bank One Mansfield, Mansfield, Ohio	328,061,000	318,546,566	771	
828	First Interstate Bank, New Berlin, Wis.	327,727,000	310,598,272	787	
829	First Business Bank, Los Angeles, Calif.	327,554,000	243,983,000	995	+ 166
830	Allied Mercantile Bank, Houston, Tex.	326,691,262	334,041,882	735	
831	Peoples Bank NA, Belleville, N.J.	324,910,000	275,405,000	871	+40
832	First Interstate Bank of Billings NA, Billings, Mont.	324,824,436	298,468,000	819	
833	Commerce Bank NA, Cherry Hill, N.J.	323,932,000	228,078,921	1063	+ 230
834	Farmers Bank & Capital Trust Co., Frankfort, Ky.	323,686,000	309,568,000	791	
835	First Colorado Bank & Trust NA, Denver, Colo.	323,435,593	320,246,447	766	
836	Nanuet National Bank, Nanuet, N.Y.	322,661,204	281,499,412	853	+17
837	First Bank East NA, St. Paul, Minn.	322,602,759	261,247,007	917	+80
838	Malden Trust Co., Malden, Mass.	322,599,216	249,827,734	965	+ 127
839	Farmers Bank & Trust Co., Hanover, Pa.	322,564,000	287,379,000	838	
840	Comerica Bank-Hackley NA, Muskegon, Mich.	322,123,000	326,264,000	748	
841	National Bank of the Commonwealth, Indiana, Pa.	320,436,359	302,481,749	808	
842	Western Bank, Coos Bay, Ore.	319,596,798	302,508,099	807	
843	Commercial Bank & Trust Co., Miami, Fla.	319,449,000	231,383,537	1048	+ 205
844	Busey Bank, Urbana, Ill.	319,343,005	58,670,000	....	
845	First National Bank, Covington, La.	318,973,000	300,479,000	814	
846	RepublicBank Greenville Avenue, Dallas, Tex.	318,773,564	264,153,102	906	+60
847	United Bank of Colorado Springs NA, Colo.	318,639,028	322,968,526	757	
848	First Bank, Chelmsford, Mass.	318,473,000	246,048,397	977	+ 129
849	United Southern Bank, Clarksdale, Miss.	318,363,000	311,263,000	786	
850	Indian Head Bank & Trust Co., Portsmouth, N.H.	318,084,976	267,039,000	898	+48
851	RepublicBank Ridglea, Fort Worth, Tex.	317,701,886	277,598,025	866	+15
852	Commerce America Banking Co., Jeffersonville, Ind.	316,461,000	300,849,000	813	
853	Third National Bank & Trust Co., Scranton, Pa.	316,330,000	281,520,000	852	
854	Citizens Trust, Ann Arbor, Mich.	316,318,000	291,791,000	830	
855	Barnett Bank of Highlands Cty., Sebring, Fla.	316,171,000	260,659,000	920	+65
856	Northern Trust Bank of Florida NA, Miami, Fla.	315,777,000	244,670,000	988	+ 132
857	Security National B&T Co., Springfield, Ohio	315,317,682	316,629,262	777	
858	First National Bank, Elgin, Ill.	315,087,748	272,777,752	879	+21
859	Texas Commerce Bank-Beaumont NA, Beaumont	314,679,728	305,461,598	799	
860	First City National Bank, Arlington, Tex.	313,825,727	304,618,194	800	
861	Commercial National Bank, Chicago, Ill.	313,361,272	313,064,023	780	
862	First National Bank, Hot Springs, Ark.	313,133,000	337,299,050	728	
863	Westport Bank & Trust Co., Westport, Conn.	313,067,000	258,538,000	927	+64
864	Manufacturers Bank of Lansing, Lansing, Mich.	311,817,000	295,813,000	823	
865	Owensboro National Bank, Owensboro, Ky.	311,072,488	284,537,209	845	
866	Colonial Bank & Trust Co., Chicago, Ill.	310,928,000	291,813,444	829	
867	Sun Bank/North Florida NA, Jacksonville, Fla.	310,591,000	286,303,639	842	
868	Ohio State Bank, Columbus, Ohio	310,314,000	240,304,000	1007	+ 139
869	M&I Northern Bank, Brookfield, Wis.	310,097,000	293,334,000	827	
870	First Interstate Bank of Fort Collins NA, Colo.	309,845,000	294,344,000	825	
871	First Trust Bank, Ontario, Calif.	309,374,000	281,489,000	854	
872	Drovers Bank of Chicago, Chicago, Ill.	309,155,000	272,446,269	881	+ 9
873	Amalgamated Trust & Savings Bank, Chicago, Ill.	308,048,000	321,741,420	761	
874	Colorado Nat'l Bank-Exchange, Colorado Springs	307,680,000	300,183,000	816	
875	Coolidge Bank & Trust Co., Boston, Mass.	306,910,000	255,496,233	935	+60
876	United National Bank, Miami, Fla.	306,898,000	246,452,000	976	+ 100
877	Chas Schreiner Bank, Kerrville, Tex.	305,723,850	297,988,381	820	
878	Trust Co. Bk of Southeast Ga. NA, Brunswick, Ga.	305,013,000	251,163,338	955	+77
879	Old Kent Bank-Southwest, Niles, Mich.	304,734,930	257,833,000	928	+49
880	National Bank of Commerce, Starkville, Miss.	304,397,150	286,790,383	841	
881	First NB of the Quad Cities, Rock Island, Ill.	304,219,000	301,630,394	810	
882	Piedmont Trust Bank, Martinsville, Va.	304,108,000	254,911,000	938	+56
883	Central Trust Co. of Northern Ohio NA, Lorain, Ohio	304,096,000	231,957,807	1045	+ 162
884	Broad National Bank, Newark, N.J.	303,668,000	250,470,000	959	+75
885	First National Bank, Joliet, Ill.	301,621,144	277,952,000	864	
886	Texas Independent Bank, Irving, Tex.	301,323,450	282,655,000	848	
887	United New Mexico Bank, Albuquerque, N.M.	300,865,000	255,027,000	937	+50
888	South Holland Trust & Savings Bank, Ill.	300,501,168	287,987,037	835	
889	Terrebonne Bank & Trust Co., Houma, La.	300,474,000	317,268,000	773	
890	First Jersey National Bank/West, Denville, N.J.	300,182,000	248,217,000	971	+81
891	Lemay Bank & Trust Co., St. Louis County, Mo.	299,370,650	265,327,397	902	+11
892	USTrust/Middlesex, Cambridge, Mass.	299,347,000	226,364,000	1070	+ 178
893	InterFirst Bank Irving, Irving, Tex.	298,023,000	254,530,000	942	+49
894	First National Bank, Bloomington, Ind.	297,887,184	252,433,335	950	+56
895	New Britain National Bank, New Britain, Conn.	297,866,000	254,628,000	941	+46
896	First National Bank, Venice, Fla.	297,528,000	240,746,000	1005	+ 109
897	Pioneer Bank & Trust Co., Shreveport, La.	297,487,831	312,702,749	782	
898	Harris Bank, Naperville, Ill.	297,267,000	240,288,389	1010	+ 112
899	Central National Bank, San Angelo, Tex.	297,129,465	299,744,495	817	
900	Texas Commerce Bank-Regan, Houston, Tex.	296,919,000	314,614,233	778	
901	Midland Bank & Trust Co., Paramus, N.J.	296,692,000	250,392,000	960	+59
902	Washington Trust Co., Westerly, R.I.	296,189,440	233,043,837	1042	+ 140
903	Boone Cty. National Bank, Columbia, Mo.	295,835,000	254,021,000	945	+42
904	Security Bank & Trust Co., Salisbury, N.C.	294,905,315	262,613,000	912	+ 8
905	Allied Champions Bank, Houston, Tex.	294,173,661	275,031,000	873	
906	First Wisconsin National Bank, Sheboygan, Wis.	294,118,717	282,056,830	850	
907	First National Bank, Florence, Ala.	293,599,000	277,056,000	867	
908	Flagler NB of the Palm Beaches, W Palm Beach , Fla.	293,378,000	268,793,978	891	
909	Liberty State Bank & Trust, Hamtramck, Mich.	292,999,211	280,043,587	856	
910	Bank of Guam, Agana, Guam	292,873,225	231,023,000	1051	+ 141
911	First Illinois Bank, Wilmette, Ill.	292,642,000	271,663,000	884	
912	Manufacturers Bank, Chicago, Ill.	292,385,000	268,075,000	896	
913	First Macomb Bank, Mount Clemens, Mich.	292,036,000	259,371,000	925	+12
914	Union Chelsea National Bank, New York, N.Y.	291,875,000	249,900,000	964	+50
915	Adams County National Bank, Gettysburg, Pa.	291,610,000	263,729,000	908	
916	First National Bank, Morgantown, W. Va.	291,536,007	278,260,919	863	
917	Trust Co. Bank of Augusta NA, Augusta, Ga.	291,213,000	263,930,000	907	
918	MBank Abilene NA, Abilene, Tex.	291,174,000	427,547,838	593	
919	Century Bank & Trust Co., Somerville, Mass.	290,498,000	240,198,259	1011	+92
920	Home Bank, Signal Hill, Calif.	288,856,000	254,879,000	939	+19
921	Merchants National Bank, Terre Haute, Ind.	288,750,383	268,565,000	893	
922	First National Bank, Dalton, Ga.	288,485,000	253,031,449	948	+26
923	First of America Bank-Frankenmuth, Mich.	288,095,000	308,077,000	793	
924	Anderson Banking Co., Anderson, Ind.	286,776,000	259,269,332	926	+ 2
925	Peoples Bank of Port Huron, Port Huron, Mich.	286,509,475	N.A.	....	
926	Pioneer Bank & Trust Co., Chicago, Ill.	286,285,000	285,519,000	843	
927	First American National Bank, Wausau, Wis.	286,197,000	264,374,000	905	
928	First Virginia Bank-Southwest, Roanoke, Va.	286,147,000	260,814,428	919	
929	Arkansas Bank & Trust Co., Hot Springs, Ark.	285,338,858	279,293,764	860	
930	Peoples First National B & T Co., Paducah, Ky.	285,298,000	266,325,541	900	
931	Old Phoenix National Bank, Medina, Ohio	285,098,000	267,120,000	897	
932	Warren Bank, Warren, Mich.	284,557,000	244,410,000	990	+58
933	First National Bank of Lancaster Cty., Strasburg, Pa.	284,529,418	233,459,563	1036	+ 103
934	First National Bank, Kenosha, Wis.	283,795,368	249,230,230	968	+34
935	Barnett Bank of Tallahassee, Tallahassee, Fla.	283,759,000	245,584,000	981	+46
936	Thunderbird Bank, Phoenix, Ariz.	283,661,000	226,161,220	1073	+ 137
937	National Bank of Commerce, Pine Bluff, Ark.	283,617,396	239,984,275	1013	+76
938	First National Bank, Winter Park, Fla.	283,346,000	211,028,768	1154	+ 216
939	Lexington State Bank, Lexington, S.C.	283,044,000	235,565,807	1030	+91
940	Tompkins Cty. Trust Co., Ithaca, N.Y.	282,794,446	262,330,060	913	
941	First Interstate Bank of Casper NA, Casper, Wyo.	282,227,174	297,011,471	821	
942	Penn Security Bank & Trust Co., Scranton, Pa.	281,708,795	276,654,383	870	
943	Peoples Marine Bank, Green Bay, Wis.	281,054,540	253,653,542	947	+ 4
944	South Side National Bank, St. Louis, Mo.	280,799,736	245,325,000	983	+39
945	United Jersey Bank/Fidelity Bank, Pennsauken, N.J.	280,208,000	235,815,000	1026	+81
946	Trust Co. of Ga. Bank of Savannah NA	280,158,000	263,714,787	909	
947	First National Bank of Western Pa., New Castle, Pa.	280,154,745	249,589,189	966	+19
948	Merchants Bank & Trust Co., Norwalk, Conn.	279,772,899	211,548,148	1150	+ 202
949	Shawmut Bank of S'eastern Mass. NA, New Bedford	279,378,000	241,470,000	1004	+55
950	Founders Bank & Trust Co., Oklahoma City, Okla.	277,912,347	287,939,000	836	
951	Union Jersey Bk/Mid-State, Hazlet Twp., N.J.	277,642,000	225,907,000	1075	+ 124
952	First National Bank, El Dorado, Ark.	277,283,613	274,107,697	878	
953	Peoples First Nat'l B&T Co., Hazleton, Pa.	276,792,036	256,656,764	931	
954	Hagerstown Trust Co., Hagerstown, Md.	276,611,000	244,019,000	993	+39
955	First National Bank, Mount Clemens, Mich.	275,990,640	240,291,270	1009	+54
956	American National Bank, Hamden, Conn.	275,837,864	224,842,666	1080	+ 124
957	Marine Bank South NA, Racine, Wis.	275,562,982	260,568,002	921	
958	Fidelity Trust Co., Stamford, Conn.	275,273,000	240,297,557	1008	+50
959	Ford City Bank & Trust Co., Chicago, Ill.	275,244,519	259,655,286	924	
960	First Bank & Trust Co., Speedway, Ind.	275,206,623	265,578,000	901	
961	MidAmerican Bank & Trust Co., Roeland Park, Kan.	274,408,629	250,359,808	961	
962	Guardian Bank NA, Hempstead, N.Y.	274,142,000	223,766,374	1087	+ 125
963	SouthTrust Bank of Calhoun Cty. NA, Anniston, Ala.	273,924,164	256,048,863	933	
964	Carroll County Bank & Trust Co., Westminster, Md.	273,513,000	244,063,324	992	+28
965	BayBank Merrimack Valley NA, Andover, Mass.	273,509,282	196,288,152	1237	+ 272
966	Mercantile National Bank, Los Angeles, Calif.	273,410,000	179,262,000	1360	+ 394
967	Oregon First Bank, Portland, Ore.	273,140,587	274,435,000	876	
968	Tracy-Collins Bank & Trust Co., Salt Lake City, Utah	273,138,124	251,926,108	953	
969	Bank One Lexington NA, Lexington, Ky.	273,093,000	247,152,000	975	+ 6
970	Huntington Bank of Kenton Cty. Inc., Covington, Ky.	273,047,000	229,311,814	1058	+88
971	Broadway Bank & Trust Co., Paterson, N.J.	273,045,000	254,249,311	944	
972	Community Bank, Greenville, S.C.	272,418,563	218,029,000	1120	+ 148
973	Union National Bank, Clarksburg, W. Va.	271,895,601	275,364,857	872	
974	Sandy Spring National Bank, Olney, Md.	271,880,492	204,116,367	1195	+ 221
975	Bank of Alex Brown, Sacramento, Calif.	271,524,000	237,392,000	1019	+44
976	InterFirst Bank Harlingen NA, Harlingen, Tex.	270,808,000	250,272,000	962	
977	Irwin Union Bank & Trust Co., Columbus, Ind.	270,744,000	269,372,183	890	
978	Citizens National Bank, Laurel, Md.	269,885,560	233,060,000	1041	+63
979	First National Bank & Trust Co., McAlester, Okla.	269,494,843	256,821,343	930	
980	National Bank of Commerce, Charleston, W. Va.	269,235,612	240,709,000	1006	+26
981	Northern Indiana Bank & Trust Co., Valparaiso, Ind.	269,170,721	269,846,726	888	
982	California Korea Bank, Los Angeles, Calif.	268,636,620	231,038,441	1049	+67
983	M&I Bank of Hilldale, Madison, Wis.	268,461,359	242,902,444	999	+16
984	First Capital Bank NA, Concord, N.H.	268,040,000	216,023,000	1130	+ 146
985	Lorain National Bank, Lorain, Ohio	267,815,000	251,128,000	956	
986	Columbia National Bank, Chicago, Ill.	267,241,000	224,591,000	1083	+97
987	Bank One Dover NA, Dover, Ohio	267,212,398	176,952,813	1387	+ 400
988	Citizens Bank & Trust Co., Thibodaux, La.	267,121,351	268,546,988	894	
989	First National Bank, Boulder, Colo.	266,763,743	245,285,112	984	
990	Old Kent Bank-Central, Owosso, Mich.	266,677,454	244,459,063	989	
991	Millikin National Bank, Decatur, Ill.	266,623,000	248,841,000	970	
992	Chemung Canal Trust Co., Elmira, N.Y.	266,600,000	232,155,000	1043	+51
993	Old Kent Bank of Grand Haven, Grand Haven, Mich.	266,371,000	221,761,000	1099	+ 106
994	Chatham Trust Co., Chatham Twp., N.J.	265,911,000	194,742,000	1247	+ 253
995	First Bank of North Dakota NA-Fargo, Fargo, N.D.	265,770,000	274,717,000	875	
996	First State Bank & Trust Co., Albany, Ga.	265,378,000	235,691,000	1029	+33
997	First National Bank, Jasper, Ala.	265,092,484	250,476,922	958	
998	Grossmont Bank, La Mesa, Calif.	265,033,016	234,593,000	1033	+35
999	Valley Bank, Appleton, Wis.	264,874,000	252,552,000	949	
1,000	First National Bank, Great Falls, Mont.	264,321,000	261,450,000	915	

American Banker
TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,001	MBank Port Arthur NA, Port Arthur, Tex.	263,499,000	241,683,000	1002	+ 1
1,002	First NB of Dona Ana Cty., Las Cruces, N.M.	262,912,975	265,129,000	903	
1,003	Citizens National Bank, Meridian, Miss.	262,717,205	202,214,395	1208	+ 205
1,004	Peoples Bank & Trust Co., Cedar Rapids, Iowa	261,945,379	225,656,734	1076	+72
1,005	Bank Audi (USA), New York, N.Y.	261,367,000	204,907,306	1184	+ 179
1,006	First of America Bank-Muskegon, Muskegon, Mich.	260,693,700	244,865,270	987	
1,007	Commerce Union Bank, Memphis, Tenn.	260,336,000	225,500,116	1078	+71
1,008	Texas American Bank/Amarillo NA, Amarillo, Tex.	259,963,202	252,410,154	951	
1,009	First National Bank, Iowa City, Iowa	259,891,000	243,151,000	998	
1,010	First Citizens National Bank, Tupelo, Miss.	259,817,000	240,068,564	1012	+ 2
1,011	Liberty Bank, Honolulu, Hawaii	259,638,000	233,296,642	1037	+26
1,012	RepublicBank Austin, Austin, Tex.	259,223,000	245,530,000	982	
1,013	North Dallas Bank & Trust Co., Dallas, Tex.	258,609,000	251,171,000	954	
1,014	First National Bank, Sioux Falls, S.D.	258,163,000	252,002,430	952	
1,015	Michigan National Bank-South Metro, Dearborn	258,069,000	245,843,000	978	
1,016	First National Bank, Mount Prospect, Ill.	257,786,000	235,754,000	1027	+11
1,017	Texarkana National Bank, Texarkana, Tex.	257,535,638	238,486,863	1016	
1,018	Cullen/Frost Bank of Dallas NA, Dallas, Tex.	257,361,186	247,542,144	973	
1,019	Texas Commerce Bank-San Angelo NA	256,893,323	257,527,000	929	
1,020	Hibernia NB-Jefferson Parish, Metairie, La.	256,464,000	186,047,000	1313	+ 293
1,021	Wheeling Dollar Bank, Wheeling, W. Va.	256,118,660	250,228,000	963	
1,022	Union National Bank, Laredo, Tex.	256,105,094	276,799,964	869	
1,023	First National Bank, Warsaw, Ind.	255,227,000	187,460,000	1299	+ 276
1,024	Bank of Dallas, Dallas, Tex.	254,978,000	274,980,000	874	
1,025	Utica National Bank & Trust Co., Tulsa, Okla.	254,971,000	287,874,000	837	
1,026	Keystone National Bank, Punxsutawney, Pa.	254,828,102	223,776,888	1086	+60
1,027	Norwest Bank Duluth NA, Duluth, Minn.	254,522,000	254,004,000	946	
1,028	Jefferson Trust & Savings Bank, Peoria, Ill.	254,488,154	215,314,654	1133	+ 105
1,029	First National Bank, Bartlesville, Okla.	254,198,000	268,292,132	895	
1,030	American National Bank, Noblesville, Ind.	253,916,000	215,237,704	1134	+ 104
1,031	First City Bank-Central Park, San Antonio, Tex.	253,529,674	231,814,507	1047	+16
1,032	Texas Commerce Bank-San Antonio	253,489,701	212,801,315	1143	+ 111
1,033	Southwest Bank, St. Louis, Mo.	253,368,482	171,084,095	1437	+ 404
1,034	Trust Co. Bank of Northeast Ga. NA, Athens, Ga.	252,259,000	233,274,000	1039	+ 5
1,035	First National Bank, Houma, La.	252,235,000	269,406,060	889	
1,036	American Trust & Savings Bank, Dubuque, Iowa	252,128,612	218,019,431	1121	+85
1,037	Citizens & Northern Bank, Ralston, Pa.	251,305,000	229,843,000	1056	+19
1,038	Main Bank, Wheeling, Ill.	251,226,000	233,294,341	1038	
1,039	Southside State Bank, Tyler, Tex.	250,961,000	230,119,000	1055	+16
1,040	Farmers Trust Co., Carlisle, Pa.	250,852,851	231,034,772	1050	+10
1,041	Bryn Mawr Trust Co., Bryn Mawr, Pa.	250,749,836	202,761,000	1203	+ 162
1,042	Napa Valley Bank, Napa, Calif.	250,598,564	189,913,551	1281	+ 239
1,043	Commerce Bank of St. Joseph NA, St. Joseph, Mo.	250,495,000	248,100,000	972	
1,044	Hazleton National Bank, Nuremburg, Pa.	250,475,980	228,337,000	1062	+18
1,045	FirstBank of Westland NA, Lakewood, Colo.	250,377,000	229,013,460	1059	+14
1,046	Texas Commerce Bank-Las Colinas, Irving, Tex.	250,220,000	227,296,443	1068	+22
1,047	Valley Bank & Trust Co., Chambersburg, Pa.	249,953,584	218,611,759	1115	+68
1,048	Affiliated Bank/North Shore National, Chicago, Ill.	249,913,152	226,018,433	1074	+26
1,049	Hills Bank & Trust Co., Hills, Iowa	249,840,116	219,609,000	1111	+62
1,050	Dutchess Bank & Trust Co., Poughkeepsie, N.Y.	249,482,610	206,065,667	1177	+ 127
1,051	Midway National Bank, St. Paul, Minn.	249,418,394	230,432,089	1053	+ 2
1,052	USAmeribanc/Elk Grove, Elk Grove Village, Ill.	249,349,000	229,337,000	1057	+ 5
1,053	Chino Valley Bank, Chino, Calif.	249,259.100	191,496,000	1268	+ 215
1,054	First Wisconsin National Bank, Eau Claire, Wis.	248,997,405	221,555,112	1101	+47
1,055	National Bank, Long Beach, Calif.	248,821,503	142,322,274	1710	+ 655
1,056	Trust Co. Bank of Cobb Cty. NA, Smyrna, Ga.	248,571,334	218,513,679	1116	+60
1,057	Denver National Bank, Denver, Colo.	248,325,590	303,974,239	802	
1,058	Valley Bank, Idaho Falls, Idaho	247,580,039	254,504,268	943	
1,059	Peoples Bank, Bloomington, Ill.	247,420,000	227,609,387	1067	+ 8
1,060	Bank of Long Island, Babylon, N.Y.	247,236,056	218,964,339	1112	+52
1,061	First United Bank & Trust, Oakland, Md.	247,027,902	226,282,028	1072	+11
1,062	United National Bank & Trust Co., Canton, Ohio	246,958,557	222,241,124	1096	+34
1,063	Plano Bank & Trust Co., Plano, Tex.	246,845,733	205,877,020	1179	+ 116
1,064	InterFirst Bank Corsicana NA, Corsicana, Tex.	246,656,682	211,157,000	1153	+89
1,065	American National Bank, St. Joseph, Mo.	245,742,135	268,748,000	892	
1,066	West Suburban Bank, Lombard, Ill.	245,175,000	227,041,000	1069	+ 3
1,067	Southern California Bank, Downey, Calif.	245,151,660	201,978,077	1211	+ 144
1,068	Deposit Bank, Du Bois, Pa.	245,065,426	227,911,000	1064	
1,069	People's Banking & Trust Co., Marietta, Ohio	244,939,605	234,664,731	1032	
1,070	InterFirst Bank Conroe NA, Conroe, Tex.	244,545,000	243,984,000	994	
1,071	Miners & Mechanics Svgs & Tr Co, Steubenville, Ohio	244,200,000	236,691,000	1022	
1,072	First Midwest Bank NA, Waukegan, Ill.	243,777,616	211,924,333	1148	+76
1,073	Valley National Bank, Glendale, Calif.	243,473,424	210,120,219	1158	+85
1,074	Peoples Nat'l Bank of Central Penn., State College	243,301,000	223,509,650	1090	+16
1,075	Comerica Bank-Kalamazoo, Kalamazoo, Mich.	242,981,000	234,406,000	1034	
1,076	Dearborn Bank & Trust Co., Dearborn, Mich.	242,813,373	218,804,805	1113	+37
1,077	DuBois County Bank, Jasper, Ind.	242,787,000	228,546,150	1061	
1,078	Valley Bank, Madison, Wis.	242,717,000	223,765,000	1088	+10
1,079	Fiduciary Trust Co., New York, N.Y.	242,526,877	187,264,587	1301	+ 222
1,080	MBank Pasadena, Pasadena, Tex.	242,265,807	241,626,000	1003	
1,081	First National Bank, East Chicago, Ind.	242,210,705	265,099,819	904	
1,082	First National Bank, Zanesville, Ohio	242,145,000	220,902,000	1105	+23
1,083	Marine Bank Appleton NA, Appleton, Wis.	242,090,247	241,728,000	1001	
1,084	Peoples National Bank, Piscataway, N.J.	242,065,650	209,582,849	1164	+80
1,085	Lincoln National Bank, Encino, Calif.	241,952,516	155,331,651	1579	+ 494
1,086	First City Bank of Richardson, Richardson, Tex.	241,717,000	228,648,000	1060	
1,087	Hamilton Bank of Upper E. Tenn., Johnson City	241,667,827	212,254,614	1146	+59
1,088	Capital City First National Bank, Tallahassee, Fla.	240,715,000	209,633,146	1163	+75
1,089	InterFirst Bank Victoria, Victoria, Tex.	240,449,000	200,790,000	1218	+ 129
1,090	Federal Nat'l Bank & Trust Co., Shawnee, Okla.	239,777,000	245,787,000	979	
1,091	Dai-Ichi Kangyo Bank of California, Los Angeles	239,757,000	244,137,222	991	
1,092	St. Lawrence National Bank, Canton, N.Y.	239,694,000	216,421,000	1128	+36
1,093	First Virginia Bank-Colonial, Richmond, Va.	239,584,243	211,319,000	1151	+58
1,094	Burke & Herbert Bank & Trust Co., Alexandria, Va.	239,008,000	195,315,000	1244	+ 150
1,095	First National Bank, Rochester, Minn.	238,986,000	233,197,000	1040	
1,096	Unitedbank-Houston, Houston, Tex.	238,640,399	280,625,551	855	
1,097	First City National Bank, Bryan, Tex.	238,583,000	218,058,490	1119	+22
1,098	Lexington State Bank, Lexington, N.C.	238,484,000	215,484,799	1131	+33
1,099	Harris Bank Hinsdale NA, Hinsdale, Ill.	237,176,000	191,453,000	1269	+ 170
1,100	Security Bank, Monroe, Mich.	237,173,708	224,014,006	1085	
1,101	Simsbury Bank & Trust Co., Simsbury, Conn.	236,907,000	198,431,000	1229	+ 128
1,102	Heritage Bank, Atlanta, Ga.	236,891,000	178,653,000	1372	+ 270
1,103	Old Kent Bank-Southeast, Trenton, Mich.	236,847,533	231,913,000	1046	
1,104	Bank South, Macon, Ga.	236,842,000	208,819,000	1168	+64
1,105	Lafayette Bank & Trust Co., Bridgeport, Conn.	236,700,345	183,851,317	1326	+ 221
1,106	First Bank, Whiting, Ind.	236,519,000	243,576,111	996	
1,107	First Interstate Bk of N. Ind. NA, South Bend	236,133,000	216,872,000	1124	+17
1,108	Shawmut Merchants Bank NA, Salem, Mass.	236,043,000	195,242,000	1245	+ 137
1,109	SouthTrust Bank, Mobile, Ala.	235,973,616	191,682,193	1266	+ 157
1,110	Inter-City Bank, Benton Harbor, Mich.	235,708,776	217,375,232	1122	+12
1,111	Boatmen's National Bank, Belleville, Ill.	235,661,156	212,515,161	1145	+34
1,112	Nevada State Bank, Las Vegas, Nev.	235,622,000	223,411,000	1091	
1,113	Merchants National Bank, Fort Smith, Ark.	235,612,000	191,381,000	1271	+ 158
1,114	Bank One Portsmouth NA, Portsmouth, Ohio	235,385,000	225,561,000	1077	
1,115	Parkway Bank & Trust Co., Harwood Heights, Ill.	235,309,308	214,322,502	1138	+23
1,116	Shawmut Needham Bank NA, Needham, Mass.	235,145,000	194,756,000	1246	+ 130
1,117	CommerceBank, Newport Beach, Calif.	235,026,307	184,378,000	1324	+ 207
1,118	Dubuque Bank & Trust Co., Dubuque, Iowa	234,928,951	236,631,000	1023	
1,119	Salem Bank & Trust Co., Goshen, Ind.	234,508,079	245,174,567	986	
1,120	Alaska National Bank of the North, Fairbanks, Alas.	234,441,000	325,088,000	752	
1,121	Anthony Wayne Bank, Fort Wayne, Ind.	233,919,000	247,177,000	974	
1,122	Bank of Palm Beach & Trust Co., Palm Beach, Fla.	233,874,715	176,831,082	1389	+ 267
1,123	First Bank & Trust Co., Creve Coeur, Mo.	233,475,000	197,244,000	1234	+ 111
1,124	MBank Odessa NA, Odessa, Tex.	233,417,000	225,064,182	1079	
1,125	General Bank, Los Angeles, Calif.	233,173,000	184,403,864	1323	+ 198
1,126	First National Bank, Fayetteville, Ark.	232,747,000	236,940,999	1021	
1,127	Union Bank & Trust Co., Oklahoma City, Okla.	232,664,000	261,712,000	914	
1,128	Harleysville National Bank & Trust Co., Pa.	232,639,989	181,792,692	1345	+ 217
1,129	Cenwest National Bank, Johnstown, Pa.	232,614,000	117,561,273	2125	+ 996
1,130	United Bank of Fort Collins NA, Fort Collins, Colo.	232,448,036	227,664,407	1066	
1,131	Grand Bank R L Thornton at Grand, Dallas, Tex.	232,250,373	221,272,000	1103	
1,132	Michigan National Bank of Macomb, Warren, Mich.	232,247,000	220,642,000	1107	
1,133	South Chicago Savings Bank, Chicago, Ill.	231,568,000	221,970,517	1097	
1,134	Harris Bank, Roselle, Ill.	231,071,235	201,987,491	1210	+76
1,135	First State Bank, East Detroit, Mich.	230,673,030	212,948,000	1142	+ 7
1,136	Jefferson Bank, Haverford, Pa.	230,620,000	157,828,000	1555	+ 419
1,137	Rock Hill National Bank, Rock Hill, S.C.	230,427,000	184,555,267	1322	+ 185
1,138	Raceland Bank & Trust Co., Raceland, La.	230,009,500	224,592,001	1082	
1,139	Old Kent Bank, Holland, Mich.	229,911,000	220,385,000	1108	
1,140	First National Bank, Farmington, N.M.	229,150,000	206,144,000	1176	+36
1,141	First Nat'l Mercantile B & T Co., Joplin, Mo.	229,117,632	169,152,094	1457	+ 316
1,142	First American Nat'l Bank of N. Little Rock NA, Ark.	229,102,000	239,245,000	1015	
1,143	Jackson National Bank, Jackson, Tenn.	229,064,866	213,204,364	1141	
1,144	Cambridge Trust Co., Cambridge, Mass.	228,740,000	175,205,000	1410	+ 266
1,145	Longview Bank & Trust Co., Longview, Tex.	228,461,762	209,704,746	1161	+16
1,146	Citizens National Bank, Decatur, Ill.	227,470,865	221,493,297	1102	
1,147	Banquest/First National Bank, Santa Fe, N.M.	227,416,000	223,677,901	1089	
1,148	InterFirst Bank El Paso NA, El Paso, Tex.	227,366,000	196,081,000	1238	+90
1,149	Waterloo Savings Bank, Waterloo, Iowa	227,170,519	178,636,481	1373	+ 224
1,150	Peoples Bank & Trust Co., Indianapolis, Ind.	227,099,136	193,957,549	1253	+ 103
1,151	Allied Merchants Bank, Port Arthur, Tex.	226,711,000	222,536,365	1094	
1,152	First National Bank, Springdale, Ark.	226,667,000	201,650,087	1213	+61
1,153	McHenry State Bank, McHenry, Ill.	226,422,000	204,723,000	1188	+35
1,154	Texas Commerce Bank-Longview NA	225,700,616	213,255,388	1140	
1,155	Citizens & Peoples National Bank, Pensacola, Fla.	225,241,739	175,731,907	1403	+ 248
1,156	First National Bank, Fairbanks, Alas.	224,814,349	216,955,000	1123	
1,157	First National Bank, San Diego, Calif.	224,733,000	136,592,000	1789	+ 632
1,158	Independent Bank & Trust Co., Willimantic, Conn.	224,687,000	193,874,000	1254	+96
1,159	National City Bank, Norwalk, Ohio	224,189,868	211,893,394	1149	
1,160	Fifth Third Bank of N'western Ohio NA, Findlay	224,170,314	207,933,309	1170	+10
1,161	Bank of the Orient, San Francisco, Calif.	224,166,253	214,928,837	1136	
1,162	City National Bank, Fort Smith, Ark.	224,143,916	222,981,634	1093	
1,163	Berkshire Bank & Trust Co., Pittsfield, Mass.	224,126,120	189,004,810	1287	+ 124
1,164	First National Bank, Pikeville, Ky.	224,076,086	212,025,913	1147	
1,165	Mark Twain Kansas City Bank, Kansas City, Mo.	224,056,378	179,768,447	1356	+ 191
1,166	Union National Bank, Albany, N.Y.	223,905,000	203,425,000	1199	+33
1,167	Citizens State Bank, Owensboro, Ky.	223,833,694	198,781,829	1227	+60
1,168	Merchants & Farmers Bank, Kosciusko, Miss.	222,863,000	208,943,013	1167	
1,169	Lincoln National Bank, Chicago, Ill.	222,615,000	205,656,000	1181	+12
1,170	Michigan Avenue National Bank, Chicago, Ill.	222,533,680	199,986,000	1224	+54
1,171	M&I Bank of Madison, Madison, Wis.	222,399,828	185,769,134	1314	+ 143
1,172	Tri-Counties Bank, Chico, Calif.	222,307,000	172,318,000	1427	+ 255
1,173	Norwest Bank MetroWest NA, Hopkins, Minn.	222,298,000	186,580,000	1308	+ 135
1,174	Midlantic Nat'l/Sussex & Merchants, Newton, NJ	222,214,000	175,825,000	1402	+ 228
1,175	Heritage/Pullman B & T Co., Chicago, Ill.	222,061,770	218,242,660	1118	
1,176	Old Second National Bank, Aurora, Ill.	221,912,083	204,004,000	1197	+21
1,177	West Des Moines State Bank, Iowa	221,811,120	188,778,361	1292	+ 115
1,178	Norwest Bank Rochester NA, Rochester, Minn.	221,695,000	211,309,000	1152	
1,179	Bank One Athens NA, Athens, Ohio	221,563,000	165,755,350	1482	+ 303
1,180	First National Bank of Long Island, Glen Head, N.Y.	221,326,597	178,983,933	1364	+ 184
1,181	Norwest Bank Casper NA, Casper, Wyo.	221,075,000	260,840,217	918	
1,182	First Farmers & Merchants NB, Columbia, Tenn.	220,909,359	193,308,424	1255	+73
1,183	Council Bluffs Savings Bank, Council Bluffs, Iowa	220,600,000	206,031,822	1178	
1,184	American Asian Bank, San Francisco, Calif.	220,418,000	214,390,000	1137	
1,185	Bank & Trust Co., Arlington Heights, Ill.	220,197,000	224,519,200	1084	
1,186	Texas American Bank/McKinney NA, McKinney, Tex.	220,192,598	194,273,046	1252	+66
1,187	American National Bank, Vincennes, Ind.	219,898,759	205,021,293	1183	
1,188	Valley Bank, Green Bay, Wis.	219,776,945	200,328,319	1222	+34
1,189	Exchange National Bank, Jefferson City, Mo.	219,540,045	203,652,355	1198	+ 9
1,190	First National Bank, Highland, N.Y.	219,539,000	181,088,000	1348	+ 158
1,191	Manufacturers Bank of Southfield NA, Mich.	219,255,000	224,692,000	1081	
1,192	Oak Brook Bank, Oak Brook, Ill.	218,983,385	160,227,000	1531	+ 339
1,193	First-Knox National Bank, Mount Vernon, Ohio	218,653,306	185,274,627	1319	+ 126
1,194	Endicott Trust Co., Endicott, N.Y.	218,064,850	210,484,770	1156	
1,195	Kansas State Bank & Trust Co., Wichita, Kan.	217,859,619	250,931,058	957	
1,196	Citizens Fidelity Bank Hardin Cty., Elizabethtown, Ky.	217,674,000	200,875,000	1217	+21
1,197	Guardian Bank, Los Angeles, Calif.	217,659,116	84,138,383	3108	+1911
1,198	RepublicBank Spring Branch, Houston, Tex.	217,519,000	249,143,040	969	
1,199	F&M Bank, Menomonee Falls, Wis.	217,321,000	201,895,000	1212	+13
1,200	Midwest Bank & Trust Co., Elmwood Park, Ill.	217,289,058	199,137,211	1226	+26

American Banker
TOP 2,500 BANKS
Compiled by American Banker

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,201	Barnett Banks Trust Co. NA, Jacksonville, Fla.	217,238,242	128,876,619	1896	+ 695
1,202	United Bank of Texas, Austin, Tex.	217,097,000	204,692,000	1189	
1,203	Central Bank & Trust, Fort Worth, Tex.	216,722,591	204,166,213	1194	
1,204	First Illinois Bank, La Grange, Ill.	216,710,603	206,423,157	1175	
1,205	First National Bank, Grand Forks, N.D.	216,670,731	207,501,352	1171	
1,206	Barnett Bank of W. Florida, Pensacola, Fla.	216,523,961	263,683,889	910	
1,207	American National Bank, Libertyville, Ill.	216,181,636	185,549,750	1318	+ 111
1,208	First Union Bank of Griffin, Griffin, Ga.	215,073,000	202,494,069	1205	
1,209	Dominion Bank of Maryland NA, Rockville, Md.	215,065,000	183,395,992	1333	+ 124
1,210	Community State Bank, Bloomington, Minn.	214,772,000	185,648,000	1316	+ 106
1,211	First National Bank, South Miami, Fla.	214,494,685	170,569,615	1446	+ 235
1,212	Lafayette Bank & Trust Co., Lafayette, Ind.	214,358,000	205,739,000	1180	
1,213	First National Trust Bank, Sunbury, Pa.	214,000,000	208,726,385	1169	
1,214	Trust Co. Bank of Columbus NA, Columbus, Ga.	213,989,000	182,875,000	1336	+ 122
1,215	First State Bank & Trust Co., Mission, Tex.	213,724,282	191,592,351	1267	+52
1,216	Coconut Grove Bank, Miami, Fla.	213,714,125	178,898,338	1366	+ 150
1,217	RepublicBank Lufkin, Lufkin, Tex.	213,676,674	204,671,505	1190	
1,218	Comerica Bank-Troy, Troy, Mich.	213,342,000	192,117,000	1265	+47
1,219	Post Oak Bank, Houston, Tex.	213,327,188	216,516,000	1127	
1,220	United Missouri City Bank, Kansas City, Mo.	213,219,636	194,360,031	1251	+31
1,221	Barnett Bank of Lake Cty. NA, Eustis, Fla.	213,083,571	189,954,000	1280	+59
1,222	Sun Bank & Tr/Charlotte Cty. NA, Port Charlotte, Fla.	213,083,462	180,130,740	1353	+ 131
1,223	Bank of Granite, Granite Falls, N.C.	212,896,000	177,057,000	1386	+ 163
1,224	Peoples-Liberty Bank & Trust Co., Covington, Ky.	212,307,337	227,721,246	1065	
1,225	Richfield Bank & Trust Co., Richfield, Minn.	212,265,000	190,267,000	1276	+51
1,226	Texas American Bank/Austin, Austin, Tex.	211,757,000	195,963,213	1239	+13
1,227	RepublicBank Garland NA, Garland, Tex.	211,722,000	176,786,000	1392	+ 165
1,228	Citizens Banking Co., Salineville, Ohio	211,226,959	186,582,000	1307	+79
1,229	Texas American Bank/Westside, Fort Worth, Tex.	211,146,000	184,232,000	1325	+96
1,230	Twentieth Street Bank Inc., Huntington, W. Va.	211,099,270	209,871,259	1160	
1,231	County National Bank, Clearfield, Pa.	211,052,019	197,625,473	1233	+ 2
1,232	First Bank Minnesota NA, Virginia, Minn.	210,489,895	220,239,934	1110	
1,233	FMB-LumbermansBank, Muskegon, Mich.	210,467,000	192,214,000	1263	+30
1,234	First National Bank, Dubuque, Iowa	210,352,000	206,564,000	1174	
1,235	First National Bank & Trust Co., Columbus, Neb.	210,312,588	204,743,000	1186	
1,236	First National Bank, Troy, Ohio	210,274,869	190,518,291	1274	+38
1,237	Jefferson National Bank, Miami Beach, Fla.	209,786,000	197,877,765	1232	
1,238	Colorado National Bank-Pueblo, Pueblo, Colo.	209,670,000	181,910,000	1344	+ 106
1,239	California Commerce Bank, Los Angeles, Calif.	209,637,446	188,907,000	1289	+50
1,240	First City Bank-Farmers Branch, Tex.	209,506,000	237,541,000	1018	
1,241	First National Bank, Clarksville, Tenn.	209,477,213	194,382,335	1250	+ 9
1,242	First National Bank, Decatur, Ill.	209,190,033	207,334,130	1173	
1,243	Scottsbluff National Bank & Trust Co., Neb.	209,122,000	129,030,000	1893	+ 650
1,244	Republic Bank, Clearwater, Fla.	209,051,000	179,704,000	1359	+ 115
1,245	Bank One Alliance NA, Alliance, Ohio	208,988,785	181,714,180	1346	+ 101
1,246	Beckley National Bank, Beckley, W. Va.	208,632,000	204,050,028	1196	
1,247	Albany Bank & Trust Co. NA, Chicago, Ill.	208,332,000	189,141,000	1286	+39
1,248	Merchants National Bank, Aurora, Ill.	208,099,387	192,501,062	1261	+13
1,249	Iowa State Bank & Trust Co., Iowa City, Iowa	207,664,203	198,520,963	1228	
1,250	Royal Bank of Pennsylvania, King of Prussia, Pa.	207,639,629	152,129,564	1611	+ 361
1,251	Canandaigua National Bank & Trust Co., N.Y.	207,611,340	190,025,000	1279	+28
1,252	InterFirst Bank University Drive, Fort Worth, Tex.	207,407,000	197,898,205	1231	
1,253	Comerica Bank-Southfield, Southfield, Mich.	207,353,000	197,922,000	1230	
1,254	Commercial Bank & Trust Co., Muskogee, Okla.	207,333,000	200,657,000	1220	
1,255	MBank Greenway, Houston, Tex.	206,741,000	165,283,417	1487	+ 232
1,256	First National Bank, Peoria, Ill.	206,483,579	207,337,848	1172	
1,257	Maplewood Bank & Trust Co., Maplewood, N.J.	206,352,000	163,227,000	1505	+ 248
1,258	Norwest Bank Fargo NA, Fargo, N.D.	206,317,058	183,594,431	1330	+72
1,259	First National Bank, Logansport, Ind.	205,909,298	195,463,629	1243	
1,260	First Bank NA-Western Montana, Missoula, Mont.	205,779,000	189,333,000	1285	+25
1,261	Bank of Raleigh, Beckley, W. Va.	205,443,281	194,550,197	1249	
1,262	NBD F&M Bank NA, Benton Harbor, Mich.	205,266,000	202,696,314	1204	
1,263	River Forest State Bank & Trust Co., River Forest, Ill.	205,149,000	202,885,000	1202	
1,264	Merchants National Bank, Topeka, Kan.	205,108,000	232,153,000	1044	
1,265	InterFirst Bank Abilene NA, Abilene, Tex.	204,713,000	259,979,000	922	
1,266	Cortland Savings & Banking Co., Cortland, Ohio	204,598,000	178,917,437	1365	+99
1,267	First National Bank, Vicksburg, Miss.	204,587,285	190,071,055	1278	+11
1,268	First National Bank, Orangeburg, S.C.	204,547,755	193,152,590	1257	
1,269	Beverly Bank, Chicago, Ill.	204,453,000	200,989,907	1215	
1,270	BancMidwest McLean Cty. NA, Bloomington, Ill.	204,335,749	202,945,000	1201	
1,271	Laurel Bank, Ebensburg, Pa.	204,192,588	200,668,000	1219	
1,272	Western Bank, Sioux Falls, S.D.	204,130,633	200,438,820	1221	
1,273	First Bank & Trust Co., Bryan, Tex.	204,048,789	209,668,837	1162	
1,274	South Main Bank, Houston, Tex.	204,047,035	195,627,102	1241	
1,275	United States National Bank, Galveston, Tex.	203,997,845	187,439,918	1300	+25
1,276	Franklin-Lamoille Bank, St. Albans, Vt.	203,557,296	186,196,535	1311	+35
1,277	Wayne Cty. National Bank, Wooster, Ohio	203,260,127	183,546,086	1331	+54
1,278	Bank of Belleville, Belleville, Ill.	203,135,000	202,157,000	1209	
1,279	First Commercial Bank, Sacramento, Calif.	203,108,000	205,069,000	1182	
1,280	Texas American Bank/Duncanville NA, Tex.	203,045,000	161,014,000	1524	+ 244
1,281	River City Bank, Sacramento, Calif.	202,690,000	177,834,000	1382	+ 101
1,282	Commercial National Bank, Berwyn, Ill.	202,662,202	186,179,669	1312	+30
1,283	Baker-Boyer National Bank, Walla Walla, Wash.	202,636,511	186,880,843	1306	+23
1,284	United Missouri Bank Northwest, St. Joseph, Mo.	202,607,945	121,800,972	2033	+ 749
1,285	Standard Bank & Trust Co., Evergreen Park, Ill.	202,327,806	188,683,000	1293	+ 8
1,286	Community Bank & Trust NA, Fairmont, W. Va.	202,073,372	182,314,685	....	
1,287	Affiliated Bank/Western National, Cicero, Ill.	202,010,025	188,864,292	1290	+ 3
1,288	Century National Bk & Tr Co., Rochester, Pa.	201,932,482	188,665,623	1294	+ 6
1,289	Tri-City Bank & Trust Co., Blountville, Tenn.	201,721,000	192,765,000	1259	
1,290	Med Center Bank, Houston, Tex.	201,616,000	180,736,000	1350	+60
1,291	Norwest Bank Central NA, Minneapolis, Minn.	201,511,000	178,866,000	1367	+76
1,292	Associated Manitowoc Bank NA, Manitowoc, Wis.	201,495,362	185,557,098	1317	+25
1,293	Great Southern National Bank, Jackson, Miss.	201,298,000	216,692,000	1125	
1,294	Central National Bank, New York, N.Y.	201,288,000	220,306,000	1109	
1,295	Hawaii National Bank, Honolulu, Hawaii	201,099,000	175,268,000	1408	+ 113
1,296	Bank of the Hills, Austin, Tex.	201,053,267	178,008,135	1381	+85
1,297	Savings Bank of Mendocino Cty., Ukiah, Calif.	200,959,036	173,967,311	1420	+ 123
1,298	Drovers & Mechanics Bank, York, Pa.	200,953,867	191,415,504	1270	
1,299	Norwest Bank Billings NA, Billings, Mont.	200,803,530	223,073,000	1092	
1,300	First American National Bank, St. Cloud, Minn.	200,563,349	183,652,607	1329	+29
1,301	Bank of Illinois, Champaign, Ill.	200,338,458	187,644,562	1296	
1,302	InterFirst Bank Odessa NA, Odessa, Tex.	200,320,000	216,531,000	1126	
1,303	Allied Bank of Marble Falls, Marble Falls, Tex.	200,092,274	215,094,205	1135	
1,304	Barnett Bank of St. Johns Cty., St. Augustine, Fla.	200,023,131	167,528,276	1473	+ 169
1,305	Lincoln Trust Co., Hingham, Mass.	200,005,000	158,514,000	1550	+ 245
1,306	First National Bank, Portsmouth, N.H.	199,911,079	169,954,962	1450	+ 144
1,307	Fifth Third Bank of Columbus, Columbus, Ohio	199,728,018	80,885,000	3261	+1954
1,308	First National Bank, Cicero, Ill.	199,681,059	187,135,689	1303	
1,309	Marine Bank Dane Cty., Madison, Wis.	199,397,000	192,126,916	1264	
1,310	First Wisconsin National Bank, Oshkosh, Wis.	198,887,270	175,396,079	1407	+97
1,311	Empire National Bank, Traverse City, Mich.	198,762,000	178,501,000	1374	+63
1,312	Security National Bank & Trust Co., Norman, Okla.	198,416,423	220,812,272	1106	
1,313	Naper Bank NA, Naperville, Ill.	198,095,091	171,065,000	1439	+ 126
1,314	First National Bank & Trust Co., Marquette, Mich.	197,635,316	160,286,052	1530	+ 216
1,315	County Bank, Palmetto, Fla.	197,542,000	171,815,000	1432	+ 117
1,316	University Bank & Trust Co., Newton, Mass.	197,440,000	147,882,000	1652	+ 336
1,317	Farmers & Merchants National Bank, Bridgeton, N.J.	197,358,000	171,069,000	1438	+ 121
1,318	Wauwatosa State Bank, Wauwatosa, Wis.	197,343,857	174,567,081	1416	+98
1,319	First National Bank & Trust Co., Bismarck, N.D.	197,339,000	216,131,000	1129	
1,320	Bank of Gonzales, Gonzales, La.	197,295,000	204,733,000	1187	
1,321	American National Bank & Trust Co., Muncie, Ind.	197,276,116	178,433,224	1375	+54
1,322	Dixon National Bank, Dixon, Ill.	197,022,000	183,334,000	1334	+12
1,323	First National Bank, Blue Island, Ill.	196,866,971	204,406,000	1193	
1,324	Bank of Hanover & Trust Co., Hanover, Pa.	196,853,510	169,251,268	1456	+ 132
1,325	Lake City Bank, Warsaw, Ind.	196,558,596	196,633,576	1236	
1,326	Bank of Lincolnwood, Lincolnwood, Ill.	196,525,248	175,666,585	1405	+79
1,327	Peoples Bank & Trust Co., Selma, Ala.	196,352,000	192,563,860	1260	
1,328	Allied Northeast Bank NA, North Richland Hills, Tex.	196,315,619	170,315,000	1448	+ 120
1,329	Security Bank, Marshalltown, Iowa	196,310,878	163,339,076	1502	+ 173
1,330	First Union National Bank of Rome, Rome, Ga.	196,169,510	175,641,162	1406	+76
1,331	Bank One, Middletown, Ohio	196,016,400	195,788,000	1240	
1,332	Michigan National Bank-Valley, Midland, Mich.	195,877,000	190,117,000	1277	
1,333	Santa Clarita National Bank, Valencia, Calif.	195,663,000	168,651,000	1459	+ 126
1,334	Interchange State Bank, Saddle Brook, N.J.	195,548,912	158,124,117	1554	+ 220
1,335	Texas Commerce Medical Bank, Houston, Tex.	195,397,034	187,537,378	1297	
1,336	Mercantile Bank, Jonesboro, Ark.	195,225,000	195,541,000	1242	
1,337	Brenton National Bank, Des Moines, Iowa	195,099,609	190,701,517	1273	
1,338	Wilber National Bank, Oneonta, N.Y.	195,013,000	179,767,000	1357	+19
1,339	Central National Bank, Sterling, Ill.	194,609,000	182,708,000	1339	
1,340	Bank of Waukegan, Waukegan, Ill.	194,568,000	175,121,000	1411	+71
1,341	First Community Bank Inc., Princeton, W. Va.	194,478,000	133,111,000	1838	+ 497
1,342	First National Bank, Englewood, Colo.	194,353,240	209,898,769	1159	
1,343	Town & Country Bank, Raritan Twp., N.J.	194,159,000	150,255,000	1633	+ 290
1,344	Champaign National Bank, Champaign, Ill.	194,113,812	193,191,000	1256	
1,345	Barnett Bank of Alachua Cty., Gainesville, Fla.	193,837,000	151,046,000	1622	+ 277
1,346	Commercial National Bank, Tiffin, Ohio	193,626,646	185,664,818	1315	
1,347	Valley Bank, Janesville, Wis.	193,624,000	190,505,000	1275	
1,348	Texas American Bank/Riverside, Fort Worth, Tex.	193,594,000	183,844,000	1327	
1,349	Trust Co. Bk. of Northwest Ga. NA, Rome, Ga.	193,389,000	174,120,000	1417	+68
1,350	SouthTrust Bank of Huntsville NA, Huntsville, Ala.	193,288,000	152,072,808	1612	+ 262
1,351	Citizens Bank, Jonesboro, Ark.	193,246,000	179,762,000	1358	+ 7
1,352	Metropolitan Bank, Lima, Ohio	193,163,000	176,301,000	1399	+47
1,353	Heritage/Cty. Bank & Trust Co., Blue Island, Ill.	193,150,554	179,988,344	1355	+ 2
1,354	Century Bank, Phoenix, Ariz.	193,083,302	171,240,000	1436	+82
1,355	Second National Bank, Hamilton, Ohio	193,008,801	187,154,000	1302	
1,356	Security National Bank & Trust Co., Wheeling, W. Va.	192,994,000	180,165,300	1352	
1,357	TOTALBANK, Miami, Fla.	192,965,371	168,574,125	1461	+ 104
1,358	First Bank, McComb, Miss.	192,959,109	182,204,928	1342	
1,359	Uptown National Bank, Chicago, Ill.	192,834,000	172,070,861	1430	+71
1,360	City National Bank & Trust Co., Rockford, Ill.	192,824,000	179,003,000	1363	+ 3
1,361	Farmers & Merchants State Bank, Archbold, Ohio	192,525,000	160,391,000	1527	+ 166
1,362	Farmers & Merchants Trust Co., Chambersburg, Pa.	192,470,000	169,251,470	1455	+93
1,363	Southern Bank & Trust Co., Mount Olive, N.C.	192,440,232	121,250,000	2042	+ 679
1,364	Central National Bank & Trust Co., Enid, Okla.	192,336,000	212,649,000	1144	
1,365	Concordia Bank & Trust Co., Vidalia, La.	192,024,613	176,796,831	1391	+26
1,366	Commercial Bank, Panama City, Fla.	191,919,076	183,785,718	1328	
1,367	Central National Bank, Canajoharie, N.Y.	191,908,746	167,393,149	1474	+ 107
1,368	MBank Westchase NA, Houston, Tex.	191,879,000	77,332,000	3428	+2060
1,369	Northern Bank of Tennessee, Clarksville, Tenn.	191,772,940	170,609,504	1444	+75
1,370	Waukesha State Bank, Waukesha, Wis.	191,349,146	169,460,994	1453	+83
1,371	Exeter Banking Co., Exeter, N.H.	191,171,034	155,015,000	1582	+ 211
1,372	Citizens National Bank, Bowling Green, Ky.	190,949,000	194,613,000	1248	
1,373	Stillwater National Bank & Trust Co., Stillwater, Okla.	190,732,082	181,195,010	1347	
1,374	Trust Co. Bank of South Georgia NA, Albany, Ga.	190,706,211	140,776,384	1733	+ 359
1,375	NBD Cadillac Bank, Cadillac, Mich.	190,488,874	185,273,000	1320	
1,376	North Side Bank & Trust Co., Cincinnati, Ohio	189,971,894	150,276,622	1632	+ 256
1,377	Chicago City Bank & Trust Co., Chicago, Ill.	189,693,866	182,268,110	1341	
1,378	InterFirst Bank Oak Cliff, Dallas, Tex.	189,626,000	157,234,000	1560	+ 182
1,379	Bank of San Francisco, San Francisco, Calif.	189,526,000	113,812,994	2214	+ 835
1,380	Commercial Bank, Salem, Ore.	189,508,000	167,646,000	1472	+92
1,381	Shawmut First County Bank NA, Brockton, Mass.	189,388,000	161,777,000	1515	+ 134
1,382	Citizens National Bank, Henderson, Tex.	189,259,995	222,260,997	1095	
1,383	Gateway State Bank, Richmond, N.Y.	189,161,340	140,356,000	1738	+ 355
1,384	First Bank, Slidell, La.	188,890,526	172,234,000	1429	+45
1,385	Mellon Bank (MD), Bethesda, Md.	188,784,000	....	....	
1,386	BancTEXAS McKinney NA, McKinney, Tex.	188,768,000	164,542,000	1493	+ 107
1,387	Urban National Bank, Franklin Lakes, N.J.	188,721,000	155,764,645	1571	+ 184
1,388	Monticello State Bank, Monticello, Iowa	188,661,371	171,491,302	1434	+46
1,389	Hutchinson National Bank & Trust Co., Kan.	188,604,106	189,897,048	1284	
1,390	University National Bank & Trust Co., Palo Alto, Calif.	188,466,582	120,343,493	2061	+ 671
1,391	Third National Bank, Ashland, Ky.	188,426,600	188,568,000	1295	
1,392	National Bank of Sussex Cty., Branchville, N.J.	188,422,000	137,980,000	1763	+ 371
1,393	German American Bank, Jasper, Ind.	188,156,000	165,860,000	1480	+87
1,394	Norwest Bank La Crosse NA, La Crosse, Wis.	188,117,595	166,419,004	1478	+84
1,395	First National Bank, West Chester, Pa.	187,217,956	153,497,195	1597	+ 202
1,396	Bank of Inverness, Inverness, Fla.	187,143,935	168,469,166	1463	+67
1,397	Comerica Bank-Ann Arbor NA, Ann Arbor, Mich.	187,044,000	180,905,813	1349	
1,398	American Nat'l Bank & Trust Co., Bowling Green, Ky.	187,011,209	187,473,375	1298	
1,399	Community First Bank, Bakersfield, Calif.	186,640,379	178,777,251	1370	
1,400	Johnson County Bank NA, Prairie Village, Kan.	186,563,108	193,114,847	1258	

American Banker

TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,401	Greene County Bank, Greeneville, Tenn.	186,478,000	172,843,902	1424	+23
1,402	Landmark Bk of St Charles Cty NA, St Charles, Mo.	186,336,000	163,821,000	1499	+97
1,403	Gettysburg National Bank, Gettysburg, Pa.	186,328,105	161,767,000	1516	+113
1,404	Franklin Bank & Trust Co., Franklin, Ind.	186,306,032	174,673,880	1414	+10
1,405	First Interstate Bank of Golden NA, Golden, Colo.	186,269,355	176,935,503	1388	
1,406	National Security Bank, Chicago, Ill.	186,139,000	186,387,715	1309	
1,407	MBank Longview NA, Longview, Tex.	185,813,353	178,313,741	1376	
1,408	First National Bank, Magnolia, Ark.	185,769,226	168,530,231	1462	+54
1,409	First National Bank, Lake Charles, La.	185,700,000	191,289,945	1272	
1,410	Texas American Bank/Levelland, Levelland, Tex.	185,536,000	178,295,000	1377	
1,411	Croghan Colonial Bank, Fremont, Ohio	185,515,000	170,815,000	1441	+30
1,412	Commercial State Bank, St. Paul, Minn.	185,435,931	177,173,898	1385	
1,413	Security First National Bank, Alexandria, La.	185,377,473	148,838,764	1644	+231
1,414	First Continental Bank & Trust, Overland Park, Kan.	185,237,000	175,707,850	1404	
1,415	SafraBank, Miami, Fla.	185,087,150	201,095,835	1214	
1,416	NCNB National Bank, Atlanta, Ga.	185,082,000	100,860,640	2573	+1157
1,417	First United Bank, Bay Springs, Miss.	185,042,605	189,003,498	1288	
1,418	First Trust & Savings Bank, Kankakee, Ill.	185,014,401	168,290,257	1467	+49
1,419	Alameda First National Bank, Alameda, Calif.	185,003,000	161,276,000	1520	+101
1,420	Southern National Bank of S.C., Columbia, S.C.	184,919,000	N.A.	....	
1,421	National Exchange Bank & Trust, Fond Du Lac, Wis.	184,775,632	180,098,777	1354	
1,422	Indian Head Bank North, Littleton, N.H.	184,773,587	172,356,000	1426	+4
1,423	Citizens National Bank, Leesburg, Fla.	184,613,972	158,601,010	1549	+126
1,424	Avenue Bank & Trust Co., Oak Park, Ill.	184,457,000	165,276,000	1488	+64
1,425	Norwest Bank Calhoun-Isles NA, Minneapolis, Minn.	184,189,000	146,658,049	1662	+237
1,426	Oak Lawn National Bank, Oak Lawn, Ill.	184,158,000	156,868,363	1564	+138
1,427	Peoples Bank, Biloxi, Miss.	183,997,954	154,988,517	1583	+156
1,428	Glastonbury Bank & Trust Co., Glastonbury, Conn.	183,871,336	139,301,463	1748	+320
1,429	First State Bank, Uvalde, Tex.	183,806,477	178,821,716	1369	
1,430	Bank of Bethesda, Bethesda, Md.	183,555,000	160,198,000	1532	+102
1,431	First National Bank, Anoka, Minn.	183,552,000	172,716,000	1425	
1,432	Adirondack Trust Co., Saratoga Springs, N.Y.	183,456,517	159,558,205	1540	+108
1,433	Sun Bank of Pasco Cty., Zephyrhills, Fla.	183,131,072	147,184,513	1657	+224
1,434	Bank of Murray, Murray, Ky.	183,074,975	174,819,436	1413	
1,435	First National Bank, Richmond, Ind.	183,055,000	183,406,000	1332	
1,436	Central State Bank, Muscatine, Iowa	183,051,770	162,271,794	1510	+74
1,437	First NH White Mountain Bank, North Conway, N.H.	182,989,000	69,526,000	3836	+2399
1,438	Cherry Creek National Bank, Denver, Colo.	182,974,000	166,513,000	1476	+38
1,439	First National Bank & Trust Co., Rogers, Ark.	182,781,000	149,946,000	1639	+200
1,440	New Milford Bank & Trust Co., New Milford, Conn.	182,607,175	136,623,789	1787	+347
1,441	American Bank & Trust Co., Monroe, La.	182,371,627	125,556,440	1959	+518
1,442	Planters Bank & Trust Co. of Virginia, Fishersville, Va.	182,222,000	157,377,000	1558	+116
1,443	Bank One Coshocton NA, Coshocton, Ohio	182,172,536	172,311,354	1428	
1,444	Texas Commerce Bank of Fort Worth	181,852,381	162,059,143	1513	+69
1,445	Blue Ball National Bank, Blue Ball, Pa.	181,614,812	159,687,686	1537	+92
1,446	Planters Bank & Trust Co., Hopkinsville, Ky.	181,557,588	176,000,237	1401	
1,447	First National Bank, Sioux City, Iowa	181,553,142	202,456,204	1206	
1,448	American National Bank, Brunswick, Ga.	181,357,000	165,409,000	1485	+37
1,449	Union State Bank, Carmel, Ind.	181,283,855	156,754,811	1565	+116
1,450	Merchants National Bank, Winona, Minn.	181,260,912	167,679,379	1471	+21
1,451	Skylake State Bank, North Miami Beach, Fla.	181,070,000	147,584,000	1654	+203
1,452	Colonial Bank of East-Central Ala., Pell City, Ala.	181,011,000	N.A.	....	
1,453	Bank of Los Angeles, Los Angeles, Calif.	180,735,263	124,018,000	1985	+532
1,454	Bank of Contra Costa, Walnut Creek, Calif.	180,584,000	144,404,000	1686	+232
1,455	Norwest Bank Bismarck NA, Bismarck, N.D.	180,569,000	174,020,000	1419	
1,456	Eldorado Bank, Tustin, Calif.	180,524,000	171,279,000	1435	
1,457	Bank of Newport, Newport Beach, Calif.	180,505,707	168,339,560	1465	+8
1,458	Ephrata National Bank, Ephrata, Pa.	180,301,000	161,926,000	1514	+56
1,459	First Bank & Trust, Groves, Tex.	180,169,590	152,483,851	1607	+148
1,460	Eastern Heights State Bank, St. Paul, Minn.	179,960,945	159,375,632	1541	+81
1,461	First Safety Fund National Bank, Fitchburg, Mass.	179,895,000	154,681,000	1586	+125
1,462	Fishkill National Bank, Beacon, N.Y.	179,853,905	142,446,027	1709	+247
1,463	Republic Bank Ft. Worth East NA, Fort Worth, Tex.	179,710,678	150,364,088	1629	+166
1,464	First Bank Robbinsdale NA, Robbinsdale, Minn.	179,638,792	196,749,000	1235	
1,465	First Security T&S Bank, Elmwood Park, Ill.	179,334,000	174,573,000	1415	
1,466	Central Bank & Trust Co., Owensboro, Ky.	179,142,706	166,221,499	1479	+13
1,467	NBC Bank-Brooks Field NA, San Antonio, Tex.	178,834,000	182,000,000	1343	
1,468	Bank of Bentonville, Bentonville, Ark.	178,818,431	153,742,569	1593	+125
1,469	Proctor Bank, Rutland, Vt.	178,787,510	154,467,888	1587	+118
1,470	United Bank NA, Midland, Tex.	178,729,702	113,825,962	2211	+741
1,471	First National Bank, Kokomo, Ind.	178,693,000	163,188,527	1506	+35
1,472	InterFirst San Felipe Bank NA, Houston, Tex.	178,686,955	164,391,000	1497	+25
1,473	Fidelity Bank, Fuquay-Varina, N.C.	178,685,000	159,634,170	1539	+66
1,474	Georgia State Bank, Mableton, Ga.	178,682,044	152,823,191	1603	+129
1,475	Farmers & Merchants Bank, Hagerstown, Md.	178,029,030	141,927,881	1712	+237
1,476	Garden State Bank, Jackson, N.J.	177,850,000	127,325,987	1918	+442
1,477	Harris Bank Glencoe-Northbrook NA, Glencoe, Ill.	177,717,000	134,308,519	1821	+344
1,478	Williamsport National Bank, Williamsport, Pa.	177,532,000	174,083,140	1418	
1,479	First National Bank, Big Spring, Tex.	177,520,470	188,789,673	1291	
1,480	First-Citizens National Bank, Dyersburg, Tenn.	177,476,000	174,845,000	1412	
1,481	Commerce Union Bank Eastern, Oak Ridge, Tenn.	177,117,000	176,822,000	1390	
1,482	Hardwick Bank & Trust Co., Dalton, Ga.	177,029,000	140,795,459	1731	+219
1,483	SouthTrust Bank of Etowah Cty. NA, Gadsden, Ala.	176,689,095	110,844,570	2285	+802
1,484	Guaranty Bank & Trust Co., Oklahoma City, Okla.	176,658,228	192,382,621	1262	
1,485	McLean Bank NA, McLean, Va.	176,379,000	....	....	
1,486	First Guaranty Bank, Hammond, La.	176,378,000	209,034,000	1166	
1,487	Mercantile Trust & Savings Bank, Quincy, Ill.	176,375,250	165,004,[illegible]62	1490	+3
1,488	Texas Commerce Bank-Corpus Christi NA	176,329,548	182,787,496	1337	
1,489	Central Tr. Co. of Southeastern Ohio NA, Marietta	176,257,089	107,829,231	2369	+880
1,490	Banco Financiero de Puerto Rico, Ponce, P.R.	176,242,820	170,600,000	1445	
1,491	Beneficial National Bank, Wilmington, Del.	176,174,000	146,999,000	1659	+168
1,492	Harris Bank Winnetka NA, Winnetka, Ill.	176,062,310	153,359,280	1600	+108
1,493	Citizens First National Bank, Princeton, Ill.	176,033,034	180,439,000	1351	
1,494	Plains National Bank, Lubbock, Tex.	175,896,000	179,152,704	1361	
1,495	Ohio Bank & Savings Co., Findlay, Ohio	175,863,000	159,656,000	1538	+43
1,496	Bank & Trust Co., Willow Grove, Pa.	175,858,000	150,378,000	1627	+131
1,497	Bank of Lexington & Trust Co. Inc., Lexington, Ky.	175,557,000	170,712,049	1442	
1,498	First National Bank, Christiansburg, Va.	175,488,433	155,376,166	1577	+79
1,499	First American Bank, Ashland, Ky.	175,101,375	166,936,213	1475	
1,500	Bank One Trust Co. NA, Columbus, Ohio	175,003,951	72,108,100	3685	+2185

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,501	Frederick County National Bank, Frederick, Md.	174,778,809	124,075,709	1983	+482
1,502	InterFirst Bank Temple NA, Temple, Tex.	174,736,000	165,494,000	1483	
1,503	Bank of New Haven, New Haven, Conn.	174,661,045	126,339,711	1941	+438
1,504	DeLay First Nat'l Bank & Trust Co., Norfolk, Neb.	174,559,919	164,566,779	1492	
1,505	United Bank of Waco NA, Waco, Tex.	174,547,023	159,010,291	1545	+40
1,506	Twin Falls Bank & Trust Co., Twin Falls, Idaho	174,445,396	164,403,000	1496	
1,507	Citibank (Utah), Salt Lake City, Utah	174,387,000	....	....	
1,508	Northbrook Trust & Savings Bank, Northbrook, Ill.	174,250,000	159,692,000	1536	+28
1,509	Farmers & Merchants Bank, Morgantown, W. Va.	174,167,767	163,301,994	1503	
1,510	Sun Bank/Sarasota NA, Sarasota, Fla.	174,144,304	140,980,000	1728	+218
1,511	Sun Bank/West Florida NA, Pensacola, Fla.	174,058,000	157,338,000	1559	+48
1,512	Citizens Banking Co., Sandusky, Ohio	174,055,730	160,162,409	1533	+21
1,513	Flat Top National Bank, Bluefield, W. Va.	174,040,090	161,500,421	1517	+4
1,514	Friendly Bank, Oklahoma City, Okla.	173,863,751	165,150,584	1489	
1,515	Centerre Bank of Columbia, Columbia, Mo.	173,772,000	168,597,000	1460	
1,516	St. Landry Bank & Trust Co., Opelousas, La.	173,754,920	157,390,759	1557	+41
1,517	Commerce Bank & Trust Co., Worcester, Mass.	173,539,000	151,905,000	1615	+98
1,518	First National Bank, Valparaiso, Ind.	173,459,000	154,125,000	1589	+71
1,519	Bank Wayzata, Wayzata, Minn.	173,373,000	154,724,000	1585	+66
1,520	Eagle National Bank, Miami, Fla.	173,349,914	158,998,521	1546	+26
1,521	Miners National Bank, Pottsville, Pa.	173,330,000	132,560,000	1848	+327
1,522	InterFirst Bank Carrollton, Carrollton, Tex.	172,930,000	167,826,000	1470	
1,523	Yardville National Bank, Yardville, N.J.	172,838,911	156,353,892	1567	+44
1,524	Bank of San Diego, San Diego, Calif.	172,728,000	155,936,000	1569	+45
1,525	Commercial Bank of Kendall, Miami, Fla.	172,693,000	152,012,000	1613	+88
1,526	Ruston State Bank & Trust Co., Ruston, La.	172,515,000	179,004,000	1362	
1,527	First National Bank, Ames, Iowa	172,377,007	148,944,920	1643	+116
1,528	Beaver Trust Co., Beaver, Pa.	172,340,444	161,258,110	1521	
1,529	Park West Bank & Trust Co., West Springfield, Mass.	172,333,516	134,189,117	1824	+295
1,530	American Bank of Commerce, El Paso, Tex.	172,124,100	161,124,491	1523	
1,531	County Nat'l Bank of South Fla., N. Miami Beach, Fla.	171,988,221	161,392,000	1519	
1,532	Flemington National Bank & Trust Co., N.J.	171,960,941	137,991,000	1762	+230
1,533	United Oklahoma Bank, Oklahoma City, Okla.	171,925,000	325,704,000	751	
1,534	First Bank, Gladstone, Mo.	171,733,713	145,863,029	1666	+132
1,535	Continental Bank & Trust Co., Milwaukee, Wis.	171,651,240	163,705,788	1500	
1,536	Nazareth National Bank & Trust Co., Nazareth, Pa.	171,645,817	135,002,000	1813	+277
1,537	Palmer-American National Bank, Danville, Ill.	171,617,000	166,492,000	1477	
1,538	Los Alamos National Bank, Los Alamos, N.M.	171,601,000	116,994,000	2134	+596
1,539	City National Bank, Kankakee, Ill.	171,373,276	164,530,000	1494	
1,540	InterFirst Bank East Houston, Houston, Tex.	171,030,760	141,667,300	1717	+177
1,541	First National Bank, Carbondale, Pa.	170,988,000	161,411,000	1518	
1,542	Richland Trust Co., Mansfield, Ohio	170,928,000	177,725,000	1383	
1,543	Citizens & S. Bank of Manatee Cty., Palmetto, Fla.	170,872,000	146,952,141	1660	+117
1,544	M&I First National Bank, West Bend, Wis.	170,682,329	168,462,700	1464	
1,545	First Bank Southeast NA, Franksville, Wis.	170,660,930	169,885,007	1451	
1,546	Riggs National Bank of Va., Fairfax, Va.	170,648,000	....	....	
1,547	Enterprise Banking Co., Enterprise, Ala.	170,202,229	176,228,994	1400	
1,548	Farmers' National Bank, Canfield, Ohio	170,152,075	161,176,702	1522	
1,549	First National Bank, Pampa, Tex.	170,058,898	186,890,240	1305	
1,550	Silicon Valley Bank, Santa Clara, Calif.	170,000,000	73,352,000	3614	+2064
1,551	Union Bank & Trust, Bartlesville, Okla.	169,993,000	182,719,000	1338	
1,552	Community Nat'l B&T Co., Staten Island, New York	169,984,999	154,030,913	1590	+38
1,553	Union Bank & Trust Co., Ottumwa, Iowa	169,537,468	158,486,000	1551	
1,554	Western Bank, Los Angeles, Calif.	169,335,000	108,174,000	2356	+802
1,555	Bank of Cape Cod, Falmouth, Mass.	169,218,000	144,677,000	1680	+125
1,556	Merchants Bank, Miami, Fla.	169,085,263	159,260,398	1543	
1,557	Chicago Bank of Commerce, Chicago, Ill.	168,997,000	162,309,000	1508	
1,558	American National Bank, Terrell, Tex.	168,991,000	158,386,000	1552	
1,559	First National Bank & Trust Co., Newtown, Pa.	168,743,648	143,033,969	1700	+141
1,560	First Wisconsin National Bank, Fond Du Lac, Wis.	168,573,000	160,124,000	1534	
1,561	Comerica Bank-Livonia, Livonia, Mich.	168,313,000	152,761,000	1605	+44
1,562	Central Bank, Oklahoma City, Okla.	168,288,695	160,336,264	1528	
1,563	First Interstate Bank of Lea Cty., Hobbs, N.M.	168,216,000	210,256,000	1157	
1,564	Central National Bank, Buckhannon, W. Va.	167,745,000	144,987,000	1679	+115
1,565	Miami Bank NA, Fairborn, Ohio	167,549,770	151,702,995	1618	+53
1,566	First National Bank, Conway, Ark.	167,457,858	160,905,884	1525	
1,567	Ramapo Bank, Wayne, N.J.	167,430,902	137,402,092	1773	+206
1,568	First City Bank-Gulfgate, Houston, Tex.	167,371,742	149,079,660	1642	+74
1,569	Comerica Bank-Battle Creek, Battle Creek, Mich.	167,122,000	170,000,000	1449	
1,570	First National Bank, Massillon, Ohio	167,078,000	160,881,000	1526	
1,571	Rainier Bank Alaska NA, Anchorage, Alas.	167,036,000	116,212,000	2154	+583
1,572	Rankin County Bank, Brandon, Miss.	166,996,478	155,476,000	1576	+4
1,573	Old Kent Bank of Brighton, Brighton, Mich.	166,747,000	145,158,208	1675	+102
1,574	Raleigh County National Bank, Beckley, W. Va.	166,739,000	176,740,000	1393	
1,575	Bank One Sidney NA, Sidney, Ohio	166,683,574	159,176,685	1544	
1,576	Skokie Trust & Savings Bank, Skokie, Ill.	166,658,000	155,943,537	1568	
1,577	J C Penny National Bank, Harrington, Del.	166,235,000	86,421,000	3023	+1446
1,578	Lakeside National Bank, Lake Charles, La.	166,102,000	159,265,000	1542	
1,579	First National Bank, Sidney, Ohio	165,883,000	144,419,296	1685	+106
1,580	Central Bank, Tampa, Fla.	165,835,688	150,003,719	1638	+58
1,581	Pelham Bank & Trust Co., Pelham, N.H.	165,710,000	136,727,000	1781	+200
1,582	First National Bank, Neenah, Wis.	165,632,000	153,245,000	1601	+19
1,583	Citizens Union Bank, Rogersville, Tenn.	165,530,000	151,986,000	1614	+31
1,584	American Nat'l Bank & Trust Co., Danville, Va.	165,208,121	150,708,995	1625	+41
1,585	First American National Bank, Chattanooga, Tenn.	165,021,127	153,497,000	1598	+13
1,586	Bank One, East Lansing, Mich.	164,944,000	164,818,962	1491	
1,587	InterFirst Bank SW Houston NA, Bellaire, Tex.	164,911,000	155,582,921	1575	
1,588	Hillsboro Sun Bank, Plant City, Fla.	164,802,514	148,027,991	1651	+63
1,589	Annapolis Banking & Trust Co., Annapolis, Md.	164,710,185	136,152,726	1794	+205
1,590	Western National Bank, Tulsa, Okla.	164,587,637	143,250,679	1699	+109
1,591	Rock Springs National Bank, Rock Springs, Wyo.	164,151,841	171,907,942	1431	
1,592	Key Bank of Long Island, Sayville, N.Y.	163,928,093	131,378,000	1864	+272
1,593	Barnett Bank of the Keys, Key West, Fla.	163,912,932	118,115,000	2114	+521
1,594	International Center Bank & Trust Corp., Irvine, Calif.	163,886,225	340,098,181	719	
1,595	Elliot State Bank, Jacksonville, Ill.	163,743,000	153,921,485	1591	
1,596	TransWorld Bank, Sherman Oaks, Calif.	163,702,000	150,377,000	1628	+32
1,597	Texas Commerce Bank-Hurst NA, Hurst, Tex.	163,700,000	164,001,533	1498	
1,598	St. Johns Bank & Trust Co., St. Louis County, Mo.	163,591,304	142,801,723	1704	+106
1,599	First National Bank, Ottawa, Ill.	163,151,000	148,421,000	1647	+48
1,600	Parker Square State Bank, Wichita Falls, Tex.	162,878,814	153,665,488	1594	

American Banker

TOP 2,500 BANKS

Compiled by American Banker

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,601	Bank of Beverly Hills, Beverly Hills, Calif.	162,803,000	137,264,735	1775	+ 174
1,602	Texas Commerce Bank-Odessa, Odessa, Tex.	162,700,373	163,509,427	1501	
1,603	Northwest Bank & Trust Co., Davenport, Iowa	162,645,000	186,221,000	1310	
1,604	First National Bank, Perryton, Tex.	162,628,000	101,203,000	2564	+ 960
1,605	Norwest Bank Minot NA, Minot, N.D.	162,135,903	169,069,356	1458	
1,606	First Granite City National Bank, Granite City, Ill.	162,106,789	149,525,908	1640	+34
1,607	National Bank, Fredericksburg, Va.	162,059,000	133,463,783	1831	+ 224
1,608	First National Bank, Hutchinson, Kan.	162,021,575	155,360,448	1578	
1,609	First National Bank, Muscatine, Iowa	161,892,000	153,626,000	1596	
1,610	First National Bank, Freeport, Ill.	161,813,000	170,834,739	1440	
1,611	Barnett Bank of Martin Cty. NA, Hobe Sound, Fla.	161,602,000	118,043,497	2119	+ 508
1,612	First City Bank-Windsor Park, San Antonio, Tex.	161,506,000	140,677,000	1734	+ 122
1,613	Citizens State Bank, Corpus Christi, Tex.	161,499,745	172,901,538	1422	
1,614	Heritage Bremen Bank & Trust Co., Tinley Park, Ill.	161,407,000	133,035,000	1840	+ 226
1,615	Hawkeye Bank & Trust, Des Moines, Iowa	161,323,634	107,440,000	2376	+ 761
1,616	First National Bank, Temple, Tex.	161,001,348	155,703,187	1572	
1,617	Allied Conroe Bank, Conroe, Tex.	160,985,000	142,971,685	1701	+84
1,618	United Carolina Bank of S.C., Greer, S.C.	160,885,106	137,783,000	1766	+ 148
1,619	First National Bank, Moline, Ill.	160,878,000	158,642,000	1548	
1,620	Baton Rouge Bank & Trust Co., Baton Rouge, La.	160,614,000	182,898,000	1335	
1,621	Jefferson State Bank, Chicago, Ill.	160,573,427	168,212,298	1468	
1,622	First Jersey National Bank/Fort Lee, Fort Lee, N.J.	160,545,241	118,007,100	2120	+ 498
1,623	Hudson Valley National Bank, Yonkers, N.Y.	160,467,944	126,728,076	1928	+ 305
1,624	Security State Bank, Starkville, Miss.	160,352,240	147,524,028	1656	+32
1,625	Peoples State Bank, St. Joseph, Mich.	160,304,000	139,578,839	1745	+ 120
1,626	University State Bank, Houston, Tex.	160,184,580	184,707,205	1321	
1,627	Barnett Bk of N'west Fla, Fort Walton Beach	160,028,000	80,034,331	3295	+1668
1,628	First National Bank, Killeen, Tex.	160,019,000	144,542,890	1684	+56
1,629	Pawtucket Trust Co., Pawtucket, R.I.	159,917,360	131,770,528	1857	+ 228
1,630	Barretville Bank & Trust Co., Barretville, Tenn.	159,807,588	150,294,432	1631	+ 1
1,631	Calvin B. Taylor Banking Co., Berlin, Md.	159,776,402	103,582,000	2503	+ 872
1,632	First Interstate Bk of Wisconsin NA, Eau Claire	159,571,328	154,283,828	1588	
1,633	First City National Bank, Lufkin, Tex.	159,555,108	152,215,045	1610	
1,634	Fredericktown Bank & Trust Co., Frederick, Md.	159,501,000	135,459,000	1803	+ 169
1,635	Trust Bank, Hialeah, Fla.	159,359,000	82,758,000	3180	+1545
1,636	First Midwest Bank/Danville NA, Danville, Ill.	159,309,000	162,180,000	1511	
1,637	Overland Park State Bank & Trust Co., Kan.	159,294,000	142,545,000	1707	+70
1,638	State Bank of Freeport, Freeport, Ill.	159,077,000	165,424,000	1484	
1,639	United Jersey Bk/Edgewater Nat'l, Englewood Cliffs	158,806,000	131,697,069	1858	+ 219
1,640	First State Bank & Trust Co., Conway, Ark.	158,793,676	147,082,000	1658	+18
1,641	Falmouth National Bank, Falmouth, Mass.	158,775,491	138,413,233	1760	+ 119
1,642	InterFirst Bank Denison NA, Denison, Tex.	158,755,000	137,800,000	1765	+ 123
1,643	Gulf National Bank, Lake Charles, La.	158,662,000	158,766,375	1547	
1,644	Sunwest Bank, Tustin, Calif.	158,646,000	144,996,000	1678	+34
1,645	Marine Bank of Monroe Cty., Marathon, Fla.	158,542,000	125,054,000	1965	+ 320
1,646	InterFirst Bank Beaumont, Beaumont, Tex.	158,426,765	132,387,870	1852	+ 206
1,647	Kentucky Nat'l Bank of Kenton Cty., Covington	158,377,241	141,864,485	1714	+67
1,648	Third National Bank, Sedalia, Mo.	158,257,265	144,184,183	1688	+40
1,649	North Fort Worth Bank, Fort Worth, Tex.	158,236,951	141,226,366	1722	+73
1,650	Citizens Bank, Pikeville, Ky.	158,232,525	153,019,926	1602	
1,651	Old Capital Bank & Trust Co., Corydon, Ind.	158,192,945	145,141,218	1676	+25
1,652	American Bank & Trust Co., Tulsa, Okla.	158,168,638	144,148,594	1689	+37
1,653	Delaware County Bank, Delaware, Ohio	158,159,000	145,250,007	1673	+20
1,654	Empire Bank, Springfield, Mo.	158,127,310	132,820,019	1842	+ 188
1,655	Quakertown National Bank, Quakertown, Pa.	158,076,000	135,635,000	1802	+ 147
1,656	Union Center National Bank, Union, N.J.	157,909,282	128,190,468	1908	+ 252
1,657	InterFirst Bank Waco NA, Waco, Tex.	157,888,035	136,631,000	1786	+ 129
1,658	National Bank, La Jolla, Calif.	157,842,000	104,721,000	2454	+ 796
1,659	Olympic International B & T Co., Boston, Mass.	157,767,000	70,803,188	3761	+2102
1,660	Capitol Bank & Trust, Chicago, Ill.	157,726,000	151,596,784	1619	
1,661	Bank of Sturgeon Bay, Sturgeon Bay, Wis.	157,697,000	143,338,000	1697	+36
1,662	First State Bank, Springdale, Ark.	157,676,000	155,809,609	1570	
1,663	McLachlen National Bank, Washington, D.C.	157,640,850	122,598,865	2013	+ 350
1,664	Citizens Banking Co., Anderson, Ind.	157,623,991	135,732,000	1798	+ 134
1,665	First City Bank of Highland Village, Houston, Tex.	157,528,807	160,299,071	1529	
1,666	Far East National Bank, Los Angeles, Calif.	157,467,000	104,429,000	2470	+ 804
1,667	Hudson National Bank, Hudson, Mass.	157,377,000	118,116,119	2113	+ 446
1,668	Old Point National Bank of Phoebus, Hampton, Va.	157,263,469	138,818,169	1754	+86
1,669	First Midwest Bank/Moline NA, Moline, Ill.	157,243,000	162,886,000	1507	
1,670	First Galesburg National Bank & Trust Co., Ill.	157,153,000	156,952,988	1562	
1,671	InterFirst Bank Alamo Heights NA, San Antonio, Tex.	157,109,000	137,553,000	1772	+ 101
1,672	Liberty Bank of Maryland, Cumberland, Md.	157,074,652	134,318,841	1820	+ 148
1,673	Dartmouth National Bank, Hanover, N.H.	156,956,000	122,721,000	2009	+ 336
1,674	Alaska Statebank, Anchorage, Alas.	156,891,743	150,017,575	1637	
1,675	Charter National Bank-Houston, Houston, Tex.	156,856,000	189,898,000	1283	
1,676	Cumberland Valley Nat'l B & T Co., London, Ky.	156,737,000	155,687,592	1573	
1,677	Guaranty Bank & Trust Co., Denver, Colo.	156,722,000	176,367,000	1398	
1,678	Wheeling National Bank, Wheeling, W. Va.	156,570,078	135,648,000	1801	+ 123
1,679	First National Bank, Belen, N.M.	156,510,000	141,768,000	1716	+37
1,680	Texas Bank, Weatherford, Tex.	156,461,786	144,588,474	1682	+ 2
1,681	First Bank, Ketchikan, Alas.	156,326,174	132,866,226	1841	+ 160
1,682	First & Farmers Bank of Somerset Inc., Ky.	156,321,210	138,524,773	1757	+75
1,683	Citizens Fidelity Bank & Trust Co., Lexington, Ky.	156,227,717	92,910,260	2786	+1103
1,684	Bank of Wheaton, Wheaton, Ill.	156,120,000	130,938,000	1870	+ 186
1,685	Foothill Independent Bank, Glendora, Calif.	156,105,584	128,793,864	1899	+ 214
1,686	Conway National Bank, Conway, S.C.	155,978,000	141,532,000	1719	+33
1,687	Republic Bank & Trust Co., Charlotte, N.C.	155,922,000	125,888,997	1951	+ 264
1,688	Security Nat'l Bk & Tr Co., Duncan, Okla.	155,818,000	172,860,187	1423	
1,689	IntraWest Bank of Greeley NA, Greeley, Colo.	155,813,000	151,231,000	1620	
1,690	United American Bank, Memphis, Tenn.	155,810,688	145,600,085	1669	
1,691	First National Bank, Ironton, Ohio	155,687,542	153,644,999	1595	
1,692	Metairie Bank & Trust Co., Metairie, La.	155,579,459	145,714,548	1667	
1,693	Madison Bank & Trust Co., Madison, Ind.	155,467,060	153,433,494	1599	
1,694	North American Bank & Trust Co., Stratford, Conn.	155,439,000	135,252,000	1807	+ 113
1,695	Aetna Bank, Chicago, Ill.	155,359,974	143,277,424	1698	+ 3
1,696	Norwest Bank Great Falls NA, Great Falls, Mont.	155,274,089	148,678,000	1645	
1,697	Plymouth Guaranty Savings Bank, Plymouth, N.H.	155,192,237	120,544,290	2058	+ 361
1,698	Texas Commerce Bank NA, Lubbock, Tex.	155,155,893	156,575,692	1566	
1,699	State Bank of Long Island, New Hyde Park, N.Y.	154,943,000	121,406,000	2038	+ 339
1,700	Fort Thomas-Bellevue Bank, Fort Thomas, Ky.	154,938,694	132,261,764	1853	+ 153

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,701	Boatmen's Bank, Quincy, Ill.	154,591,464	148,358,643	.1650	
1,702	Citizens Bank, Cookeville, Tenn.	154,453,000	150,315,861	1630	
1,703	Toy National Bank, Sioux City, Iowa	154,366,000	162,278,000	1509	
1,704	Lowndes Bank, Clarksburg, W. Va.	154,355,000	151,204,149	1621	
1,705	InterWest Bank of Arizona, Tucson, Ariz.	154,325,692	135,883,311	1797	+92
1,706	First National Bank, Morton Grove, Ill.	154,291,879	147,547,105	1655	
1,707	Bank of Damascus, Damascus, Md.	154,222,000	125,066,000	1964	+ 257
1,708	Capital Bank, Dallas, Tex.	154,125,560	175,261,225	1409	
1,709	First National Bank & Trust Co., La Porte, Ind.	153,957,000	152,650,000	1606	
1,710	Traders & Farmers Bank, Haleyville, Ala.	153,834,000	131,483,000	1863	+ 153
1,711	First-Columbus National Bank, Columbus, Miss.	153,742,028	146,005,445	1664	
1,712	Bank One, Marion, Ohio	153,671,000	150,118,000	1635	
1,713	Skagit State Bank, Burlington, Wash.	153,629,670	131,567,391	1861	+ 148
1,714	Landmark Bank, La Habra, Calif.	153,388,000	114,602,000	2190	+ 476
1,715	Commercial National Bank & Trust Co., Laurel, Miss.	153,130,821	155,058,310	1581	
1,716	National City Bank Northeast, Columbiana, Ohio	153,098,000	152,371,000	1608	
1,717	Citizens Bank, Clovis, N.M.	152,984,000	151,824,706	1616	
1,718	Middle Tennessee Bank, Columbia, Tenn.	152,983,922	145,673,331	1668	
1,719	First Midwest Bank/Quincy NA, Quincy, Ill.	152,774,000	129,047,000	1892	+ 173
1,720	Union Banking & Trust Co., Du Bois, Pa.	152,540,677	146,718,471	1661	
1,721	National Bank, Greenwood, Ind.	152,521,665	150,734,000	1624	
1,722	Commercial & Savings Bank, St. Clair, Mich.	152,518,893	144,576,497	1683	
1,723	First National Bank, Rochester, N.Y.	152,517,000	119,419,987	2083	+ 360
1,724	RepublicBank Las Colinas, Irving, Tex.	152,296,925	93,358,962	2776	+1052
1,725	First Interstate Bank of Santa Fe NA, Santa Fe, N.M.	152,293,000	155,679,000	1574	
1,726	Bank IV Olathe NA, Olathe, Kan.	152,127,000	136,104,874	1796	+70
1,727	Norwest Bank Mason City NA, Mason City, Iowa	152,009,492	176,437,665	1397	
1,728	Union Bank & Trust Co., Lincoln, Neb.	151,969,749	129,882,198	1881	+ 153
1,729	First Security Bank, Bozeman, Mont.	151,967,806	137,580,000	1771	+42
1,730	Farmers National Bank, Shelbyville, Ind.	151,879,754	134,426,315	1819	+89
1,731	American National Bank, Bensenville, Ill.	151,808,271	134,788,643	1816	+85
1,732	Ohio Valley Bank Co., Gallipolis, Ohio	151,789,000	133,597,853	1829	+97
1,733	Russell National Bank, Lewistown, Pa.	151,711,000	143,738,000	1693	
1,734	Bellingham National Bank, Bellingham, Wash.	151,649,000	129,765,000	1886	+ 152
1,735	Allied Fairbanks Bank, Houston, Tex.	151,559,033	142,933,408	1702	
1,736	MBank Arlington, Arlington, Tex.	151,553,647	119,000,419	2092	+ 356
1,737	Marine First National Bank, Janesville, Wis.	151,501,000	136,688,000	1783	+46
1,738	First Bank Butte NA, Butte, Mont.	151,429,000	128,251,000	1906	+ 168
1,739	United Bank, Littleton, Colo.	151,343,240	140,029,000	1741	+ 2
1,740	MBank Memorial NA, Houston, Tex.	151,310,819	114,306,353	2199	+ 459
1,741	InterFirst Bank Galleria NA, Dallas, Tex.	151,193,000	73,270,000	3620	+1879
1,742	NBC Bank-Eagle Pass NA, Eagle Pass, Tex.	151,150,441	150,822,040	1623	
1,743	First National Bank, Champaign, Ill.	151,131,600	152,260,453	1609	
1,744	Peoples Bank & Trust Co., Grand Haven, Mich.	151,110,814	131,624,487	1860	+ 116
1,745	Baltimore Trust Co., Selbyville, Del.	151,107,000	135,180,716	1808	+63
1,746	Third National Bank, Sandusky, Ohio	151,072,261	132,402,211	1851	+ 105
1,747	Bank of Smithtown, Smithtown, N.Y.	151,067,016	135,054,325	1811	+64
1,748	United Bank & Trust Co., Upper Marlboro, Md.	150,960,124	109,489,794	2326	+ 578
1,749	First Interstate Bank of Englewood NA, Colo.	150,897,747	154,725,399	1584	
1,750	United Savings Bank, Tecumseh, Mich.	150,779,932	136,463,078	1791	+41
1,751	State Bank & Trust Co., Richmond, Ky.	150,756,000	139,785,119	1744	
1,752	MBank Market Center, Dallas, Tex.	150,467,000	116,556,808	2148	+ 396
1,753	First National Bank, Olathe, Kan.	150,372,688	139,274,999	1749	
1,754	Citizens National Bank, Hammond, La.	149,985,806	142,845,225	1703	
1,755	Suburban Bank, Lake Worth, Fla.	149,871,000	117,392,000	2130	+ 375
1,756	Shawmut Bk of Hampshire Cty NA, Amherst, Mass.	149,821,000	129,021,000	1894	+ 138
1,757	Norwest Bank Mankato NA, Mankato, Minn.	149,779,000	145,366,188	1671	
1,758	Sun Bank/Naples NA, Naples, Fla.	149,703,119	121,585,823	2036	+ 278
1,759	Laconia Peoples Nat'l Bank & Trust Co., N.H.	149,698,000	112,849,000	2237	+ 478
1,760	Fremont Bank, Fremont, Calif.	149,696,000	130,725,000	1872	+ 112
1,761	Colonial Bank, Montgomery, Ala.	149,691,833	110,657,000	2289	+ 528
1,762	Guaranty National Bank, Huntington, W. Va.	149,673,727	129,945,805	1880	+ 118
1,763	New Holland Farmers Nat'l Bank, New Holland, Pa.	149,598,333	134,548,188	1818	+55
1,764	Phillipsburg National Bank & Trust Co., N.J.	149,503,000	132,783,000	1844	+80
1,765	First National Bank, Kerrville, Tex.	149,503,000	141,048,000	1727	
1,766	Stockmens Bank & Trust Co., Gillette, Wyo.	149,329,000	170,448,000	1447	
1,767	Farmers Bank, Frankfort, Ind.	149,305,989	142,699,605	1706	
1,768	Boatmen's Bank, Cape Girardeau, Mo.	149,287,811	144,033,566	1690	
1,769	Mercantile Bank, Springfield, Mo.	149,190,000	140,228,000	1739	
1,770	Carrollton Bank, Baltimore, Md.	149,135,000	130,803,000	1871	+ 101
1,771	Jefferson Bank & Trust, Lakewood, Colo.	149,035,000	169,588,498	1452	
1,772	City Bank & Trust Co., McMinnville, Tenn.	149,000,993	139,243,000	1751	
1,773	Boatmen's Raytown Bank, Raytown, Mo.	148,963,296	113,896,269	2210	+ 437
1,774	Sunrise Bank of California, Citrus Heights, Calif.	148,910,000	127,591,578	1916	+ 142
1,775	Isabella Bank & Trust, Mount Pleasant, Mich.	148,895,754	145,204,841	1674	
1,776	Citizens Bank & Trust Co., Chillicothe, Mo.	148,617,000	129,828,000	1882	+ 106
1,777	Comerica Bk-Metro E. NA, Sterling Hgts, Mich.	148,466,000	137,217,000	1777	
1,778	Union National Bank & Trust Co., Manhattan, Kan.	148,461,898	129,419,091	1887	+ 109
1,779	Commerce Bank & Trust Co., Topeka, Kan.	148,341,320	123,779,135	1990	+ 211
1,780	Bank of Edwardsville, Edwardsville, Ill.	148,328,032	143,637,701	1694	
1,781	Blue Ridge Bank & Trust Co., Kansas City, Mo.	148,325,566	136,116,330	1795	+14
1,782	Saugus Bank & Trust Co., Saugus, Mass.	148,249,756	122,901,921	2006	+ 224
1,783	Metropolitan National Bank, Biloxi, Miss.	148,234,000	131,154,397	1867	+84
1,784	Central Bank, Hollidaysburg, Pa.	148,005,000	122,943,909	2005	+ 221
1,785	RepublicBank North Dallas NA, Addison, Tex.	147,982,877	92,455,186	2803	+1018
1,786	Devon Bank, Chicago, Ill.	147,782,036	137,916,000	1764	
1,787	Bay Bank & Trust Co., Panama City, Fla.	147,598,578	138,471,948	1758	
1,788	Michigan National Bank-Michiana, Cassopolis, Mich.	147,464,000	148,366,000	1649	
1,789	Southern Commercial Bank, St. Louis, Mo.	147,461,000	125,738,691	1954	+ 165
1,790	Clinton Bank & Trust Co., St. Johns, Mich.	147,383,542	140,529,000	1735	
1,791	Citizens Commercial Bank & Trust Co., Celina, Ohio	147,275,000	140,459,700	1736	
1,792	Park National Bank, Chicago, Ill.	147,108,000	137,232,150	1776	
1,793	United Bank of Illinois NA, Rockford, Ill.	146,734,099	118,479,000	2105	+ 312
1,794	Sunwest Bank, Santa Fe, N.M.	146,429,000	126,923,000	1924	+ 130
1,795	Cleveland Bank & Trust Co., Cleveland, Tenn.	146,415,301	129,286,060	1888	+93
1,796	American National B&T Co., Shawnee, Okla.	146,374,112	165,331,746	1486	
1,797	National Bank, Logan, W. Va.	146,171,057	136,733,814	1780	
1,798	Hershey Bank, Hershey, Pa.	146,154,812	136,879,793	1779	
1,799	Point West Bank, Sacramento, Calif.	146,093,000	109,236,000	2332	+ 533
1,800	Peoples Bank & Trust Co., Waterloo, Iowa	146,050,000	215,376,000	1132	

American Banker
TOP 2,500 BANKS
Compiled by American Banker

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1,801	Jefferson Bank & Trust Co., St. Louis, Mo.	145,960,000	135,100,848	1809	+ 8
1,802	First National Bank & Trust Co., Petoskey, Mich.	145,908,078	126,392,328	1940	+ 138
1,803	First National Bank & Trust, Fort Walton Beach, Fla.	145,876,057	135,701,005	1799	
1,804	National Bank & Trust Co., Wilmington, Ohio	145,860,900	139,978,113	1742	
1,805	RepublicBank South Austin, Austin, Tex.	145,837,000	124,916,000	1969	+ 164
1,806	First National Bank, Council Bluffs, Iowa	145,732,322	113,918,755	2208	+ 402
1,807	Harbor Bank, Long Beach, Calif.	145,642,668	112,781,849	2239	+ 432
1,808	Texas Commerce Bank-Garland, Garland, Tex.	145,430,000	138,552,826	1756	
1,809	Affiliated Bank/Franklin Park, Franklin Park, Ill.	145,323,031	138,028,105	1761	
1,810	First National Bank, Niles, Ill.	145,308,623	124,551,795	1974	+ 164
1,811	Associated Commerce Bank, Milwaukee, Wis.	145,108,539	120,854,138	2050	+ 239
1,812	Du Page Bank & Trust Co., Glen Ellyn, Ill.	145,093,514	126,597,765	1933	+ 121
1,813	First American Bank, Skokie, Ill.	144,949,000	141,137,001	1724	
1,814	Barnett Bank of Indian River Cty., Vero Beach, Fla.	144,634,736	95,159,000	2710	+ 896
1,815	First City Bank, Lewisville, Tex.	144,496,851	109,862,000	2312	+ 497
1,816	Indian Head National Bank, Keene, N.H.	144,207,000	120,317,000	2062	+ 246
1,817	Bank of New Roads, New Roads, La.	144,133,000	144,260,000	1687	
1,818	McIlroy Bank & Trust, Fayetteville, Ark.	143,856,000	140,927,000	1729	
1,819	Miami Citizens Nat'l Bank & Trust Co., Piqua, Ohio	143,833,595	141,359,395	1720	
1,820	Melrose Park Bank & Trust, Melrose Park, Ill.	143,823,000	125,516,163	1960	+ 140
1,821	First National Bank, Bay City, Tex.	143,652,424	136,535,448	1790	
1,822	American Pacific State Bank, North Hollywood, Calif.	143,589,127	137,650,475	1770	
1,823	North Side Deposit Bank, Pittsburgh, Pa.	143,573,000	129,817,756	1884	+61
1,824	Lebanon-Citizens National Bank, Lebanon, Ohio	143,520,008	123,256,461	2001	+ 177
1,825	Palmetto Bank, Laurens, S.C.	143,406,108	117,145,234	2133	+ 308
1,826	MBank Grand Prairie, Grand Prairie, Tex.	143,352,902	110,318,000	2299	+ 473
1,827	California State Bank, Covina, Calif.	143,298,000	120,213,000	2063	+ 236
1,828	First Commonwealth Bank, Prestonsburg, Ky.	143,271,361	141,134,627	1725	
1,829	Roswell Bank, Roswell, Ga.	143,263,268	123,787,553	1989	+ 160
1,830	County Banking & Trust Co., Elkton, Md.	143,164,967	131,094,444	1868	+38
1,831	Douglas County Bank & Trust Co., Omaha, Neb.	143,123,984	127,467,283	1917	+86
1,832	First City National Bank, San Angelo, Tex.	143,100,226	135,024,714	1812	
1,833	First City Bank of Garland NA, Garland, Tex.	143,099,294	120,201,397	2065	+ 232
1,834	First National Bank & Trust Co., Ponca City, Okla.	143,037,759	168,326,654	1466	
1,835	USAmeribanc/Woodfield, Schaumburg, Ill.	143,024,384	130,578,896	1875	+40
1,836	First NB of St. Landry Parish, Opelousas, La.	143,016,000	158,184,762	1553	
1,837	Stock Yards Bank & Trust Co., Louisville, Ky.	142,979,913	132,202,950	1854	+17
1,838	Kentucky Bank & Trust Co., Madisonville, Ky.	142,851,000	135,691,077	1800	
1,839	Commercial Savings Bank, Adrian, Mich.	142,843,804	139,256,697	1750	
1,840	Bank of Weirton, Weirton, W. Va.	142,811,932	135,393,335	1804	
1,841	First State Bank, Howell Township, N.J.	142,793,000	111,954,000	2261	+ 420
1,842	Haltom City State Bank, Fort Worth, Tex.	142,711,532	148,385,158	1648	
1,843	American State Bank & Trust Co., Williston, N.D.	142,559,092	140,817,356	1730	
1,844	SouthTrust Bank NA, Montgomery, Ala.	142,469,000	97,502,000	2649	+ 805
1,845	County National Bank, Montrose, Pa.	142,418,000	136,912,844	1778	
1,846	NBD Saginaw, Saginaw, Mich.	142,358,000	126,396,000	1939	+93
1,847	Trust Co. Bank of Gwinnett Cty., Lawrenceville, Ga.	142,198,000	102,343,000	2539	+ 692
1,848	Exchange National Bank & Trust Co., Ardmore, Okla.	142,183,000	144,617,629	1681	
1,849	Orland State Bank, Orland Park, Ill.	142,165,000	125,857,000	1952	+ 103
1,850	Peninsula Bank, Princess Anne, Md.	141,997,128	126,973,763	1923	+73
1,851	MBank Bassett NA, El Paso, Tex.	141,891,000	120,206,000	2064	+ 213
1,852	First City Bank & Trust Co., Hopkinsville, Ky.	141,797,696	134,276,485	1822	
1,853	NBD Roscommon Bank, Roscommon, Mich.	141,776,824	140,169,980	1740	
1,854	First National Bank, Lansing, Ill.	141,769,000	127,970,000	1911	+57
1,855	Commercial Bank, Bel Air, Md.	141,719,088	121,104,000	2045	+ 190
1,856	Camden National Bank, Camden, Me.	141,688,331	110,389,000	2295	+ 439
1,857	First Bank, Troy, N.C.	141,675,000	93,426,000	2772	+ 915
1,858	Kitsap County Bank, Port Orchard, Wash.	141,622,000	126,181,000	1943	+85
1,859	Security Bank & Trust Co., Mount Carmel, Ill.	141,609,000	141,319,657	1721	
1,860	First National Bank & Trust Co., Waynesboro, Pa.	141,455,851	125,105,828	1963	+ 103
1,861	First National Bank & Trust Co., Beloit, Wis.	141,406,868	123,394,969	2000	+ 139
1,862	First National Bank & Trust Co., Columbia, Mo.	141,285,000	123,791,000	1988	+ 126
1,863	Belmont Cty. National Bank, St. Clairsville, Ohio	141,210,974	134,978,000	1814	
1,864	Bank of San Pedro, San Pedro, Calif.	141,106,000	108,050,000	2362	+ 498
1,865	First Charter National Bank, Concord, N.C.	141,084,000	133,839,561	1826	
1,866	Beach Bank, Vero Beach, Fla.	141,058,269	114,896,608	2182	+ 316
1,867	Peninsula Bank, San Diego, Calif.	141,057,000	114,757,000	2186	+ 319
1,868	Elston Bank & Trust Co., Crawfordsville, Ind.	141,030,941	136,648,647	1784	
1,869	InterFirst Bank Mount Pleasant NA, Tex.	141,006,639	129,113,000	1890	+21
1,870	Fredonia State Bank, Nacogdoches, Tex.	141,005,609	131,528,672	1862	
1,871	Bank of Fresno, Fresno, Calif.	140,920,000	108,460,000	2350	+ 479
1,872	M&I First National Bank, Stevens Point, Wis.	140,827,704	130,036,746	1879	+ 7
1,873	Charter National Bank, Taylor, Mich.	140,817,250	130,443,490	1877	+ 4
1,874	United Bank of Lea Cty., Hobbs, N.M.	140,665,278	141,797,000	1715	
1,875	Fidelity National Bank, Decatur, Ga.	140,628,000	119,372,000	2084	+ 209
1,876	American Bank, Merritt Island, Fla.	140,595,350	123,399,661	1999	+ 123
1,877	First & Peoples Bank, Russell, Ky.	140,590,702	124,359,105	1979	+ 102
1,878	First Kentucky Trust Co., Louisville, Ky.	140,408,000	102,829,865	2523	+ 645
1,879	Citizens First National Bank, Storm Lake, Iowa	140,326,387	141,115,256	1726	
1,880	Bank of Oklahoma-City Plaza, Tulsa, Okla.	140,109,000	114,445,000	2194	+ 314
1,881	First Bank, Savannah, Ga.	140,029,686	119,671,527	2074	+ 193
1,882	Monroe County Bank, Bloomington, Ind.	140,010,315	128,219,935	1907	+25
1,883	Multibank Nat'l of Western Mass., Springfield	139,941,315	151,770,884	1617	
1,884	Farmers State Bank, Marion, Iowa	139,886,000	131,915,000	1856	
1,885	Texas American Bank/Tyler NA, Tyler, Tex.	139,871,000	132,537,000	1849	
1,886	First State Bank, Chicago, Ill.	139,365,473	126,432,431	1938	+52
1,887	Riverside National Bank, Riverside, Calif.	139,335,000	110,396,000	2294	+ 407
1,888	First Interstate Bank, Mason City, Iowa	139,267,262	127,752,902	1914	+26
1,889	Putnam County Bank, Hurricane, W. Va.	139,214,000	119,062,000	2089	+ 200
1,890	First National Bank & Trust Co., Ardmore, Okla.	139,035,867	141,923,524	1713	
1,891	Bank of Commerce & Trust Co., Crowley, La.	138,996,978	139,835,000	1743	
1,892	Trust Company of Rockdale, Conyers, Ga.	138,958,000	115,307,000	2170	+ 278
1,893	Greenfield Banking Co., Greenfield, Ind.	138,903,000	129,815,781	1885	
1,894	Commerce Bk of St Charles Cty NA, St Charles, Mo.	138,850,000	115,644,471	2163	+ 269
1,895	First National Bank, Lincolnwood, Ill.	138,686,000	131,166,000	1866	
1,896	Citizens Bank, Costa Mesa, Calif.	138,678,394	94,431,934	2739	+ 843
1,897	Bank of Lake of the Ozarks, Osage Beach, Mo.	138,645,000	119,424,000	2082	+ 185
1,898	First National Bank & Trust Co., Helena, Mont.	138,630,000	133,191,000	1836	
1,899	Boone County State Bank, Lebanon, Ind.	138,594,771	118,546,649	2102	+ 203
1,900	Summit Bank of Marion, Marion, Ind.	138,466,132	143,854,284	1692	
1,901	Mountain States Bank, Denver, Colo.	138,425,020	130,406,949	1878	
1,902	United Bank & Trust, Ames, Iowa	138,403,000	121,461,000	2037	+ 135
1,903	Midlantic National Bank/Union Trust, Wildwood, N.J.	138,313,000	83,039,000	3162	+1259
1,904	Wyoming County Bank, Warsaw, N.Y.	138,302,795	128,809,434	1898	
1,905	Greenville National Bank, Greenville, Ohio	138,116,796	128,121,121	1910	+ 5
1,906	First National Bank, Jermyn, Pa.	138,005,438	126,751,305	1927	+21
1,907	Industrial Trust & Savings Bank, Muncie, Ind.	137,995,462	132,599,167	1847	
1,908	American Bank of St. Louis, St. Louis, Mo.	137,757,000	133,154,000	1837	
1,909	First National Bank, West Monroe, La.	137,755,648	145,922,826	1665	
1,910	Bank of Industry, City of Industry, Calif.	137,711,000	118,112,000	2115	+ 205
1,911	Westminster B&T Co. of Carroll Cty., Md.	137,682,000	122,865,000	2007	+96
1,912	Society Bank of the Firelands, Vermilion, Ohio	137,585,067	118,840,908	2097	+ 185
1,913	USAmeribanc/Chicago, Chicago, Ill.	137,576,000	120,696,191	2054	+ 141
1,914	First Interstate Bank of Fargo NA, Fargo, N.D.	137,522,698	141,194,036	1723	
1,915	Midwest Bank & Trust Co., Cleveland, Ohio	137,441,000	176,466,000	1395	
1,916	Second National Bank, Culpeper, Va.	137,233,302	122,133,787	2021	+ 105
1,917	First National Bank, Palmerton, Pa.	137,227,283	123,637,055	1994	+77
1,918	First National Bank, Shelby, N.C.	137,051,414	123,556,385	1995	+77
1,919	BancTEXAS Richardson NA, Richardson, Tex.	137,031,000	167,850,000	1469	
1,920	Seaway National Bank, Chicago, Ill.	137,030,000	119,354,015	2085	+ 165
1,921	Snyder County Trust Co., Selinsgrove, Pa.	137,029,000	125,976,000	1949	+28
1,922	First National Bank, Danville, Ill.	136,973,216	145,118,346	1677	
1,923	Midland Bank, Lee's Summit, Mo.	136,865,000	118,543,589	2103	+ 180
1,924	InterFirst Bank Nassau Bay NA, Houston, Tex.	136,847,000	133,470,000	1830	
1,925	Bank of St. Joseph, St. Joseph, Mo.	136,786,000	78,441,000	3367	+1442
1,926	Citizens Bank & Trust Co., Baytown, Tex.	136,785,686	134,148,112	1825	
1,927	Clinton National Bank, Clinton, Iowa	136,775,937	120,845,880	2051	+ 124
1,928	First National Bank, Wisconsin Rapids, Wis.	136,727,803	119,045,704	2091	+ 163
1,929	First State Bank, Lantana, Fla.	136,709,088	124,535,000	1975	+46
1,930	First National Bank, Bluefield, W. Va.	136,690,067	127,866,314	1912	
1,931	Marquette Bank Rochester, Rochester, Minn.	136,610,560	101,838,612	2548	+ 617
1,932	First National Bank, Homestead, Fla.	136,553,576	117,933,083	2121	+ 189
1,933	Second National Bank, Nazareth, Pa.	136,488,000	116,585,000	2145	+ 212
1,934	Pulaski Bank & Trust Co., Little Rock, Ark.	136,422,000	122,595,000	2014	+80
1,935	Bank of Commerce, Abilene, Tex.	136,412,680	150,072,940	1636	
1,936	Texas Commerce Bank-Amarillo, Amarillo, Tex.	136,355,096	116,532,021	2149	+ 213
1,937	Bank of Washington, Washington, Mo.	136,247,030	131,658,759	1859	
1,938	Allied Bank Irving, Irving, Tex.	136,245,000	126,160,000	1945	+ 7
1,939	First Commercial Bank, Birmingham, Ala.	136,235,000	55,199,768	....	
1,940	Citizens Trust & Savings Bank, South Haven, Mich.	136,206,527	130,476,122	1876	
1,941	First National Bank, Russellville, Ark.	136,199,000	115,749,174	2159	+ 218
1,942	First Interstate Bank of Missoula NA, Missoula, Mont.	136,136,796	126,077,072	1947	+ 5
1,943	Shawnee State Bank, Shawnee, Kan.	136,067,865	125,187,000	1962	+19
1,944	Norwest Bank Sioux City NA, Sioux City, Iowa	136,030,000	139,042,000	1753	
1,945	La Porte Bank & Trust Co., La Porte, Ind.	136,015,289	128,720,532	1900	
1,946	MBank Fort Worth East, Fort Worth, Tex.	136,000,000	129,069,000	1891	
1,947	Kleberg First National Bank, Kingsville, Tex.	135,970,123	135,089,216	1810	
1,948	First National Bank, Burlington, Iowa	135,827,904	132,506,000	1850	
1,949	Commercial NB of Westmoreland Cty, Latrobe, Pa.	135,768,051	125,917,070	1950	+ 1
1,950	Merchants National Bank, Vicksburg, Miss.	135,756,945	126,266,661	1942	
1,951	Bank of Redlands, Redlands, Calif.	135,590,000	118,364,000	2107	+ 156
1,952	Bank of Loleta, Eureka, Calif.	135,519,639	103,758,675	2497	+ 545
1,953	Texas Commerce Bank-Tanglewood, Houston, Tex.	135,498,000	128,630,632	1902	
1,954	First Bank Grand NA, St. Paul, Minn.	135,454,000	182,324,000	1340	
1,955	Pueblo Bank & Trust Co., Pueblo, Colo.	135,404,000	122,034,000	2024	+69
1,956	First National Bank, Bemidji, Minn.	135,370,724	124,240,420	1980	+24
1,957	Graham National Bank, Graham, Tex.	135,177,294	112,475,234	2250	+ 293
1,958	Vistar Bank, Lincoln, Neb.	135,153,000	72,212,879	3675	+1717
1,959	Mercantile Bank & Trust, San Antonio, Tex.	135,120,290	147,749,561	1653	
1,960	Union State Bank, Nanuet, N.Y.	135,028,000	113,588,013	2222	+ 262
1,961	First National Bank, Fairmont, W. Va.	134,975,231	130,693,385	1873	
1,962	Ypsilanti Savings Bank, Ypsilanti, Mich.	134,973,633	124,483,128	1976	+14
1,963	First National Bank of St. Mary's, Leonardtown, Md.	134,939,433	116,578,000	2146	+ 183
1,964	First National Bank, Paragould, Ark.	134,863,265	121,293,301	2041	+77
1,965	First National Bank, Harvey, Ill.	134,777,079	134,261,476	1823	
1,966	Bank of Highland, Highland, Ind.	134,770,636	127,139,010	1921	
1,967	RepublicBank Plano NA, Plano, Tex.	134,699,916	92,476,358	2801	+ 834
1,968	Pioneer Citizens Bank, Reno, Nev.	134,587,682	119,630,000	2077	+ 109
1,969	Norwest Bank Fort Dodge NA, Fort Dodge, Iowa	134,566,000	138,788,386	1755	
1,970	Rock Island Bank, Rock Island, Ill.	134,561,000	123,233,000	2003	+33
1,971	Texas Commerce Bank-Chemical, Houston, Tex.	134,451,000	115,185,986	2173	+ 202
1,972	Commerce Bank of Jefferson Cty. NA, Festus, Mo.	134,447,000	123,245,000	2002	+30
1,973	Bank of Montecito, Santa Barbara, Calif.	134,365,248	99,471,000	2601	+ 628
1,974	Allied Bank Beaumont NA, Beaumont, Tex.	134,305,904	126,079,084	1946	
1,975	Sunwest Bank of Clovis NA, Clovis, N.M.	134,291,000	137,745,963	1769	
1,976	First National Bank, Collinsville, Ill.	134,192,000	124,911,000	1971	
1,977	MBank Long Point NA, Houston, Tex.	134,177,698	103,208,152	2511	+ 534
1,978	Diablo Bank, Danville, Calif.	134,166,954	109,992,382	2310	+ 332
1,979	First National Bank NW Ohio, Bryan, Ohio	134,141,000	127,824,000	1913	
1,980	Community Bank, Homestead, Fla.	134,133,000	116,620,000	2142	+ 162
1,981	City National Bank & Trust Co., Norman, Okla.	133,998,000	136,692,984	1782	
1,982	First Virginia Bk-Shenandoah Valley, Woodstock	133,959,981	119,789,000	2073	+91
1,983	Dakota Bank & Trust Co., Fargo, N.D.	133,930,000	137,760,363	1767	
1,984	Lakeside National Bank, Wheat Ridge, Colo.	133,895,289	123,899,766	1987	+ 3
1,985	Allied Beltway Bank, Houston, Tex.	133,837,000	122,095,542	2022	+37
1,986	Park State Bank, Milwaukee, Wis.	133,679,117	119,642,263	2076	+90
1,987	Union Bank & Trust Co., Bowling Green, Va.	133,564,474	113,922,665	2207	+ 220
1,988	First American National Bank, Crookston, Minn.	133,534,150	127,698,521	1915	
1,989	Texas American Bank/Denison NA, Denison, Tex.	133,344,885	121,972,165	2028	+39
1,990	Bank of Palm Springs, Palm Springs, Calif.	133,279,019	94,289,072	2744	+ 754
1,991	National Bank & Trust Co., Sycamore, Ill.	133,236,555	125,591,581	1958	
1,992	First National Bank, Marshall, Tex.	133,079,751	124,874,109	1972	
1,993	Commerce Union Bank-Chattanooga, Tenn.	133,001,000	134,761,000	1817	
1,994	InterFirst Bank Stephenville NA, Stephenville, Tex.	132,955,141	108,608,740	2346	+ 352
1,995	BankWest Inc., Pierre, S.D.	132,900,500	142,460,749	1708	
1,996	Zapp National Bank, St. Cloud, Minn.	132,900,000	123,723,000	1992	
1,997	Bank of Utah, Ogden, Utah	132,792,573	127,269,637	1919	
1,998	Enterprise Bank-Houston, Houston, Tex.	132,779,000	150,568,943	1626	
1,999	Lakeside Bank, Chicago, Ill.	132,760,000	107,145,000	2386	+ 387
2,000	First National Bank & Trust Co., Wheeling, W. Va.	132,629,916	125,993,438	1948	

American Banker

TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
2,001	First National Bank & Trust Co., Corbin, Ky.	132,529,815	120,063,858	2069	+68
2,002	City Bank & Trust Co., Moberly, Mo.	132,405,112	110,514,397	2292	+ 290
2,003	First National Bank & Trust Co., Salina, Kan.	132,353,000	130,607,000	1874	
2,004	California Overseas Bank, Los Angeles, Calif.	132,324,000	132,818,781	1843	
2,005	Citizens National Bank, Evans City, Pa.	132,298,000	121,346,267	2039	+34
2,006	Farmers & Merchants State Bank, Logansport, Ind.	132,229,835	123,502,643	1996	
2,007	First Nat'l Bank in St. Mary Parish, Morgan City, La.	132,127,000	140,787,061	1732	
2,008	Security Bank & Trust Co., Vincennes, Ind.	132,024,802	133,052,067	1839	
2,009	Vanguard Bank & Trust Co., Valparaiso, Fla.	132,012,000	123.690,463	1993	
2,010	First Bank Security NA, St. Paul, Minn.	132,009,000	116,000,000	2156	+ 146
2,011	Bank of Houston, Houston, Tex.	131,984,431	120,389,672	2059	+48
2,012	Merchants National Bank, Leominster, Mass.	131,954,000	113,086,030	2233	+ 221
2,013	Hoosier State Bank of Indiana, Hammond, Ind.	131,923,870	129,116,834	1889	
2,014	First Bank of Greater Pittston, Pittston, Pa.	131,894,150	110,292,624	2300	+ 286
2,015	Lapeer County Bank & Trust Co., Lapeer, Mich.	131,871,563	114,895,133	2183	+ 168
2,016	Peoples Banking Co., Martins Ferry, Ohio	131,736,000	122,828,000	2008	
2,017	Norwest Bank Marshall NA, Marshall, Minn.	131,702,158	104,642,388	2460	+ 443
2,018	Second National Bank, Greenville, Ohio	131,677,515	119,850,091	2070	+52
2,019	Colonial Bank, Des Peres, Mo.	131,599,000	114,153,000	2203	+ 184
2,020	Texas American Bank/Fredericksburg NA	131,573,977	113,694,000	2217	+ 197
2,021	MBank Garland, Garland, Tex.	131,551,000	70,451,000	3776	+1755
2,022	Talbot Bank, Easton, Md.	131,399,000	97,071,000	2658	+ 636
2,023	Community Bank, Germantown, Tenn.	131,391,000	101,755,000	2549	+ 526
2,024	Metro National Bank, Denver, Colo.	131,357,000	178,021,000	1380	
2,025	South Shore Bank, Chicago, Ill.	131,203,000	119,818,000	2071	+46
2,026	NBD Alpena Bank, Alpena, Mich.	131,175,300	122,537,000	2015	
2,027	Glendale National Bank, Voorhees Twp., N.J.	131,170,000	103,915,000	2493	+ 466
2,028	Portsmouth Banking Co., Portsmouth, Ohio	131,117,091	120,822,295	2052	+24
2,029	Suburban Trust & Savings Bank, Oak Park, Ill.	131,082,000	116,415,000	2152	+ 123
2,030	First State Bank of the Oaks, Thousand Oaks, Calif.	131,057,926	109,651,020	2320	+ 290
2,031	Manufacturers Bank, Bay City, Mich.	131,053,000	111,594,000	2269	+ 238
2,032	Bank of Oklahoma-Lewis Center, Tulsa, Okla.	131,013,765	102,569,000	2532	+ 500
2,033	Allied First National Bank, Mesquite, Tex.	130,912,000	113,216,000	2229	+ 196
2,034	First National Bank, Geneva, Ill.	130,858,000	112,657,347	2246	+ 212
2,035	Northwest Bank & Trust, Houston, Tex.	130,844,380	155,141,313	1580	
2,036	Norwest Bank Anaconda-Butte NA, Anaconda, Mont.	130,835,697	124,424,000	1977	
2,037	Denver National Bank, Denver, Pa.	130,772,000	112,690,000	2244	+ 207
2,038	First Union National Bank of Valdosta, Valdosta, Ga.	130,739,000	118,443,000	2106	+68
2,039	Farmers Bank & Trust Co., Madisonville, Ky.	130,725,788	123,418,687	1998	
2,040	Downers Grove National Bank, Downers Grove, Ill.	130,720,000	128,828,000	1897	
2,041	Promenade National Bank, Richardson, Tex.	130,714,179	121,921,094	2031	
2,042	First National Bank, Miamisburg, Ohio	130,708,000	92,502,619	2798	+ 756
2,043	Old National Bank, Martinsburg, W. Va.	130,676,132	110,538,140	2291	+ 248
2,044	RepublicBank-Richardson, Richardson, Tex.	130,633,000	94,422,000	2740	+ 696
2,045	IntraWest Bank of Boulder NA, Boulder, Colo.	130,512,666	133,433,308	1833	
2,046	Lebanon Bank, Lebanon, Tenn.	130,475,000	116,713,000	2140	+94
2,047	San Pedro State Bank, San Antonio, Tex.	130,470,733	116,031,291	2155	+ 108
2,048	Third Nat'l Bk in Anderson Cty., Lake City, Tenn.	130,445,157	110,660,159	....	
2,049	InterFirst Bank Cleburne NA, Cleburne, Tex.	130,432,000	107,329,442	2377	+ 328
2,050	Orange National Bank, Orange, Calif.	130,406,000	95,362,000	2703	+ 653
2,051	Citizens Fidelity (Ohio) NA, Cincinnati, Ohio	130,323,000	113,944,000	....	
2,052	Bank of Sante Fe, Santa Fe, N.M.	130,309,000	142,722,000	1705	
2,053	First Bank, Berne, Ind.	130,283,539	118,342,999	2109	+56
2,054	Springs Valley Bank & Trust Co., French Lick, Ind.	130,105,273	106,393,993	2399	+ 345
2,055	Commerce Bank, Virginia Beach, Va.	130,090,222	66,493,948	....	
2,056	First City Bank, Alice, Tex.	129,994,758	114,944,854	2180	+ 124
2,057	Bank of Commerce, Fort Worth, Tex.	129,950,081	126,798,211	1926	
2,058	Park National Bank, St. Louis Park, Minn.	129,904,864	117,353,717	2131	+73
2,059	Grayson County State Bank, Sherman, Tex.	129,897,771	108,693,050	2343	+ 284
2,060	MBank Sherman NA, Sherman, Tex.	129,897,000	200,879,514	1216	
2,061	Texas American Bank/Midland, Midland, Tex.	129,858,000	136,162,000	1793	
2,062	First National Bank, Lawrence, Kan.	129,830,000	131,235,233	1865	
2,063	Shawmut Bank of Franklin Cty., Greenfield, Mass.	129,759,000	115,033,000	2177	+ 114
2,064	National Bank of Sthn California, Santa Ana	129,731,000	96,029,196	2681	+ 617
2,065	Sunwest Bank, Gallup, N.M.	129,618,967	108,037,199	2363	+ 298
2,066	Trenton Bank & Trust Co., Trenton, Mich.	129,606,034	126,520,000	1936	
2,067	State Bank, Antioch, Ill.	129,520,000	115,127,000	2175	+ 108
2,068	St. Bernard Bank & Trust Co., Arabi, La.	129,487,521	120,126,800	2067	
2,069	Forest Hill State Bank, Forest Hill, Md.	129,466,000	103,146,000	2514	+ 445
2,070	Frontier Bank, Everett, Wash.	129,359,247	108,123,006	2360	+ 290
2,071	Peoples Bank, Murray, Ky.	129,248,000	119,622,392	2078	+ 7
2,072	Hyde Park Bank & Trust Co., Chicago, Ill.	129,231,311	125,654,000	1957	
2,073	American Bank, Houston, Tex.	129,216,159	121,228,544	2043	
2,074	Home State Bank, Crystal Lake, Ill.	129,190,363	109,371,000	2328	+ 254
2,075	Boatmen's Bank, Mount Vernon, Ill.	129,159,388	135,340,533	1805	
2,076	Irwin Bank & Trust Co., Irwin, Pa.	129,148,000	126,713,000	1930	
2,077	Guaranty Bank, Mount Pleasant, Tex.	129,127,000	128,594,773	1903	
2,078	Liberty State Bank, St. Paul, Minn.	129,078,000	107,155,000	2384	+ 306
2,079	Shawmut Bank of Cape Cod NA, Orleans, Mass.	129,054,000	120,908,771	2049	
2,080	First National Bank, Searcy, Ark.	128,952,000	119,807,000	2072	
2,081	First of America Bank-Alpena, Alpena, Mich.	128,918,478	121,096,544	2046	
2,082	Wood County Bank & Trust, Wisconsin Rapids, Wis.	128,849,000	120,558,000	2056	
2,083	NBD Northwest Bank NA, Traverse City, Mich.	128,826,790	121,691,186	2035	
2,084	Merchandise National Bank, Chicago, Ill.	128,773,158	145,371,000	1670	
2,085	Bank of Lansing, Lansing, Ill.	128,546,087	112,150,766	2257	+ 172
2,086	Mutual Trust Bank, New Albany, Ind.	128,513,000	115,748,066	2160	+74
2,087	Valley Bank & Trust Co., Bridgeport, Conn.	128,480,000	91,360,000	2832	+ 745
2,088	Bar Harbor Banking & Trust Co., Bar Harbor, Me.	128,474,835	110,762,715	2287	+ 199
2,089	First National Bank, New Albany, Miss.	128,468,000	128,288,467	1905	
2,090	Kyowa Bank of California, Los Angeles, Calif.	128,430,000	112,412,000	2252	+ 162
2,091	M&I Bank of Beloit, Beloit, Wis.	128,399,000	133,456,000	1832	
2,092	Citizens Bank, Houston, Tex.	128,391,177	139,228,094	1752	
2,093	Oneida Valley National Bank, Oneida, N.Y.	128,322,643	114,120,902	2204	+ 111
2,094	Norwest Bank Camden NA, Minneapolis, Minn.	128,290,000	110,289,000	2301	+ 207
2,095	Itasca Bank & Trust Co., Itasca, Ill.	128,237,848	115,018,221	2178	+83
2,096	First National Bank, Mattoon, Ill.	128,225,321	121,981,754	2027	
2,097	Stone Fort National Bank, Nacogdoches, Tex.	128,144,000	113,916,000	2209	+ 112
2,098	Colorado State Bank, Denver, Colo.	128,108,511	123,150,507	2004	
2,099	First National Bank, Shelbyville, Tenn.	128,019,236	113,187,739	2230	+ 131
2,100	Bank One Marion Indiana NA, Marion, Ind.	127,963,486	117,435,027	2128	+28
2,101	Boatmen's National Bank, Charleston, Ill.	127,932,263	113,664,468	2219	+ 118
2,102	Merchants & Marine Bank, Pascagoula, Miss.	127,915,608	126,714,451	1929	
2,103	Bank of Oklahoma-Mercantile Center, Tulsa, Okla.	127,857,000	104,307,000	2474	+ 371
2,104	Norwest Bank Helena NA, Helena, Mont.	127,765,111	117,262,622	2132	+28
2,105	First State Bank & Trust Co., Park Ridge, Ill.	127,723,233	103,629,744	2502	+ 397
2,106	Huntsville National Bank, Huntsville, Tex.	127,709,581	124,621,456	1973	
2,107	First National Bank, Pulaski, Tenn.	127,627,990	115,560,218	2165	+58
2,108	Continental National Bank, Miami, Fla.	127,594,000	110,322,000	2298	+ 190
2,109	Bank of Tazewell Cty., Tazewell, Va.	127,443,000	108,168,338	2357	+ 248
2,110	First Lehigh Bank, Walnutport, Pa.	127,441,204	49,166,000	....	
2,111	Norwest Bank Maple Grove NA, Maple Grove, Minn.	127,410,000	113,745,000	2215	+ 104
2,112	Comerica Bank-Midland, Midland, Mich.	127,355,000	114,767,949	2185	+73
2,113	First National Bank, Huntsville, Tex.	127,352,000	133,310,000	1835	
2,114	Groos Bank NA, San Antonio, Tex.	127,296,897	121,960,692	2029	
2,115	Bank of Alma, Alma, Mich.	127,254,873	122,665,810	2010	
2,116	Benton State Bank, Benton, Ark.	127,174,841	123,473,000	1997	
2,117	Wayne County Bank & Trust Co., Honesdale, Pa.	127,147,970	110,190,404	2304	+ 187
2,118	First National Bank & Trust Co., Ada, Okla.	126,996,931	138,413,585	1759	
2,119	Kislak National Bank, North Miami, Fla.	126,939,000	95,775,000	2689	+ 570
2,120	Lakeland State Bank, Newfoundland, N.J.	126,936,965	98,523,000	2621	+ 501
2,121	First State Bank, Gainesville, Tex.	126,921,000	126,629,825	1931	
2,122	Blue Springs Bank, Blue Springs, Mo.	126,848,606	110,189,447	2305	+ 183
2,123	Centerre Bank of West Plains NA, West Plains, Mo.	126,767,665	122,519,725	2016	
2,124	Bank NA, McAlester, Okla.	126,626,674	106,123,000	2408	+ 284
2,125	Waggoner National Bank, Vernon, Tex.	126,624,493	114,170,871	2202	+77
2,126	Centerre Bank of S. Kansas City, Kansas City, Mo.	126,583,953	119,053,000	2090	
2,127	Peoples Bank & Trust Co., Mountain Home, Ark.	126,543,000	120,135,000	2066	
2,128	Centerre Bank of Springfield, Springfield, Mo.	126,539,382	104,523,000	2467	+ 339
2,129	Bank One, Sturgis, Mich.	126,525,774	....	....	
2,130	Moody National Bank, Galveston, Tex.	126,479,976	127,189,777	1920	
2,131	Alice National Bank, Alice, Tex.	126,339,901	134,906,984	1815	
2,132	Western Security Bank, Salem, Ore.	126,324,000	109,743,000	2318	+ 186
2,133	Bank One Crawfordsville NA, Crawfordsville, Ind.	126,245,427	126,163,627	1944	
2,134	First National Bank of Monterey Cty., Salinas, Calif.	126,205,000	81,912,770	3209	+1075
2,135	Texas State Bank, McAllen, Tex.	126,129,856	106,268,526	2402	+ 267
2,136	National Bank of Commerce, Superior, Wis.	126,056,764	111,790,560	2264	+ 128
2,137	Barnett Bank of St. Lucie Cty., Port St. Lucie, Fla.	126,038,000	84,490,000	3096	+ 959
2,138	First National Bank of Randolph Cty., Asheboro, N.C.	126,003,115	104,169,180	2481	+ 343
2,139	Brotherhood Bank & Trust Co., Kansas City, Kan.	125,994,777	128,171,335	1909	
2,140	Citizens National Bank, Somerset, Ky.	125,949,000	116,433,000	2151	+11
2,141	Citizens Bank, Carthage, Tenn.	125,896,311	116,572,557	2147	+ 6
2,142	Farmers State Bank & Trust Co., Hays, Kan.	125,858,336	96,408,212	2672	+ 530
2,143	First National Bank, Bozeman, Mont.	125,819,000	143,896,000	1691	
2,144	Lockwood National Bank, Houston, Tex.	125,806,372	119,252,944	2087	
2,145	Omni Bank NA, Monterey Park, Calif.	125,768,000	121,911,524	2032	
2,146	Citizens & Southern Bank, Melbourne, Fla.	125,762,304	113,929,961	2206	+60
2,147	MBank Round Rock, Round Rock, Tex.	125,757,000	120,551,000	2057	
2,148	State Bank & Trust Co., Defiance, Ohio	125,704,840	124,117,213	1981	
2,149	First City Bank-Valley View, Dallas, Tex.	125,688,688	77,957,018	3388	+1239
2,150	First National Bank, Brookings, S.D.	125,625,000	120,627,000	2055	
2,151	First National Bank, Holdrege, Neb.	125,620,000	125,046,000	1966	
2,152	Bank of O'Fallon, O'Fallon, Ill.	125,607,000	105,193,000	2434	+ 282
2,153	George Mason Bank, Fairfax, Va.	125,599,250	96,617,792	2666	+ 513
2,154	Texas Commerce Bank-Airline, Houston, Tex.	125,556,723	125,792,345	1953	
2,155	First National Bank, Midwest City, Okla.	125,470,772	125,683,458	1956	
2,156	Fayette Bank & Trust Co., Uniontown, Pa.	125,268,000	125,483,157	1961	
2,157	Bedford National Bank, Bedford, Ind.	125,225,000	120,980,000	2047	
2,158	First Bank, Davenport, Iowa	125,212,441	120,922,079	2048	
2,159	First Interstate Bank, Sheridan, Wyo.	125,165,000	112,775,000	2240	+81
2,160	North Conway Bank, North Conway, N.H.	124,812,672	73,736,049	3600	+1440
2,161	First Interstate Bank of Kalispell NA, Kalispell, Mont.	124,740,696	122,661,021	2011	
2,162	First National Bank, Athens, Tex.	124,716,789	118,769,000	2099	
2,163	Bloomingdale State Bank, Bloomingdale, Ill.	124,599,000	99,877,000	2597	+ 434
2,164	Bank of Covington, Covington, Ga.	124,551,261	112,075,000	2259	+95
2,165	Security National Bank, Enid, Okla.	124,519,788	104,871,000	2450	+ 285
2,166	American National Bank, Lawton, Okla.	124,470,000	101,633,000	2551	+ 385
2,167	First West Side Bank, Omaha, Neb.	124,393,764	126,584,678	1934	
2,168	First National Bank, Austin, Minn.	124,330,000	136,616,000	1788	
2,169	West Suburban Bank of Darien, Darien, Ill.	124,315,000	111,711,614	2267	+98
2,170	InterFirst Bank Pasadena, Pasadena, Tex.	124,290,000	122,382,000	2019	
2,171	Bank of Commerce, Idaho Falls, Idaho	124,284,481	112,878,036	2236	+65
2,172	Bank of Tampa, Tampa, Fla.	124,223,565	89,388,000	2904	+ 732
2,173	City National Bank, Plano, Tex.	124,188,000	114,255,000	2200	+27
2,174	City National Bank of Florida, Hallandale, Fla.	124,154,000	102,503,000	2535	+ 361
2,175	American Bank, Hollywood, Fla.	124,123,000	112,752,000	2241	+66
2,176	InterFirst Bank Ennis NA, Ennis, Tex.	123,907,052	106,334,896	2400	+ 224
2,177	Bank of Stamford, Stamford, Conn.	123,869,165	79,846,410	3303	+1126
2,178	Citizens National Bank, Hope, Ark.	123,850,397	115,429,345	2168	
2,179	Commercial Bank, Thomasville, Ga.	123,806,227	118,948,557	2096	
2,180	La Salle Bank of Lisle, Lisle, Ill.	123,796,031	90,233,989	2874	+ 694
2,181	Westside Bank, San Antonio, Tex.	123,758,841	124,078,376	1982	
2,182	RepublicBank Brownwood NA, Brownwood, Tex.	123,752,000	108,010,599	2364	+ 182
2,183	First State Bank, Rio Vista, Tex.	123,703,800	113,173,857	2231	+48
2,184	Newport National Bank, Newport, Ky.	123,679,192	112,276,366	2255	+71
2,185	Peoples Trust Co., Linton, Ind.	123,647,110	119,646,000	2075	
2,186	Sulphur Springs State Bank, Sulphur Springs, Tex.	123,632,000	118,533,075	2104	
2,187	Brand Banking Co., Lawrenceville, Ga.	123,629,000	98,100,000	2627	+ 440
2,188	First National Bank, Grand Junction, Colo.	123,626,828	114,856,232	2184	
2,189	RepublicBank Mineral Wells NA, Mineral Wells, Tex.	123,516,189	118,972,315	2094	
2,190	First Bank Southeast of Lake Geneva NA, Wis.	123,514,868	118,059,956	2117	
2,191	Peoples Trust & Savings Bank, Indianola, Iowa	123,448,000	119,143,000	2088	
2,192	First National Bank, Mankato, Minn.	123,428,000	116,603,000	2143	
2,193	Salisbury Bank & Trust Co., Lakeville, Conn.	123,343,908	89,196,688	2910	+ 717
2,194	Southwest National Bank, Wichita, Kan.	123,320,100	121,339,041	2040	
2,195	Citizens Bank, Batesville, Ark.	123,319,795	97,905,655	2636	+ 441
2,196	First Interstate Bank, Appleton, Wis.	123,195,000	114,554,000	2193	
2,197	Fidelity Bank, Birmingham, Mich.	123,075,486	59,990,787	....	
2,198	First National Bank, Cortland, N.Y.	123,025,993	113,267,008	2226	+28
2,199	Fidelity Deposit & Discount Bank, Dunmore, Pa.	122,986,499	115,497,439	2166	
2,200	Bay City Bank & Trust Co., Bay City, Tex.	122,951,376	128,344,671	1904	

American Banker
TOP 2,500 BANKS

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Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
2,201	Downington National Bank, Downington, Pa.	122,942,844	94,898,560	2718	+ 517
2,202	Drovers First American, South St. Paul, Minn.	122,904,211	109,341,000	2329	+ 127
2,203	Juniata Valley Bank, Mifflintown, Pa.	122,863,353	112,473,427	2251	+48
2,204	Texas Commerce Bank-Stafford NA, Stafford, Tex.	122,841,830	150,193,341	1634	
2,205	First National Bank of Madison Cty., Anderson, Ind.	122,821,540	119,440,134	2081	
2,206	Parkdale Bank, Corpus Christi, Tex.	122,733,188	132,624,389	1846	
2,207	Hamilton Bank, Morristown, Tenn.	122,727,712	106,221,933	2404	+ 197
2,208	Harrisburg Bank, Houston, Tex.	122,716,000	126,478,755	1937	
2,209	First National Bank, Longmont, Colo.	122,674,898	109,967,905	2311	+ 102
2,210	First State Bank & Trust Co., Port Lavaca, Tex.	122,668,969	118,353,451	2108	
2,211	Metropolitan Bank, Bloomington, Minn.	122,620,671	112,682,253	2245	+34
2,212	First American Bank & Trust, Minot, N.D.	122,542,195	123,746,263	1991	
2,213	Southern Michigan National Bank, Coldwater, Mich.	122,487,000	111,939,923	2262	+49
2,214	MBank The Woodlands NA, The Woodlands, Tex.	122,463,000	97,380,000	2653	+ 439
2,215	York State Bank & Trust Co., Elmhurst, Ill.	122,381,032	114,312,205	2198	
2,216	Chemical Bank-Clare, Clare, Mich.	122,299,779	115,039,358	2176	
2,217	Hollidaysburg Trust Co., Hollidaysburg, Pa.	122,194,159	112,643,065	2247	+30
2,218	Jefferson Bank, Jefferson City, Mo.	122,145,471	104,403,618	2471	+ 253
2,219	Roseville Bank, Roseville, Minn.	122,087,644	101,536,204	2553	+ 334
2,220	Delta Bank & Trust Co., Belle Chasse, La.	122,079,907	143,571,658	1695	
2,221	Hibernia National Bank, Lafayette, La.	121,888,000	80,547,000	3274	+1053
2,222	Tipton County Bank, Covington, Tenn.	121,876,100	113,702,800	2216	
2,223	Bank of Whitesburg, Whitesburg, Ky.	121,778,048	104,698,702	2458	+ 235
2,224	Penn Central National Bank, Huntingdon, Pa.	121,761,728	115,722,539	2161	
2,225	United New Mexico Bank, Roswell, N.M.	121,733,262	126,902,000	1925	
2,226	NBC Bank-Corpus Christi, Corpus Christi, Tex.	121,672,779	114,942,125	2181	
2,227	Allied American Bank, San Antonio, Tex.	121,563,000	121,727,050	2034	
2,228	Commercial Bank & Trust Co., Paris, Tenn.	121,485,000	115,638,388	2164	
2,229	Kelly Field National Bank, San Antonio, Tex.	121,467,087	112,734,790	2243	+14
2,230	Citizens Fidelity Bank & Trust Co., Winchester, Ky.	121,449,598	100,335,622	2585	+ 355
2,231	State Savings Bank, Fenton, Mich.	121,441,156	112,379,830	2254	+23
2,232	Security Bank, Huntington, W. Va.	121,061,000	120,366,000	2060	
2,233	RepublicBank Carrollton, Carrollton, Tex.	121,054,198	95,967,763	2684	+ 451
2,234	Merchants Bank, Cleveland, Tenn.	121,046,678	114,331,000	2197	
2,235	Mechanics National Bank, Paramount, Calif.	121,044,000	105,505,000	2424	+ 189
2,236	Northern Trust Bank/Oak Brook, Oak Brook, Ill.	121,044,000	97,644,000	2645	+ 409
2,237	Norwest Bank Mesabi NA, Virginia, Minn.	121,016,000	123,910,000	1986	
2,238	Berlin City Bank, Berlin, N.H.	120,981,021	105,191,704	2435	+ 197
2,239	Minnequa Bank, Pueblo, Colo.	120,957,694	105,981,649	2413	+ 174
2,240	Citizens & Farmers Bank, West Point, Va.	120,870,000	101,320,473	2561	+ 321
2,241	First State Bank, Greenville, Ky.	120,841,665	116,597,333	2144	
2,242	Manufacturers Bank, Livonia, Mich.	120,773,000	108,251,000	2353	+ 111
2,243	County Trust Co., Lyndhurst, N.J.	120,767,000	107,546,000	2375	+ 132
2,244	National Bank, Bossier City, La.	120,755,000	111,717,652	2266	+22
2,245	USTrust/Essex NA, Gloucester, Mass.	120,655,000	71,881,000	3696	+1451
2,246	Newton Trust Co., Newton, N.J.	120,616,803	105,058,941	2442	+ 196
2,247	InterFirst Bank Oak Hill NA, Austin, Tex.	120,581,069	109,997,000	2309	+62
2,248	Citibank (Maine) NA, South Portland, Me.	120,528,000	N.A.	....	
2,249	Bank One Cambridge NA, Cambridge, Ohio	120,510,000	113,629,592	2221	
2,250	ClayDesta National Bank, Midland, Tex.	120,485,125	135,263,888	1806	
2,251	Oaklawn Bank, Texarkana, Tex.	120,451,278	117,440,528	2127	
2,252	Peoples State Bank, Hamtramck, Mich.	120,398,623	110,964,971	2283	+31
2,253	Lafourche National Bank, Thibodaux, La.	120,217,056	118,322,799	2110	
2,254	Norwest Bank Moorhead NA, Moorhead, Minn.	120,207,547	112,904,000	2235	
2,255	Citizens Bank, Philadelphia, Miss.	120,175,598	109,857,159	2314	+59
2,256	Peapack-Gladstone Bank, Gladstone, N.J.	120,090,351	88,163,494	2952	+ 696
2,257	Allied Cypress Bank, Houston, Tex.	120,062,952	113,414,563	2225	
2,258	InterFirst Bank NW Austin NA, Austin, Tex.	120,053,000	96,783,668	2661	+ 403
2,259	First National Bank, York, Neb.	119,660,000	116,914,000	2136	
2,260	Adams Bank & Trust, Ogallala, Neb.	119,659,691	49,421,867	....	
2,261	Capital National Bank, New York, N.Y.	119,652,220	82,593,607	3186	+ 925
2,262	Cashmere Valley Bank, Cashmere, Wash.	119,630,190	104,937,254	2446	+ 184
2,263	McPherson Bank & Trust Co., McPherson, Kan.	119,615,627	116,836,031	2138	
2,264	First Wisconsin Bank, Manitowoc, Wis.	119,599,000	115,716,000	2162	
2,265	Patrick Henry National Bank, Bassett, Va.	119,567,000	100,176,000	2588	+ 323
2,266	Liberty National Bank, Paris, Tex.	119,557,854	108,834,869	2341	+75
2,267	Nodaway Valley Bank, Maryville, Mo.	119,467,000	110,347,000	2297	+30
2,268	RepublicBank A&M, College Station, Tex.	119,462,000	92,773,000	2790	+ 522
2,269	First National Bank, Stuttgart, Ark.	119,390,389	118,754,118	2100	
2,270	Carlsbad National Bank, Carlsbad, N.M.	119,367,750	113,648,687	2220	
2,271	First Interstate Bank of Laramie NA, Laramie, Wyo.	119,351,000	121,958,000	2030	
2,272	American National Bank & Trust Co., Waukegan, Ill.	119,157,756	103,120,434	2516	+ 244
2,273	Central & Southern Bank, Milledgeville, Ga.	119,108,000	105,468,000	2427	+ 154
2,274	First State Bank & Trust Co., Bogalusa, La.	119,094,512	122,212,742	2020	
2,275	First National Bank, Barnesville, Ohio	119,022,702	111,606,172	2268	
2,276	Centerre Bank of Cape Girardeau NA, Mo.	118,963,029	108,183,915	2354	+78
2,277	First National Bank & Trust Co., Alton, Ill.	118,712,257	120,111,139	2068	
2,278	Texas Commerce Bank-New Braunfels, Tex.	118,683,698	105,133,444	2437	+ 159
2,279	Oak Lawn Trust & Savings Bank, Oak Lawn, Ill.	118,593,320	111,111,260	2277	
2,280	Redwood Bank, San Francisco, Calif.	118,526,000	124,422,000	1978	
2,281	First Trust & Savings Bank, Taylorville, Ill.	118,508,249	118,812,632	2098	
2,282	Minotola National Bank, Vineland, N.J.	118,503,000	103,987,732	2489	+ 207
2,283	Calhoun First National Bank, Calhoun, Ga.	118,460,000	110,700,719	2288	+ 5
2,284	Three Rivers B & T Co., Jefferson Borough, Pa.	118,434,000	115,285,000	2172	
2,285	Farmers' Bank & Trust Co., Hummelstown, Pa.	118,269,982	103,063,000	2518	+ 233
2,286	Fresno Bank of Commerce, Fresno, Calif.	118,247,000	136,301,000	1792	
2,287	Fifth Third Bank of Campbell Cty. NA, Newport, Ky.	118,245,310	106,823,768	2392	+ 105
2,288	Citizens National Bank, Paintsville, Ky.	118,200,829	111,261,733	2275	
2,289	Southwest Bank & Trust Co., Omaha, Neb.	118,177,625	106,113,000	2409	+ 120
2,290	Chambersburg Trust Co., Chambersburg, Pa.	118,118,112	109,212,777	2333	+43
2,291	Citrus & Chemical Bank, Bartow, Fla.	118,099,565	107,972,065	2366	+75
2,292	First National Bank, Ashland, Ohio	118,047,924	114,246,071	2201	
2,293	Bent Tree National Bank, Dallas, Tex.	118,038,414	117,414,546	2129	
2,294	MBank Lincoln Centre NA, Dallas, Tex.	118,020,000	122,016,000	2026	
2,295	Bank IV Coffeyville NA, Coffeyville, Kan.	118,012,224	109,183,641	2334	+39
2,296	Clinton Cty. Bank & Trust Co., Frankfort, Ind.	117,999,346	114,031,299	2205	
2,297	First National Bank, Daly City, Calif.	117,996,000	95,654,000	2696	+ 399
2,298	First National Bank & Trust Co., Mountain Home, Ark.	117,971,029	107,975,000	2365	+67
2,299	Bank of Canton, Canton, Ga.	117,964,384	99,302,007	2609	+ 310
2,300	Cass Bank & Trust Co., St. Louis, Mo.	117,913,000	133,599,000	1828	
2,301	Bank of St. Albans, St. Albans, W. Va.	117,851,242	115,305,258	2171	
2,302	First National Bank, Dunmore, Pa.	117,811,324	100,004,000	2593	+ 291
2,303	Bank South, Waycross, Ga.	117,801,000	90,642,100	2858	+ 555
2,304	Effingham State Bank, Effingham, Ill.	117,750,126	105,721,614	2419	+ 115
2,305	Capital Bank of California, Los Angeles, Calif.	117,741,049	N.A.	....	
2,306	RepublicBank Grand Prairie NA, Grand Prairie, Tex.	117,717,000	85,946,000	3043	+ 737
2,307	First Northern Bank, Dixon, Calif.	117,701,000	97,773,000	2642	+ 335
2,308	Garrett National Bank, Oakland, Md.	117,679,321	102,676,436	2530	+ 222
2,309	Bank of Burlington, Burlington, Wis.	117,678,000	103,777,000	2496	+ 187
2,310	Indiana Southern Bank, Sellersburg, Ind.	117,505,000	82,530,000	3189	+ 879
2,311	First Bank & Trust Co., Mechanicsburg, Pa.	117,496,501	104,236,037	2476	+ 165
2,312	First National Bank, Spokane, Wash.	117,480,000	106,947,000	2390	+78
2,313	Peoples Bank & Trust Co., Natchitoches, La.	117,468,742	62,805,501	....	
2,314	Union Bank & Trust Co., Greensburg, Ind.	117,416,603	116,448,577	2150	
2,315	Mid Penn Bank, Millersburg, Pa.	117,405,000	105,873,000	2416	+ 101
2,316	Harlingen National Bank, Harlingen, Tex.	117,386,943	107,734,541	2371	+55
2,317	Wauchula State Bank, Wauchula, Fla.	117,350,231	106,592,883	2395	+78
2,318	Sunwest Bank of Roswell NA, Roswell, N.M.	117,350,000	126,996,000	1922	
2,319	City National Bank, Fairmont, W. Va.	117,248,000	115,758,729	2158	
2,320	Peoples Bank, Danville, Va.	117,203,000	95,112,000	2712	+ 392
2,321	Sun Bank, Gainesville, Fla.	117,176,730	92,601,440	2793	+ 472
2,322	Western Bank, Las Cruces, N.M.	117,111,496	112,525,073	2249	
2,323	Souhegan National Bank, Milford, N.H.	117,072,137	95,248,084	2707	+ 384
2,324	Landmark Bank, Hartford, Conn.	117,067,497	52,702,000	....	
2,325	Haysville State Bank, Haysville, Kan.	116,954,086	99,405,925	2604	+ 279
2,326	First Interstate Bank, Urbandale, Iowa	116,936,403	113,216,940	2228	
2,327	Independence Bank, Ramsey, N.J.	116,900,000	90,497,408	2864	+ 537
2,328	First National Bank, Plainview, Tex.	116,745,000	75,564,000	3503	+1175
2,329	First American National Bank, Plainfield, Ind.	116,673,786	106,260,534	2403	+74
2,330	RepublicBank Dallas East NA, Dallas, Tex.	116,638,000	82,170,000	3199	+ 869
2,331	Des Plaines National Bank, Des Plaines, Ill.	116,627,000	108,607,736	2347	+16
2,332	Golf Mill State Bank, Niles, Ill.	116,618,785	109,302,000	2330	
2,333	Sugar Creek National Bank, Sugar Land, Tex.	116,541,967	114,368,427	2196	
2,334	Bank of North Texas, North Richland Hills, Tex.	116,527,180	116,805,466	2139	
2,335	Shelard National Bank, St. Louis Park, Minn.	116,524,072	99,407,000	2603	+ 268
2,336	Bank of Goodlettsville, Goodlettsville, Tenn.	116,505,000	107,817,265	2370	+34
2,337	First National Bank, Huntington, Ind.	116,434,190	116,838,470	2137	
2,338	National Bank of Commerce, El Dorado, Ark.	116,424,383	107,871,553	2368	+30
2,339	Shreveport Bank & Trust Co., Shreveport, La.	116,349,079	119,255,565	2086	
2,340	Hale County State Bank, Plainview, Tex.	116,344,474	102,968,649	2521	+ 181
2,341	Bank Josephine, Prestonsburg, Ky.	116,312,865	118,975,338	2093	
2,342	Drexel National Bank, Chicago, Ill.	116,296,874	118,128,056	2112	
2,343	Bank of Florida, St. Petersburg, Fla.	116,266,000	103,195,474	2512	+ 169
2,344	American National Bank, Cheyenne, Wyo.	116,153,291	117,851,834	2122	
2,345	Bank of Southside Virginia, Carson, Va.	116,074,000	104,387,341	2472	+ 127
2,346	United Missouri Bank So., Kansas City, Mo.	116,051,213	105,017,771	2444	+98
2,347	National Bank, Blacksburg, Va.	116,037,584	91,336,053	2833	+ 486
2,348	Farmers & Merchants National Bank, Hamilton, Va.	116,005,905	68,880,425	3866	+1518
2,349	Mount Greenwood Bank, Chicago, Ill.	115,987,066	104,598,190	2462	+ 113
2,350	Western Bank, Albuquerque, N.M.	115,980,001	107,281,000	2379	+29
2,351	CivicBank of Commerce, Oakland, Calif.	115,779,000	65,845,000	....	
2,352	Bloomsburg Bank-Columbia Trust Co., Pa.	115,712,510	110,780,987	2286	
2,353	First Interstate Bank, Farmington, N.M.	115,688,834	119,489,000	2080	
2,354	Hanover Bank of Pennsylvania, Wilkes-Barre, Pa.	115,652,636	115,935,863	2157	
2,355	First National Bank, Damariscotta, Me.	115,628,151	88,225,551	2949	+ 594
2,356	State Bank, Fraser, Mich.	115,576,061	108,668,931	2344	
2,357	Security Bank of Washington, Ephrata, Wash.	115,538,000	113,478,526	2224	
2,358	Peoples Bank of Western Pa., New Castle, Pa.	115,510,000	111,825,000	2263	
2,359	Community Bank, Oklahoma City, Okla.	115,479,795	105,285,374	2431	+72
2,360	Grundy National Bank, Grundy, Va.	115,452,000	109,620,000	2322	
2,361	Jasper County Savings Bank, Newton, Iowa	115,433,000	113,581,873	2223	
2,362	Wabash Valley Bank & Trust Co., Peru, Ind.	115,395,161	117,468,735	2126	
2,363	Holiday Bank, Holiday, Fla.	115,351,000	85,839,000	3047	+ 684
2,364	First National Bank, Grapevine, Tex.	115,346,000	103,138,000	2515	+ 151
2,365	Garden National Bank, Garden City, Kan.	115,289,616	106,480,602	2398	+33
2,366	Bank of Roane County, Harriman, Tenn.	115,222,887	105,391,749	2429	+63
2,367	Valley Bank of Shawano NA, Shawano, Wis.	115,089,000	107,236,000	2381	+14
2,368	Goodhue County National Bank, Red Wing, Minn.	115,073,527	106,056,989	2412	+44
2,369	Marine American State Bank, Bloomington, Ill.	114,964,585	110,445,000	2293	
2,370	Seguin State Bank & Trust Co., Seguin, Tex.	114,888,000	107,873,000	2367	
2,371	Norwest Bank Cheyenne NA, Cheyenne, Wyo.	114,872,000	136,631,680	1785	
2,372	Bank of the Islands Sanibel-Captiva, Sanibel, Fla.	114,803,000	101,511,313	2554	+ 182
2,373	Citizens Frost Bank NA, San Antonio, Tex.	114,725,172	118,060,086	2116	
2,374	National Bank of America, Salina, Kan.	114,721,809	117,839,036	2123	
2,375	Texas Commerce Bank-Lakeside, Houston, Tex.	114,712,847	104,240,716	2475	+ 100
2,376	Somerset Trust Co., Somerset, Pa.	114,605,496	109,511,681	2325	
2,377	Metropolitan National Bank, Little Rock, Ark.	114,561,000	93,912,000	2758	+ 381
2,378	Old Kent Bank, Gaylord, Mich.	114,540,511	107,152,113	2385	+ 7
2,379	Citizens Bank & Trust Co., Hutchinson, Minn.	114,491,000	103,333,000	2509	+ 130
2,380	Moxham National Bank, Johnstown, Pa.	114,341,928	102,993,765	2519	+ 139
2,381	Commercial National Bank, Nacogdoches, Tex.	114,326,654	111,190,919	2276	
2,382	Lowell National Bank, Lowell, Ind.	114,298,000	122,067,563	2023	
2,383	Livingston Bank, Denham Springs, La.	114,269,000	124,945,297	1968	
2,384	Heritage National Bank & Trust Co., Piqua, Ohio	114,258,749	115,415,470	2169	
2,385	Key Bank of Northern Maine, Presque Isle, Me.	114,231,094	103,158,026	2513	+ 128
2,386	Peoples Bank, Ripley, Miss.	114,162,000	108,988,260	2338	
2,387	Colonial Bank, Greenville, Tex.	114,154,784	103,704,569	2499	+ 112
2,388	First Bank of North Dakota NA-Minot, Minot, N.D.	114,134,000	106,087,000	2411	+23
2,389	First National Bank, Chicago Heights, Ill.	114,109,805	104,546,162	2465	+76
2,390	InterFirst Bank Gateway NA, Fort Worth, Tex.	114,109,405	94,819,461	2721	+ 331
2,391	State Bank, St. Charles, Ill.	114,025,922	100,836,645	2576	+ 185
2,392	First NB of North Idaho, Wallace, Idaho	113,955,189	110,986,000	2281	
2,393	United Jersey Bk/Lenape State, W. Deptford Twp	113,925,000	101,258,000	2562	+ 169
2,394	Northwest National Bank, Vancouver, Wash.	113,919,000	88,383,000	2940	+ 546
2,395	Seymour Trust Co., Seymour, Conn.	113,813,000	80,574,000	3272	+ 877
2,396	Fidelity State Bank, Garden City, Kan.	113,753,614	110,986,000	2282	
2,397	First Security Bank, Searcy, Ark.	113,748,373	107,244,210	2380	
2,398	Bank Meridian NA, Hampton, N.H.	113,726,235	97,963,891	2632	+ 234
2,399	MBank Marshall NA, Marshall, Tex.	113,719,852	95,176,792	2709	+ 310
2,400	Liberty National Bank, Huntington Beach, Calif.	113,710,275	91,409,000	2831	+ 431

Compiled by American Banker

Copyright 1987

Ranked by Assets on Dec. 31, 1986, Compared with Dec. 31, 1985

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
2,401	Etowah Bank, Canton, Ga.	113,685,367	102,459,089	2537	+ 136
2,402	Greeley National Bank, Greeley, Colo.	113,675,775	118,650,579	2101	
2,403	First National Bank & Trust Co., Carbondale, Ill.	113,575,000	109,754,000	2317	
2,404	First Security Bank, Ionia, Mich.	113,559,000	105,060,161	2441	+37
2,405	Charter National Bank-Westheimer, Houston, Tex.	113,535,000	162,171,000	1512	
2,406	Norwest Bank Owatonna NA, Owatonna, Minn.	113,499,000	104,582,000	2463	+57
2,407	Southwest Bank, Fort Worth, Tex.	113,483,317	108,311,357	2352	
2,408	First Interstate Bank, Fort Dodge, Iowa	113,476,916	126,520,154	1935	
2,409	Granite State National Bank, Somersworth, N.H.	113,416,805	59,235,000	....	
2,410	First National Bank, Stillwater, Minn.	113,373,000	104,846,000	2451	+41
2,411	Shipshewana State Bank, Shipshewana, Ind.	113,356,865	106,874,539	2391	
2,412	NBD Sandusky Bank, Sandusky, Mich.	113,354,501	113,120,502	2232	
2,413	NBD Grand Valley Bank NA, Grandville, Mich.	113,317,805	98,895,950	2613	+ 200
2,414	First National Bank, Highland, Ill.	113,313,693	107,296,821	2378	
2,415	Citizens State Bank, New Castle, Ind.	113,303,929	105,111,974	2438	+23
2,416	Libertyville National Bank, Libertyville, Ill.	113,192,000	100,000,000	2594	+ 178
2,417	Washington County State Bank, Brenham, Tex.	113,099,274	116,925,000	2135	
2,418	Guaranty Bank, Dallas, Tex.	113,042,000	114,593,867	2191	
2,419	First Bank, Oak Park, Ill.	112,990,000	111,012,244	2280	
2,420	First Bank, Ceredo, W. Va.	112,948,000	104,043,324	2486	+66
2,421	East Carolina Bank, Engelhard, N.C.	112,924,457	98,459,000	2624	+ 203
2,422	SouthTrust Bank of Covington Cty. NA, Opp, Ala.	112,856,602	112,743,760	2242	
2,423	Citizens National Bank, Bedford, Ind.	112,784,069	109,120,173	2335	
2,424	Farmers-Citizens Bank, Salem, Ind.	112,715,884	104,879,812	2448	+24
2,425	First National Bank, Hereford, Tex.	112,644,406	104,720,649	2455	+30
2,426	Del Rio Bank & Trust Co., Del Rio, Tex.	112,527,875	112,264,067	2256	
2,427	Inwood National Bank, Dallas, Tex.	112,504,757	103,366,697	2508	+81
2,428	Citizens National Bank, Elkins, W. Va.	112,491,000	103,957,000	2490	+62
2,429	Merchants & Planters Bank, Newport, Tenn.	112,470,000	95,273,000	2706	+ 277
2,430	Granite Savings Bank & Trust Co., Barre, Vt.	112,459,618	102,257,277	2542	+ 112
2,431	Herget National Bank, Pekin, Ill.	112,440,000	111,765,270	2265	
2,432	North Frost Bank NA, San Antonio, Tex.	112,392,826	105,929,217	2414	
2,433	Union Bank, San Antonio, Tex.	112,355,713	94,256,808	2746	+ 313
2,434	First State Bank, Livingston, Tex.	112,332,353	111,490,512	2272	
2,435	Tobias Knoblauch Private Bank, Reading, Pa.	112,330,090	100,344,529	2584	+ 149
2,436	First State Bank, Decatur, Ind.	112,300,000	106,501,000	2397	
2,437	Aurora National Bank, Aurora, Ill.	112,189,227	119,612,278	2079	
2,438	Sullivan State Bank, Sullivan, Ind.	112,149,074	111,521,470	2271	
2,439	Zion State Bank & Trust Co., Zion, Ill.	112,110,586	108,175,455	2355	
2,440	Bank IV Salina NA, Salina, Kan.	112,109,873	108,521,717	2349	
2,441	First Interstate Bank of Roswell, Roswell, N.M.	112,018,314	129,819,341	1883	
2,442	Bank of the Hamptons NA, East Hampton, N.Y.	112,000,000	84,630,000	3091	+ 649
2,443	First National Bank, Scottsboro, Ala.	111,973,840	95,234,464	2708	+ 265
2,444	Wolfeboro National Bank, Wolfeboro, N.H.	111,942,055	86,356,580	3025	+ 581
2,445	Pacific National Bank, Nantucket, Mass.	111,939,411	85,817,993	3049	+ 604
2,446	National Bank, Olyphant, Pa.	111,919,117	80,356,217	3280	+ 834
2,447	Union Bank, Houston, Tex.	111,872,294	120,784,969	2053	
2,448	Hampshire National Bank, South Hadley, Mass.	111,781,000	95,984,000	2683	+ 235
2,449	Peoples Bank & Trust Co., Madisonville, Ky.	111,777,000	114,640,455	2189	
2,450	First Security Bank, Hillsboro, Ohio	111,744,771	105,187,131	2436	
2,451	Merchants State Bank, Dallas, Tex.	111,716,467	115,135,155	2174	
2,452	Republic Bank Henderson NA, Henderson, Tex.	111,677,940	97,431,249	2650	+ 198
2,453	First State Bank, Waynesboro, Miss.	111,647,501	103,510,383	2505	+52
2,454	First National Bank of Loudon Cty., Lenoir City, Tenn.	111,610,494	104,183,865	2479	+25
2,455	State & Savings Bank, Monticello, Ind.	111,544,000	98,522,969	2622	+ 167
2,456	First Wisconsin Bank, Green Bay, Wis.	111,449,000	84,273,000	3105	+ 649
2,457	American National Bank & Trust Co., Sapulpa, Okla.	111,439,000	110,064,000	2307	
2,458	City Bank, Lynnwood, Wash.	111,432,000	94,730,693	2725	+ 267
2,459	Potomac Valley Bank, Gaithersburg, Md.	111,423,000	87,084,257	2996	+ 537
2,460	First of America Bank-Holland NA, Holland, Mich.	111,408,764	103,546,970	2504	+44
2,461	Marthas Vineyard Nat'l Bk, Vineyard Haven, Mass.	111,400,241	78,501,753	3365	+ 904
2,462	First City National Bank, Orange, Tex.	111,353,000	87,192,692	2990	+ 528
2,463	American Bank & Trust, Cookeville, Tenn.	111,322,234	90,987,195	2846	+ 383
2,464	Indiana State Bank, Terre Haute, Ind.	111,227,147	108,113,265	2361	
2,465	First State Bank, Pensacola, Fla.	111,217,000	97,865,000	2640	+ 175
2,466	Decorah State Bank, Decorah, Iowa	111,187,000	95,380,000	2701	+ 235
2,467	United Bank, Atmore, Ala.	111,172,292	107,602,073	2373	
2,468	State Bank, La Crosse, Wis.	111,166,289	100,439,003	2581	+ 113
2,469	Progressive Bank & Trust Co., Houma, La.	111,128,000	109,707,000	2319	
2,470	MBank San Felipe NA, Houston, Tex.	111,078,061	98,028,190	2629	+ 159
2,471	Commerce Union Bank, Clarksville, Tenn.	111,072,726	105,477,633	2426	
2,472	First National Bank, La Grange, Ill.	111,052,000	102,348,000	2538	+66
2,473	Habersham Bank, Clarkesville, Ga.	111,041,000	91,218,000	2837	+ 364
2,474	M&I Bank of Racine, Racine, Wis.	111,040,659	107,676,087	2372	
2,475	Hamlin Bank & Trust Co., Smethport, Pa.	110,970,000	102,974,000	2520	+45
2,476	Bourbon-Agricultural Deposit B&T Co., Paris, Ky.	110,962,000	105,222,112	2433	
2,477	Industrial State Bank, Kansas City, Kan.	110,910,348	N.A.	....	
2,478	Farmers & Merchants Bank, Huron, S.D.	110,904,000	104,560,000	2464	
2,479	Bank One Wapakoneta NA, Wapakoneta, Ohio	110,882,000	106,718,304	2393	
2,480	Bank of Marion, Marion, Ill.	110,838,774	103,692,818	2501	+21
2,481	Commercial & Savings Bank, Millersburg, Ohio	110,784,000	95,930,000	2686	+ 205
2,482	Worth Bank & Trust, Worth, Ill.	110,719,000	96,679,859	2665	+ 183
2,483	Lindell Trust Co., St. Louis, Mo.	110,715,000	104,145,985	2483	
2,484	Allied Humble Bank NA, Humble, Tex.	110,698,000	109,828,000	2316	
2,485	United Bank of Lakewood NA, Lakewood, Colo.	110,653,406	109,521,617	2324	
2,486	Shrewsbury State Bank, Shrewsbury, N.J.	110,597,000	85,999,000	3042	+ 556
2,487	American National Bank-South, Corpus Christi, Tex.	110,591,922	108,856,872	2339	
2,488	Allied Spring Bank, Spring, Tex.	110,497,000	102,132,000	2545	+57
2,489	Bank of Marshall County, Benton, Ky.	110,477,158	105,300,981	2430	
2,490	American State Bank & Trust Co., Great Bend, Kan.	110,470,338	109,024,210	2337	
2,491	First National Bank, Bryan, Tex.	110,438,044	105,743,415	2418	
2,492	Manistee Bank & Trust Co., Manistee, Mich.	110,432,388	105,444,406	2428	
2,493	Norwest Bank Kalispell NA, Kalispell, Mont.	110,394,034	108,145,000	2358	
2,494	Security Bank, Harrison, Ark.	110,351,987	106,985,987	2389	
2,495	First National Bank & Trust Co., Centralia, Ill.	110,347,000	109,861,000	2313	
2,496	Merchants Bank & Trust Co., Bay St. Louis, Miss.	110,315,270	101,395,388	2557	+61
2,497	Bank of Texas, Dallas, Tex.	110,240,970	115,009,910	2179	
2,498	First National Bank, Alexander City, Ala.	110,239,000	108,626,000	2345	
2,499	Security Pacific State Bank, Irvine, Calif.	110,203,000	90,171,000	2877	+ 378
2,500	Texas Commerce Bank-Hillcrest, Dallas, Tex.	110,163,000	104,501,000	2468	

Big Banks Trimmed Municipal Bond Portfolios in '86

Bank Holdings of Tax-Exempt Securities

Largest Municipal Holdings in Book Value

1986 Holdings	($ Mil.)	1985 Holdings	($ Mil.)
1. Morgan Guaranty Trust Co.	4,350	1. Morgan Guaranty Trust Co.	3,898
2. Chase Manhattan Bank	1,971	2. Chase Manhattan Bank	2,186
3. Citibank	1,951	3. Manufacturers Hanover	1,748
4. Chemical Bank	1,669	4. Chemical Bank	1,597
5. Manufacturers Hanover	1,659	5. Republic National Bank	1,444
6. Bankers Trust Co.	1,398	6. Bankers Trust Co.	1,361
7. Connecticut Bank & Trust	1,094	7. Connecticut Bank & Trust	1,324
8. Southeast Bank	1,076	8. Southeast Bank	1,251
9. Bank of New York	1,070	9. Bank of New York	1,134
10. Mellon Bank	1,065	10. Marine Midland Bank	1,044

Largest Gains in Municipal Holdings (Book Value)

(Dollar Amounts in Millions)	Increase	% Increase
1. Citibank NA	$1,150.0	143.6%
2. Morgan Guaranty Trust Co.	452.2	11.6
3. Boston Safe Deposit & Trust Co.	393.2	81.4
4. Mellon Bank	270.2	34.0
5. First Union Nat'l Bank (Charlotte)	161.3	19.2
6. First Interstate Bank Oregon	126.0	21.6
7. Colonial National Bank USA	107.0	...
8. Rhode Island Hospital Trust Bank	96.9	79.2
9. National City Bank (Cleveland)	80.8	13.4
10. Michigan National Bank (Lansing)	78.5	151.1

Largest Declines in Municipal Holdings (Book Value)

(Dollar Amounts in Millions)	Decrease	% Decrease
1 .Republic National Bank	969.7	67.2%
2 .Bank of America	588.0	63.4
3 .Israel Discount Bank	537.8	96.3
4 .Allied Bank of Texas	380.6	90.9
5 .Amalgamated Bank	379.1	100.0
6 .Norwest Bank Minneapolis	354.0	74.3
7 .Marine Midland Bank NA	337.4	32.3
8 .AmeriTrust Co. NA	257.7	33.3
9 .Wells Fargo Bank NA	246.4	67.4
10 .Zions First National Bank	231.3	75.0

By MATTHEW KREPS
The Bond Buyer

NEW YORK — The nation's 1,000 largest banks reduced their holdings of municipal bonds by 13% in 1986, partly in anticipation of tax reform.

In book value, the banks held a total of $92.14 billion of bonds on Dec. 31, down 13% from the $105.89 billion they held at the end of 1985. Almost all of the decline came in the first six months of the year, before the Tax Reform Act of 1986's elimination of many tax advantages for holding tax-exempts.

The market value of the bank portfolios, boosted by falling interest rates, did not fall as far. In market value, the banks held $96.58 billion of bonds at the end of 1986, down 7.1% from the $103.99 billion of the year before. The market value dropped 8.3% in the first half of the year, but rose 1.3% in the second half.

Book value is the amount that the bank paid for the bonds; market value is what the bonds are worth when they are marked to market.

In 1985, the nation's top 1,000 banks increased the book value of their bond portfolios by 45%, and the market value jumped 56%.

The figures are based on the consolidated reports of conditions that the banks file with federal regulators every six months, under the category of "securities issued by states and political subdivisions in the United States." The list of banks excludes credit-card and other "specialty" banks that did not report any bond holdings.

More than three-quarters of the banks — 774 — reduced their bond holdings in 1986, by an average of $24.3 million. Two hundred and five banks added to their holdings, by an average of $24.5 million. Twenty-one banks either reported no change in bond holdings or no holdings at all.

Thirty-nine banks trimmed more than $100 million of bond holdings from their portfolios, while only seven added more than $100 million.

The nation's 100 largest banks reduced their holdings, but by a smaller margin than the larger group of 1,000 banks did. The top 100's portfolios had a combined book value of $49.28 billion at the end of 1986, down 10.9% from the $55.3 billion of the year before, and their market value fell only 4.5%, to $51.73 billion from $54.16 billion.

Seventy-nine of the 100 largest banks reduced their bond holdings, by an average of $115.2 million, while 21 banks added to their holdings, by an average of $146.6 million. Thirty-one banks reduced their bond holdings by more than $100 million, while six added more than $100 million.

Biggest Portfolios

Morgan Guaranty Trust Co., the nation's fourth-largest bank, continued to hold by far the largest portfolio of municipal bonds — $4.35 billion at the end of 1986, up $452 million, or 11.6%, from the end of 1985.

In a distant second place was Chase Manhattan Bank, which held $1.97 billion of bonds at yearend. Chase Manhattan, which also was second at the end of 1985, with $2.19 billion, reduced its holdings 10% last year.

Citibank jumped to third place with the year's largest increase in bond holdings as it added $1.15 billion, from the previous year's $801 million to $1.95 billion at the end of 1986 — a 143% rise. Citibank had cut its holdings back $26 million, or 3%, in the first half, but then gobbled up $1.18 billion in the second half, a 151% increase. Officials at the bank would not comment on the portfolio.

Chemical Bank remained in fourth place for the year as it increased its portfolio $72 million, or 4.4%, to $1.67 billion.

Manufacturers Hanover Trust Co. fell to fifth place from third the year before as its holdings declined $89 million, or 5.1%, to $1.66 billion.

Following Citibank and Morgan Guaranty with the largest increases in bond holdings in 1986 were Boston Safe Deposit & Trust Co., up $393 million, or 81%; Mellon Bank, up $270 million, or 34%; and First Union National Bank, up $161 million, or 19%. First Interstate Bank of Oregon in Portland added $126 million, or 22%, while Colonial National Bank USA, a limited-service bank in Wilmington, Del., went from zero to $107 million.

Profitable BanksWere Buyers

Banks often buy municipal bonds when they or their holding companies are profitable, to increase their after-tax income as much as possible — and most of the banks that added more than $100 million of bonds had highly profitable years in 1986.

Citibank's parent company, Citicorp, earned $1.06 billion of net income, the largest earnings of any U.S. bank holding company for the year. In second place was J.P. Morgan & Co., with $873 million. Boston Safe Deposit posted a 123% jump in net income, to $118 million — the sixth-largest percentage gain last year. First Union Bancorp and First Interstate Bancorp were among the top 10 banks in net income, and Mellon Bank Corp. was 18th on the list. And TSO Financial Corp., which owns Colonial National, doubled its earnings.

The Tax Reform Act of 1986 eliminated banks' 80% income tax deduction for the costs of carrying municipal

Big Banks: Page 43 ➞

BONDS

Federal Home Loan Banks

$1,092,000,000
7.375% Series V-1988 Consolidated Bonds
Dated May 26, 1987 Non-Callable Due May 25, 1988
Interest payable on November 25 and
semiannually thereafter
Price 100% CUSIP #313388 RP 7

$1,045,000,000
8.25% Series P-1990 Consolidated Bonds
Dated May 26, 1987 Non-Callable Due May 25, 1990
Interest payable on November 25 and
semiannually thereafter
Price 100% CUSIP #313388 RQ 5

$725,000,000
8.60% Series I-1992 Consolidated Bonds
Dated May 26, 1987 Non-Callable Due May 26,1992
Interest payable November 26 and May 26
Price 100% CUSIP #313388 RR 3

(Available in Book-Entry Form only; Minimum Amount of $10,000.)

New Issue
May 13, 1987

This announcement
appears as a
matter of record.

These Consolidated Bonds are the joint and several obligations of the Federal Home Loan Banks and are legal for investment by savings banks, insurance companies, trustees, and other fiduciaries under the laws of many states. The offering of these Bonds is made by the Federal Home Loan Banks through the Office of Finance with the assistance of a nationwide selling group of recognized dealers in securities.

Austin C. Dowling, *Director*
Jean C. Chabot, *Deputy Director*
Office of Finance, Federal Home Loan Banks
655 15th St., N.W. Suite 850, Washington, DC 20005
Telephone: (202) 272-4963

THE MARKETS

Money Market

Tuesday May 12, 1987

Federal funds range 6⅝%-6¾%
Prime rate (5/1/87) 8.00%
Discount rate FRB of New York (8/21/86) 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 8.00%

Bankers Accepts. offering rate—discount basis (5/12/87)

30 days—6.65	60 days—6.70	90 days—6.78
120 days—6.83	180 days—6.88	

N.Y. City Banks' CDs — Highest Offering Rate (5/12/87)

14 days—6.20	30 days—6.30	60 days—6.375
90 days—6.55	120 days—6.60	150 days—6.65
180 days—6.80	270 days—6.80	360 days—6.90

Aaa Dealer Comm'l Paper—discount basis (5/12/87)

30 days—6.75	60 days—6.80	90 days—6.82

Comm'l Paper Directly Placed—Range disc. Basis (5/12/87)

5-14 days—6.00-6.625	15-29 40ys—6.00-6.70
30-59 days—6.00-6.70	60-89 days—6.00-6.70
90-179 days—6.00-6.70	180-270 days—6.00-6.375

Eurodollar Deposits—London bid (5/12/87)

Overnight—6⅝	7 days—6¹¹/₁₆
1 mo.—6¹³/₁₆	3 mos.—7⅛
6 mos.—7⅜	1 year—7¹³/₁₆

NIBOR (6-month) 7½%
LIBOR (6-month) 7⁷/₁₆%

Futures Markets

The Bond Buyer Municipal Bond Index

	May 12, 1987	May 11, 1986	May 5, 1987
Index	89.13	89.29	89.03
Yield to Par Call	8.73	8.66	8.77
Yield to Maturity	8.20	8.15	8.23

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

3-Month Domestic CD Futures (IMM)*

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
June '87	.....	.....	.....	....	....

As of the previous day's close: Total no. of contracts traded: 0; total open interest: 0 and change in open interest: unch

3-Month T-Bill Futures (IMM)**

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
June '87	94.09	93.93	94.06	+ 4	5.94
Sept.'87	93.37	93.27	93.35	+13	6.65
Dec. '87	93.31	93.02	93.09	+ 1	6.91
Mar. '88	92.93	92.85	92.92	+ 1	7.08
June '88	92.77	92.71	92.75	unch	7.25
Sept.'88	92.61	92.55	92.60	unch	7.40
Dec. '88	92.45	92.43	92.45	unch	7.55
Mar. '89	.....	.....	92.30	unch	7.70

As of the previous day's close: Total no. of contracts traded: 8,562 total open interest: 31,392 and change in open interest: - 959

Footnotes to Futures Tables

*—For 90-day or 3-month domestic certificates of deposit having a face value at maturity of $1 million.
**—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
May 12 ...343.7	1987	374.2	316.8	343.7
May 11 ...345.9	1986	388.7	311.2	331.3
May 8 ...348.5	1985	344.2	242.7	344.2
May 7 ...348.2	1984	269.6	178.4	246.3
May 6 ...351.6	1983	299.6	223.1	260.2

* Based on midday prices.

International Forum Set To Cover EFT/POS Issues

NEW YORK — What's being billed as the first international electronic funds transfer/point of sale forum is scheduled to take place June 22 through June 24 in Vienna, Austria.

Sponsored by Lafferty Conferences Ltd., the forum will address policy issues such as who should control point of sale systems — banks, retailers, or third parties — and how costs will be divided. The benefits of both independent and shared networks, as well as the role of legislators, will also be discussed.

Scheduled speakers include Roger Peirce, general manager of delivery systems for Visa International, and Meredith Fernstrom, an American Express senior vice president.

For more information, contact Lafferty Conferences Ltd., 2 Pear Tree Court, London, England, EC1R 0DS, 44-1-251-5545. ■

Big Banks . . .

➸ Continued from Page 42

bonds. This spurred at least one bank, Morgan Guaranty, to substantially increase its tax-exempt portfolio before the law took effect.

In its annual report for 1986, J.P. Morgan & Co., Morgan Guaranty's parent company, noted, "In anticipation of the signing of this new legislation into law, holdings of securities of states and political subdivisions were substantially increased in order to ensure a continued flow of tax-benefited interest income until these securities mature." Officials at Morgan Guaranty would not elaborate further.

Though most of First Union Bancorp's portfolio growth has been in U.S. agency securities, its municipal holdings have jumped 165% in two years, from $673 million in 1984 to $1.78 billion in 1986.

In its 1986 annual report, the firm enumerated several reasons it has been increasing its investment portfolio for five years: "First, we anticipated slow loan growth and wanted to maintain our earnings momentum. Second, we didn't feel interest rates were going to turn up sharply. Third, we thought the chances were good that we would acquire banks that kept a higher volume of loans than investments on their books."

At the other end of the spectrum, Republic National Bank had the year's largest decline in holdings. The bank sold $970 million of the $1.44 billion of bonds it held at the end of 1985, to end last year holding only $474 million of the securities.

Officials at Republic National said the massive sell-off was the tail end of a short-term investment strategy that began in 1985. The bank bought a lot of

Big Banks: Page 44 ➸

Duff & Phelps Inc.

Certificates of Deposit

Short Term Ratings

Bank of America Nat'l. Tr. & Svgs. Assn.	Duff 2	Frost Nat'l. Bank of San Antonio	Duff 1-
Bank of Hawaii	Duff 1+	InterFirst Bank Dallas, N.A.	Duff 3
Bankers Trust Co.	Duff 1+	Manufacturers & Traders Trust Company	Duff 1
Boulevard Bank N.A.	Duff 1	Mellon Bank, N.A.	Duff 1-
Chase Manhattan Bank (N.A.)	Duff 1	Morgan Guaranty Trust Co. of N.Y.	Duff 1+
Chemical Bank	Duff 1+	Security Pacific National Bank	Duff 1+
Citibank, N.A.	Duff 1+	Southeast Bank, N.A.	Duff 1
Citizens & Southern Nat'l. Bank	Duff 1+	Texas Commerce Bank, N.A.	Duff 2
Continental Ill. Nat'l. Bank	Duff 1-	Trust Co. Bank	Duff 1+
First Interstate Bank of California	Duff 1+	U.S. National Bank of Oregon	Duff 1+
First National Bank of Boston	Duff 1+	Valley National Bank of Arizona	Duff 1+
First National Bank of Chicago	Duff 1	Wachovia Bank & Trust Company, N.A.	Duff 1+
First National Bank of Minneapolis	Duff 1	Wells Fargo Bank, N.A.	Duff 1+
First Pennsylvania Bank, N.A.	Duff 1-		

Long Term Ratings

Manufacturers & Traders Trust Company	D&P-6 (Middle Single A)

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Our CD reports are issued quarterly to over 1,200 investors.

For more information, contact: Tom Schroeder, VP
Duff & Phelps Inc., 55 E. Monroe, Chicago, IL 60603
Phone: (312) 263-2610

This announcement is neither an offer to sell nor a solicitation of an offer to buy these securities. The offer is made only by the Prospectus.

Florida National Bank

New Issue / May 12, 1987

$75,000,000

Florida National Banks of Florida, Inc.

9⅞% Subordinated Capital Notes Due 1999

Price 98.50% and accrued interest from May 15, 1987

Copies of the Prospectus may be obtained in any State in which this announcement is circulated only from such of the undersigned as may legally offer these securities in such State.

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Morgan Stanley & Co. Incorporated **Shearson Lehman Brothers Inc.**

Bear, Stearns & Co. Inc. **Alex. Brown & Sons** Incorporated **Dillon, Read & Co. Inc.**

Donaldson, Lufkin & Jenrette Securities Corporation **Drexel Burnham Lambert** Incorporated

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Craigie Incorporated **Morgan Keegan & Company, Inc.**

The Robinson-Humphrey Company, Inc.

Big Banks . . .

➸ Continued from Page 43

short-term municipals in December 1985, when the House proposed tough restrictions on tax-exempt financing with an effective date of Jan. 1, 1986, and short-term rates soared as high as 9% in reaction. Almost all of these bonds were sold off in early 1986, the officials said. The trading profits from that well-timed move probably contributed to Republic New York Corp.'s excellent earnings of $148 million for the year.

Bank of America had the second-largest decline in bond portfolios for the year, selling off $588 million, or 63%, to $339 million. The bank held more than $1 billion of municipals at the end of 1984. In this case, financial problems were the reason the bank cut back its holdings; the parent company, BankAmerica Corp., lost $337 million in 1985 and $518 million in 1986.

Another financially troubled bank, Allied Bank of Texas in Houston, divested more than 90% of its municipal portfolio. Allied Bank trimmed $381 million from its holdings, finishing the year with $38 million.

Israel Discount Bank of New York followed in Republic National Bank's footsteps in reducing its portfolio by $538 million, to end up with just $21 million at the end of 1986. The bank had added $173 million to its portfolio in 1985. A bank official said the portfolio moves were a short-term investment strategy similar to Republic National's.

Norwest Bank Minneapolis sold $354 million of municipal bonds from its portfolio, the fifth-largest dollar-amount reduction for the year. Meanwhile, its holding company, Norwest Corp., said in its annual report for 1986 that its banks more than doubled their combined portfolio of U.S. Treasury and agency debt and other taxable securities.

The shift in Norwest's fixed-income assets apparently had its roots in the tax reform law. According to the corporation's annual report, "the effects of the [Tax Reform Act's] repeal of the investment tax credit and new restrictions placed on tax-exempt income from loans and securities will likely be more than offset by the reduction in the maximum corporate income tax rate from 46% to 40% in 1987 and 34% thereafter, and as proceeds of tax-exempt assets are reinvested into higher yielding taxable loans and investments."

Amalgamated Bank of New York sold off all of the $379 million of bonds it held at the end of 1985 and reported no holdings at the end of 1986. It was one of 13 banks to sell off their entire portfolios last year, although none of the other banks began the year with more than $45 million.

Seventeen other banks sold between 90% and 99% of their bonds last year, with Israel Discount Bank showing the largest dollar decline. Twelve of the banks in this group had less than $60 million of bonds at the end of 1985.

New York's banks had by far the largest combined portfolio for any state, with 63 banks holding $19.75 billion, or 21.4% of the 1,000 banks' combined total. New York was followed by Florida, 58 banks with $6.08 billion; Pennsylvania, 59 banks with $5.66 billion; New Jersey, 47 banks with $4.4 billion; and Ohio, 43 banks with $4.28 billion. ■

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Auction Notices

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 &/OR S. SPERBER DCA LIC# 769437 Sell, May 20, 1987 10:00 A.M. 374 Central Ave Bklyn 1978 Dodge Van B21BE8K140670 Re: A. Torres Ramirez: 10:30 A.M. 160 Wyckoff Ave Bklyn 1974 Chevrolet Subn CKY184F114268 Re: G. Santana: 11:45 A.M. 209-34 Northern Blvd. Queens 1979 Cadillac 2 Dr Sdn 6L57N9E644714 Re: Sanif, Inc., 1976 Cadillac 2 Dr Sdn 6S69R6Q466244 Re: A. Ippolito: 12:15 P.M. 172-02 Hillside Ave Queens 1973 AMC 4 Dr Sdn A3A057E759886 Re: S. Solomon: 12:45 P.M. 89-55 162nd St Queens 1978 Pontiac 2 Dr Sdn 2D27A8P642405 Re: P. Achille, 1981 Pontiac 4 Dr Sdn 1G2AY6857BT133442 Re: D. Escobar: 1:15 P.M. 118-02 Merrick Blvd. Queens 1979 Chevrolet 2 Dr Sdn 1W27M9B432915 Re: L. Herbert: 1:30 P.M. 122-21 Merrick Blvd. Queens 1984 Dodge Van 2B7GB13H7EK238286 Re: Davys Grocery, Inc.: 1:45 P.M. 130-07 Merrick Blvd. Queens 1975 Chrysler 2 Dr Sdn SS22K5R332571 Re: L. Poma: 2:15 P.M. 3170 Atlantic Ave Bklyn 1978 Chevrolet 4 Dr Sdn 1W19M8B467734 Re: H. Cintron: 2:45 P.M. 1345 Dumont Ave Bklyn 1974 Cadillac 2 Dr Sdn 6L47S4Q404110 Re: R. Anderson: 3:15 P.M. 677 Hindale St Bklyn 1981 Buick 4 Dr Sdn 1G4AW69NXBH405688 Re: E. Harding: 3:45 P.M. 1[illegible]0-09 Glenwood Rd Bklyn 1981 Chevrolet 4 Dr Sdn 2G1AL69K7B1163862 Re: M. Bockner: 4:15 P.M. 2000 Rockaway Pkwy Bklyn 1978 Audi 4 Dr Sdn 4382116474 Re: M. Cannon: I. BELENSON & CO., INC.

Public Auction Sale-By virtue of a default under a certain Loan and Security Agreement made by Chez Simone Inc. as debtor to Maxine Gilbert as secured party, all right, title and interest of Chez Simone Inc. in and to the collateral thereunder consisting of all chattels, fixtures and equipment located in the store premises at 1394-1396 York Avenue, New York, New York, and the lease to the said store premises dated March 10, 1981, which lease is held by the debtor, will be sold at public auction by Cornelius Heaney, licensed auctioneer D.C.A #720956 on May 18, 1987, at 12:00 Noon in front of 1394-96 York Avenue, New York, New York. Secured party reserves the right to bid and/or confirm the sale. Sale is subject to occupancy, prior liens, if any and the provisions of the terms of sale.

Partnership Notices

Substance of Certificate of Limited Partnership filed in New York County Clerk's office 5/1/87 of CIRCLE LINE ASSOCIATES, principal office Circle Line Plaza, West End of 42nd St., NY, NY. Business: participate as general partner in Pier West 42nd Development Company and related activities. Term: until Dec. 31, 2086 or earlier per Partnership Agreement (PA). General Partner (GP): Pier 81/83 Development Company, c/o Prentice-Hall Corporate Services, 229 South State St., Dover, DE. Limited Partner (LP): Circle Line Sightseeing-Yachts, Inc., Circle Line Plaza, West End of 42nd St., NY, NY; agreed value of contribution $100.00, share of profits, losses 99%. LP may, but not obligated to, make additional contributions.

Partners may sell, assign or encumber interest; withdraw as Partner; or voluntarily dissolve or liquidate itself; with written consent of other partner in each case.

William Cohen Auctr sells 9 AM 5/15/87 at 2290 1st Ave '83 Cadillac #1G6AD4786D9216693 Re: Brenton Lumber Corp; '82 Ford #1FTDF15F5CNA62164 Re: A. Crawley; 10 AM at 4320 Broadway '79 Chev. #1N35L9J204644 Re: R. Masoud at 11AM at 3610 Dyre Ave '83 Toyota #JT2SV12E6D0035617 Re: H. Brown et al; at 11:30 at 4100 Boston Road '79 Lincoln #9Y89S645076 Re: M.Nieves at Noon at 3321 Merritt Ave., '81 Chev. #1G1AW69K3BB413895 Re: R. Robinson et al; '86 Merc #1MEBP92232GH734021 Re: Ford Mtr.Credit Co., at 1 PM at 653 Hempstead Trpk., '83 Chev. #1GCEG25H9D7161066 Re: Brenton Lumber Corp., '83 Ford #1FTEE24Y9DHA07023 Re: Louis & Son Roofing Inc., at 2 PM at 3602 Snyder Ave., '78 Pontiac #2N69Y8P123518 Re: D. Johnson; at 2:30 at 2 Ocean Pkwy '86 Chrysler #1C3BH58E2GN143662 Re: J. Kourbage et al; at 3 PM at 1765 Bushwick Ave, '79 Olds. #3R47A9G439780 Re: D. Haskin et al; at 3:30 PM at 336 Irving Ave, '80 Olds. #3N69NAM229379 Re: G. Tripotseris; at 4:30 at 76-19 Qns Blvd, '64 Chev. #41839T165418 Re: A. Hernandez, '81 Chev. #2G1AL69JXB1150059 Re: J. Restrepo at 5 PM at 20-02 Steinway St. '85 Mercury #2MEBP75X4FB603087 Re: D. L. Peterson Trust et al, '85 Buick #1G4XB69R0FW427676 Re: D. L. Peterson Trust et al, at 5:30 at 250-21 N. Blvd. '85 Chev. #1G8CT18B4F0114084 Re: L. Vadas et al.

R. Ezersky R/P/I sells 5/20/87 at 11:45 A.M. at 325 E. 149th St., Bronx N.Y., '69 Mercedes #10801812027963 Re: R.W. Pritchard, '79 dodge #B11AN9X140193 Re: A.A. Hoss, '83 Honda #JH2PC080XDM014939 Re: A. Green, '79 Ford #F37SCFA4641 Re: T.P. Hall, '82 Audi #WAUGB0433CN007204 Re: L. Smith, '82 Datsun #JN1PB02S0CU690310 Re: H. Herndon, '84 BMW #WBAAK7406E9022683 Re: G. Wilson, '84 Chev #1G8CT18B7E0145022 Re: M. Rivera, '79 Buick #4X69K9H545401 Re: C.W. Green, '73 Plymouth #PH43K3F285648 Re: B. Sheets, '78 Cadillac #6S69B8Q469749 Re: I. Beltran. Published 5/6 and 5/13.

Default In Security Agreement Made By 562 Food Inc. To Antonio Quesda I Will Sell May 13, 1987 at 9:30 AM at 562 Flatbush Ave, Bklyn, NY R/T/I In & To Fixtures, Equipment & Inventory Subject To Any & All Prior Liens & Mortgages. Secured Party Reserves The Right To Bid. Frank E. Seipp, Auctr Lic #732234 of F.E.S. AUCTIONS INC.

DEFAULT In Security Agreement Made By 562 Food Inc. To Food Stop Inc, & Assigned To Mar Investors Corp. I Will Sell May 13, 1987 at 9:30 AM at 562 Flatbush Ave, Bklyn, NY R/T/I In & To Fixtures, Equipment & Inventory Subject To Any & All Prior Liens & Mortgages. Assignee Reserves The Right To Bid. Frank E. Seipp, Auct'r Lic #732234 of F.E.S. AUCTIONS, INC.

Classified, Legal Notices
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A. Vigar DCA Lic#767619 will sell on May 26, 1987 at 35-21 College Point Blvd. Queens, N.Y. Beginning at 1PM. 1986 Buick 1G4AS27G4CK411015, 1985 Pontiac 1G2FS87H4FN213273, 1983 Pontiac 1G2AW87H7DN216914, 1985 Jeep 1JCUC7726FT118861, 1985 Chevy 1G1BL69H2FY193150, 1985 Olds 1G3JC27POGK31726, 1981 Pontiac 1G2AJ37A4BP585391, 1982 Pontiac 1G2AW87H5CN524141, 1986 Toyota JT2AW15C1G0078236, 1984 Pontiac 1G2AW87GOEN222119, 1980 Buick 4Z573AE441822, 1978 Datsun HGS130104181, 1982 Pontiac 1G2AK3745CP519344, 1983 Lincoln 1LNBP96F5DY627591, 1985 Olds 1G3BV69Y1F9022308, 1985 Chevy 1G1FP87SOFN151047, 1980 Buick 4M47AAH131718, 1987 Plymouth 1P3BP36D6HF125612, 1982 Toyota JM1GB221XC0647214, 1981 Mercury 1MEBP77BOBG628265, 1984 Chevy 1G1AP87H9EN141324, 1984 Toyota JT2RA64C6E6188077, 1985 Chevy 2G1AW19ROF1203499, 1985 Plymouth JP3BA34K9FU71161, 1982 Chevy 1G1AW19RXCZ103509, 1980 Toyota AL10086512, 1985 Ford 1FABP22S2FK253662, 1984 Pontiac 1G2AB3506E7211652, 1985 Chevy 1G1FP857FN119202, 1978 Chevy 1N69U81213854. Re: American Motor Club and John or Jane Doe. Published 5-13-87 & 5-20-87.

C.LAUDISI & ASSOCIATES., INC., auctr's sell May 28th, 1987 at 9:30 AM at 70-11 50th Ave., Queens, N.Y. 1982 Ford #1FABP27A9CG157221 Acct. J. Koptiev and/or G. Kopteiv, 1982 Buick #1G4AZ57Y3DE442813 Acct. P.E. Frappollo, 1984 Toyota #JT3YR26V4E5033640 Acct. L. Muniz; at 10:30 AM at 86-03 Rockaway Blvd., Queens, N.Y. 1981 Datsun #JN1P406S2BM014859 Acct. E. Delva and/or F.P. Louis; at 1PM at 338 East 110th St., N.Y.C. 1985 Ford #1FABP1348FT164084 Acct. D.Smith, 1984 Plymouth #1P3BP26CXEF267863 Acct. T. Williams . Published May 13 & 20, 1987.

DEFAULT In Security Agreement Made By Ambassador Printing Corp. To Reuben Schieren & Morris Lilien I Will Sell May 13,1987 at 3:30 PM at 28 W. 25th St, NYC R/T/I In & To Fixtures, Equipment, Machinery & Inventory Subject To Any & All Prior Liens & Mortgages. Secured Party Reserves The Right To Bid Frank E. Seipp, Auct'r Lic #732234 of F.E.S. AUCTIONS, INC.

DEFAULT In Security Agreement Made By Jose P. Rivera To Melton Santana & Richard Hill & Assigned To El Caimito Business Management Corp. I Will Sell May 14, 1987 at 12:30 PM at 332 Lewis Ave, Bklyn, NY R/T/I In & To Fixtures, Equipment & Inventory Subject To Any & All Prior Liens & Mortgages. Secured Party Reserves The Right To Bid. Frank E. Seipp, Auct'r DCA #732234 of F.E.S. AUCTIONS INC.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769427 Sell, May 20, 1987 10:30 A.M. 540 Park Ave NYC 1983 Toyota 2 Dr Sdn JT2RA64C3D161871 Re: American Express Co.: I. BELENSON & CO., INC.

NOTICE OF FORECLOSURE AND SALE NOTICE IS HEREBY GIVEN, tha by virtue of a lefault in payment a certain Security Agreement in the nature of a Chattel Mortgage under THE UNIFORM COMMERCIAL CODE, entered into by and between ZALE SADE, as Debtor, and LEAGUE OF MUTUAL TAXI OWNERS FEDERAL CREDIT UNION #1532, as Secured Party, dated April 10, 1988 duly filed and recorded covering a 1980 Chevrolet, Taxicab #ID1L69L1189710 together with Medallion #9A47. THE UNDERSIGNED will foreclose and sell at Public Auction on Wednesday, May 13, 1987 at 9:30 A.M. at the offices of League of Mutual Taxi Owners Federal Credit Union #1532, 577 Ninth Avenue, New York, New York 10036 the 1980 Chevrolet, Taxicab, ID#1L69L1189710 together with Medallion #9A47. The Secured psrty reserves the right to bid and buy. Michael Gilhooly, Auctioneer as Agent, 804 54th Street, Brooklyn, New York 11220. Samuel R. Buxbaum, Attorney for Secured Party, 41 East 42nd Street, New York, New York 10017. DCA#693772.

STEVEN ROSS Auct'r sells on 5/26/87 at 9 AM at 291 W 230th St. Bx, N.Y. '81 Dodge 1B3BL28A7BD180504 Re: M. Schenewolf & GMAC, at 9:30 AM 1661 Jerome Ave Bx, N.Y. '82 Chev 1G1AB08C8CY170683 Re: C. Thornton, at 10 A.M. at 23-17 39th Ave. Queens '78 Dodge ZL44A8D194094 Re: J. Arce, & Chrysler Credit Corp. at 10:30 at 188-14 Northern Blvd. Queens '78 Chev 1Z37U8B482542 Re: M. Maya, at 11 AM at 58-01 Queens Blvd. Queens '80 Audi 18A0234417 Re: R. Bruce & Citizens Bank, '80 Chev 1S87HAL572925 Re: R. Feery, '83 Chev 2GCEG25D2D4101400 Re: Universal Equip. Co., at 12 PM at 43-38 36th St Queens '82 Toyota JT2TE72W8C5080687 Re: S. Christie. Published 5/13, & 5/20/87.

NY Lien & Recovery Corp, R.A. Felder Lic Auctr 793917 will sell to satisfy lien at 825 Main St, New Rochelle on 5/22/87 at 10am: '82 Dodge 1B3BD49C0DF248982 Re-No Frills & Citibank, '80 Olds 3B375AW156808 Re-N. Sandiego, '83 Pont 1G2AW87H0DN210042 Re-ChemBank & E. Colon, '83 Ford 1FMEE11F8DHA73958 at 3245 Boston Rd, Bronx on 5/22/87 Re-Ford Motor Credit & Bestway ambulance; '77 Ford 7G87F116647 at 441 E164th-St, Bronx on 5/22/87 Re-D. Ortiz, '78 Fiat 124CS10126861 at 2055 Boston Post Rd, Larchmont on 5/20/87 Re-S. DeFonce.

DEFAULT In Security Agreement Made By Raul Dever To Rodriguez Investors Inc. I Will Sell May 14, 1987 at 1:30 PM at 185 Irving Ave, Bklyn, NY R/T/I In & To Fixtures, Equipment & Inventory Subject To Any and All Prior Liens & Mortgages. Secured Party Reserves The Right to Bid FRANK E. SEIPP, Auct'r #732234 of F.E.S. AUCTIONS INC.

DEFAULT In Security Agreement Made By Willie Aviles To Alejandrino Solis & Assigned To Metro Business Enterprises Inc. I Will Sell May 13, 1987 at 10:30 A.M. at 1255 Beach St, Bronx, NY R/T/I In & To Fixtures, Equipment & Inventory Subject To Any & All Prior Liens & Mortgages. Assignee Reserves The Right To Bid Frank E. Seipp, Auct'r DCA #732234 of F.E.S. AUCTIONS, INC.

R. Ezersky sells R/P/I at Public Sale on 5/27/87 11:45 A.M. at 325 E. 149th St. Bronx, NY '80 Honda #RC042104868 Re: R. Plauska, '74 Ford #4F02Z420792 Re: G. N. Jacome, '81 Olds #1G3AR47N0BM525347 Re: D.A. Pena, '79 Olds #3X37R9M173680 Re: B. Hunter, '79 Cadillac #6D47S99161586 Re: C.F. Laughlin, '79 Datsun #HLB310645696 Re: F. Pion, '76 Chev. #1X27D6T118233 Re: N.S. Conte, '77 Chev. #CGU157U182713 Re: A. Nunez, '81 Buick #1G4AB69X2BT215703 Re: A.A. Fedoroff. Published 5/13 and 5/21.

FRED REISNER INC, Auct'r Lic #732421 Sells May 22, 1987 at 10 AM at 2875 Flatbush Ave, Bklyn, NY 1980 19ft Mako Boat NY Reg NY5999PD Acct Jerry Bartlet &/Or Rocky Placido & Joseph Benigno; 11AM at 2333 Bedford Ave, Bklyn, NY 1977 Chev 1N35U71222082 Acct Pelluca Trans. Co. 12 Noon at 520 B Coney Island Ave, Bklyn, NY 1979 Honda SMH1105475 Acct Andrew R. Lewis; Published May 6,13, 1987.

Foundation Notice

NOTICE

The annual report of **THE LOUISE & LIONEL BERMAN FOUNDATION, INC.** for the calendar year ended December 31, 1986 is available at its principal office located at Wolf, Popper, Ross, Wolf & Jones, 845 3rd Avenue, New York, NY 10022, (212) 759-4600 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Benedict Wolf.

NOTICE

The annual report of the **JACQUES & EMY COHENCA FOUNDATION, INC.** for the calendar year ended December 31, 1986 is available at its principal office located at, Max Rothenberg, & Company, CPA's 1 Linden Place, Great Neck, NY 11021, (516)-482-3850 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Mrs. Emy Cohenca.

NOTICE

The annual report of the **MOTHERWELL FOUNDATION, Inc.** for the calendar year ended December 31, 1986 is available at its principal office located at Hecht & Company, 1500 Broadway New York, NY 10036, (212) 391-4900 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Robert Motherwell.

NOTICE

The annual report of the **EMANUEL & EVELYN KLIMPL FOUNDATION** for the calendar year ended December 31, 1986 is available at its principal office located at 1211 Avenue of the Americas, New York, NY 10036, (212) 704-6000 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Emanuel Klimpl.

5/14/87 C0175-1

American Banker

The Daily Financial Services

VOL. CLII NO. 94 Thursday, May 14, 1987 nd Year

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CONGRESSIONAL INFOR SREV SRI
ACQUIS EDITOR SRI
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TODAY

THE U.S. SUPREME COURT could decide two wide-ranging banking cases in the next 12 months. One involves the government's responsibilities to borrowers after taking over a failed bank, and the other concerns the government's right to overrule a state's branching regulations, according to a professor of banking law.................................. 2

BANK MANAGEMENT, and not economic conditions, is the cause of many problems at troubled banks, according to a study of such banks that turned around; the study was done by a former Kansas City Federal Reserve Bank economist....... 2

THRIFTS HAVE WEATHERED a credit crunch, but now many are faced with a management crunch, says a financial consultant............ 2

COMPUCARD INTERNATIONAL sells customers of financial services firms access to discounted consumer and insurance products as well as legal and travel services........... 3

BANKS MUST ADHERE TO BASICS and be managed as if there was no federal assistance, says the president of First Wachovia Corp....... 4

NEW YORK LIFE'S WILLINGNESS to sponsor a controversial ad campaign about the dangers of acquired immune deficiency syndrome shows how seriously insurers take disease. The actual cost of AIDS in life and health insurance claims is unknown — but some experts expect it to be billions of dollars in five years......... 7

A MINNEAPOLIS THRIFT, Midwest Federal Savings and Loan, took its first venture across state lines after purchasing the deposits of a failed Iowa thrift.................................... 7

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KEEPING CURRENT

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Quote

I think, because of the nature of our business, we know more about AIDS and how desperate the crisis is.

Malcolm MacKay, senior vice president of New York Life, on the company's contribution to a blunt New York City public education campaign about the dangers of AIDS [Page 3]

Unquote

The Risk Behind Parent Company Debt

Firm's Structure Must Be Examined

By JOHN P. FORDE

NEW YORK — Here's a multiple-choice question: When debt investors buy a Citicorp note, are they lending money to:

a) the $197 billion-asset financial behemoth, which can boast a wide range of income sources, including loans, information services, and investment banking, or

b) a much smaller company — with about $42 billion in assets — which derives its income primarily from three sources and which could see a large percentage of its income cut off by regulators if times got rough.

The answer is "b." And it does not apply only to Citicorp.

As was seen in Oklahoma last year, holders of the debt of many major bank holding companies could face problems if those companies' subsidiary banks get into trouble.

This is because of "double leverage," which is the use of parent company debt to finance the operations of subsidiaries. The parent company borrows funds in the form of debt, then passes the proceeds on to its own subsidiaries in exchange for stock. A large part of the parent company's income after this transaction comes from dividends the subsidiary pays on this stock.

In the case of the nation's largest banking company, there are actually two Citicorps. One is the $197 billion-asset consolidated holding company. But, from the debtholder's point of

Risk: Page 10 ➞

Double Leverage at Top N.Y. Banking Firms

On Dec. 31, 1986 (Dollar Amounts in Millions)

	Equity Invested In Subsidiaries Plus Intangibles		Total Equity		Double Leverage Ratio 12/31/86	6/30/86
Citicorp	$16,648	÷	$9,060	=	184%	188%
Manufacturers Hanover Corp.	5,416	÷	3,766	=	144	145
Bankers Trust New York Corp.	3,544	÷	2,721	=	130	116
Chase Manhattan Corp.	6,245	÷	4,883	=	128'	125
Chemical New York Corp.	3,544	÷	3,120	=	114	143
J.P. Morgan & Co.	4,724	÷	5,130	=	92	93
Average	$6,687	÷	$4,780	=	140%	142%

Long-term debt includes issues by both holding company and subsidiaries.
Source: Federal Reserve Board FR Y-9 LP filings.

Beefed-Up Thrift Audits Receive Mixed Reviews

Some Complain About Cost and Quality of Exams

By JIM McTAGUE
Washington Bureau

WASHINGTON — A pair of examiners spent two months in a small California thrift recently conducting an examination that, in the past, had routinely been done in two weeks. The cost: $25,400.

"We felt the time and expense of the examination could have been reduced considerably if the examiners had been better trained and more experienced," said Frank Donahoe, chief executive officer at the six-year-old Inland Savings and Loan Association, a $74 million-asset institution in Hemet, Calif.

Mr. Donahoe's complaint is not unique. In July 1985, the Federal Home Loan Bank Board took a bold step and turned over its examination function to the system's 12 member banks. Since then, thrift executives have been paying considerably more for checkups by a new crop of regulators and enjoying the more frequent experiences less than ever.

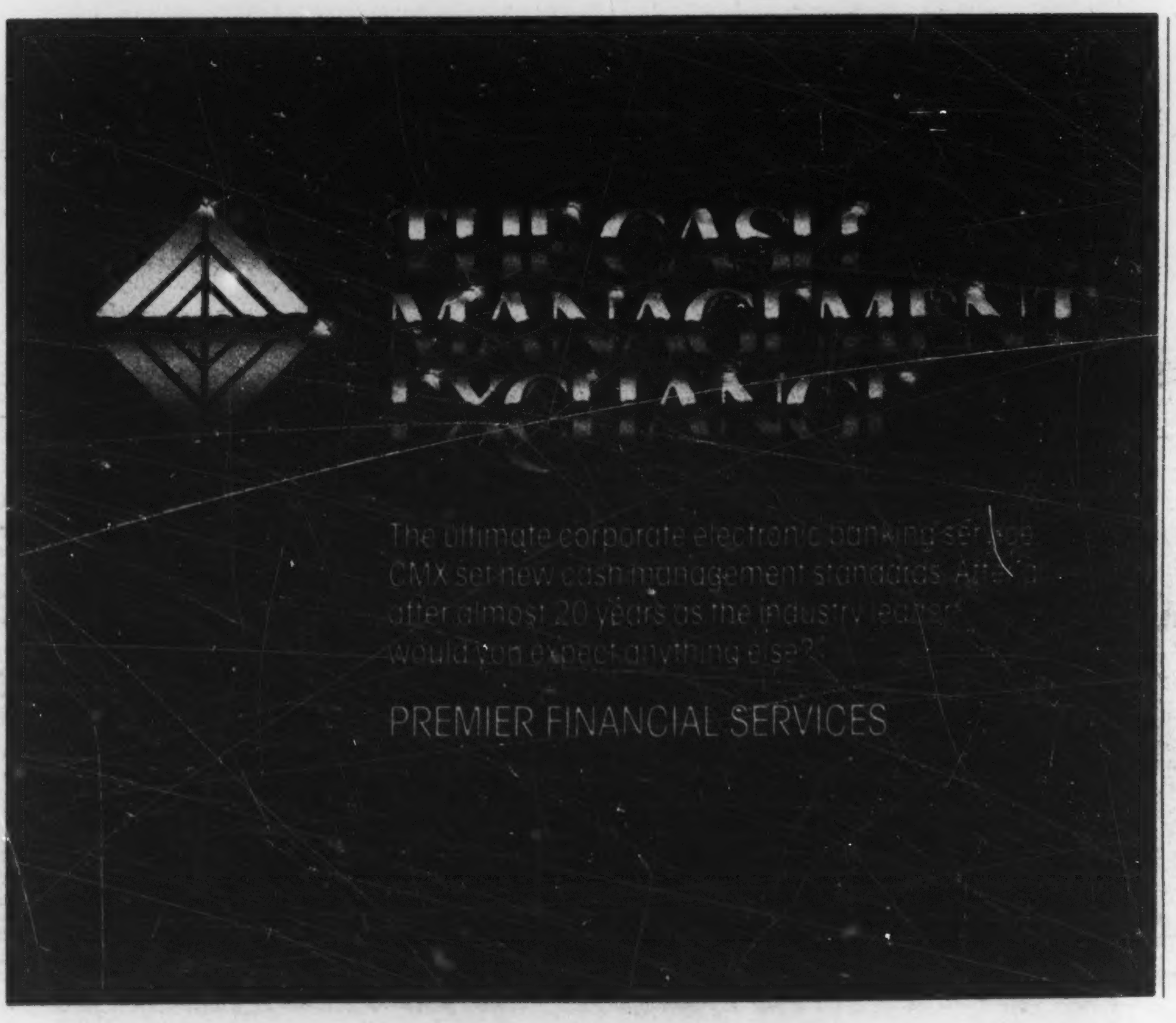
But, said William D. Hussey, president of the Florida League of Financial Institutions, "we're willing to pay the freight now in anticipation of eventual improvements. The industry wants to

Thrifts: Page 15 ➞

Income from Exams

(Thousands of Dollars)	1986	2nd Half 1985*
Boston	$2,706	$557
New York	5,936	166
Pittsburgh	3,349	1,053
Atlanta	9,859	3,367
Cincinnati	6,019	1,861
Indianapolis	3,456	944
Chicago	6,251	1,928
Des Moines	4,581	1,240
Dallas	20,103	3,651
Topeka	3,728	1,012
San Francisco	35,309	21,094
Seattle	3,629	1,028

* Figures represent last six months of the year. First six month's fees were collected by the Federal Home Loan Bank Board. Source: The 12 Federal Home Loan Banks.



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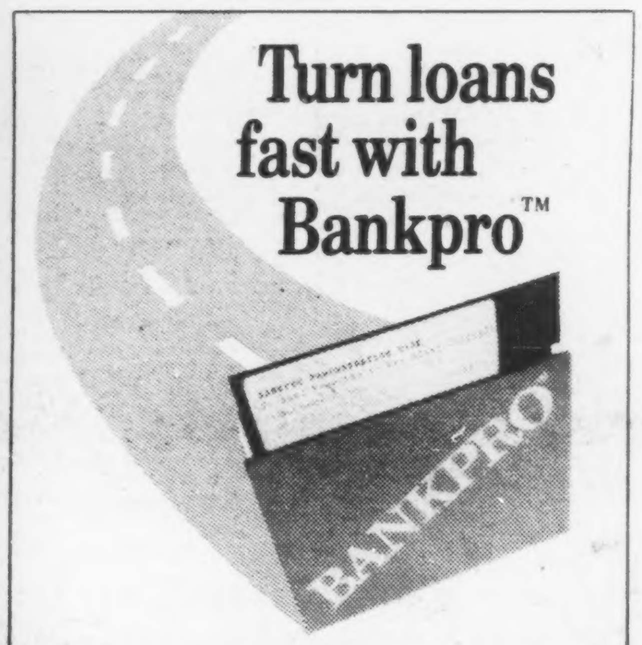
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14 Thrifts Ask to Switch to FDIC Insurance

By JIM McTAGUE
Washington Bureau

WASHINGTON — Fourteen thrifts have submitted applications to the Federal Deposit Insurance Corp. for coverage, according to the commercial banking agency.

Eight of the thrifts said they are dissatisfied with various aspects of the Federal Savings and Loan Insurance Corp., including the cost of premiums and examinations.

The remaining institutions said their desire to switch coverages is the result of mergers or acquisitions.

All but three of the applicants are from the East Coast.

The institutions are:

- Atico Savings Bank, Miami, Fla., an institution with $504.3 million in assets that has purchased a commercial bank. Application dated Feb. 2, 1987.
- First Mutual Savings Association of Florida, Pensacola, an $831.9 million-asset institution merging with a Georgia bank. Application dated March 5, 1987.
- First Federal Savings, Madison, Conn., a $274.5 million-asset institution that is seeking a state banking charter because of its liberal commercial loan provisions. Application dated Feb. 18, 1987.
- Savings and Loan Association of Southington, Southington, Conn., a $109.4 million-asset thrift which is merging with Hartford National Bank. Application dated March 10, 1987.
- First Federal Bank of Connecticut, New Haven, Conn., a $1.4 billion-asset thrift that is switching because of the opportunity for broader powers with a state bank charter and because the list of attractive FDIC takeover candidates outstrips the list of possible FSLIC takeovers. Application dated April 1, 1987.
- Shelton Savings and Loan Association, Shelton, Conn., a $107.7 million-asset institution that primarily is upset with FSLIC's double assessments to fund the insolvent deposit insurance pool. Application dated May 4, 1987.
- First Federal Savings and Loan Association, Bowling Green, Ky., a $188.8 million-asset institution that is switching because of "excessive" FSLIC assessments. Application dated March 9, 1987.
- Columbian Building Association, Havre de Grace, Md., a $14.5 million-thrift that objects tō FSLIC's fees for insurance and audits. Application dated April 21, 1987.
- Metropolitan Federal Savings and Loan Association, Bethesda, Md., a $528.9 million-asset thrift that is being acquired by the Bank of Baltimore. Application dated Jan. 29, 1987.
- Glen Burnie Savings and Loan Association, Glen Burnie, Md., an $18.1 million-asset institution that objects to FSLIC insurance assessments and examination fees. Application dated Nov. 20, 1986.
- Federal Savings Bank of Maryland, Baltimore, Md., a $67.3 million-asset thrift that is switching because its stockholders requested the change. Application dated Nov. 21, 1986.
- Everett Federal Savings and Loan Association, Everett, Wash., a $178.4 million-asset mutual institution whose customers want FDIC coverage. Application dated March 11, 1987.
- Home Federal Savings and Loan, San Diego, Calif., an $11.9 billion-asset institution that objects to FSLIC's assessments. Application dated March 30, 1987.
- University Federal Savings Bank, Seattle, Wash., a $687 million-asset thrift that wants greater investment flexibility. Application dated March 30, 1987.

Currently, FSLIC assesses thrifts at a rate of one-eighth of 1% of deposits annually for insurance and tacks on a special assessment of one-twelfth of 1% of deposits.

The industry may also be asked to borrow $5 billion to bail out the insolvent fund.

"The costs are out of sight for a small institution," said a spokeswoman at the Columbian Building Association.

Federal Home Loan Bank Board Chairman Edwin J. Gray has asked Congress to approve a hefty exit fee to try to stem any defections from the insolvent FSLIC fund. The loss of insurance premiums could jeopardize the fund's future, he said.

A spokesman at Glen Burnie said his institution would stay with FSLIC if the exit fee was raised from the two years of regular and special premiums proposed by Congress to a much higher figure favored by the Bank Board.

"Two plus two would cost us $60,000. FSLIC's plan would cost us $250,000, and it wouldn't be worth the change then, " he said.

Congress is debating the issue.

The Glen Burnie spokesman said FSLIC insurance costs $32,000 per year, while FDIC coverage would only cost $13,000. ■

Checkup Charges

What Members Pay for Exams by 12 Federal Home Loan Banks

ATLANTA: Regular, $296/day per examiner; Special, $520/day per examiner.

BOSTON: $300/day per examiner, regular; special $500/day per examiner.

CHICAGO: Regular examination, $325/day per person; Special $618. Annual assessment fee of $20 per million assets.

CINCINNATI: Regular, $315/day per examiner; Special, $565/day per examiner.

DALLAS: $360/day per examiner for regular ($250 per trainee); Special $595/day per examiner.

DES MOINES: Not available.

INDIANAPOLIS: Regular or Special, $280/day per examiner.

NEW YORK: The cost of regular exams depends on the experience of the examiners, but cannot exceed a $285/day average cost. Entry-level examiners cost $171/day; experienced examiners, $285/day; $313.50/day for senior examiners; and $342 for field managers. Special exams cost $475/day per examiner.

PITTSBURGH: $175/day for trainees; $275/day for field examiners; and $425/day for management personnel.

SAN FRANCISCO: $10 per $1 million of assets assessed annually. There is also an examination fee based on the experience of the examiner. Field manager, $75/hr.; senior examiner and specialist, $55 /hr.; Examiners, $45/hr.; and assistants, $25 hr.

SEATTLE: Regular exam,$45 to $60 per hour, depending on experience of examiner.

TOPEKA: Regular, $250/day per examiner; Special, $475/day.

Source: The 12 Federal Home Loan Banks

Thrifts Complain About Home Loan Bank Examiners

➵ Continued from Page 1

clean up its act."

In fact, in a recent statewide poll of savings and loans by the Florida League, executives gave the new crop of examiners better marks than anyone had expected, Mr. Hussey said.

But not everyone agrees with that progress report. "So far, we've seen cost without the benefits," said Brian Smith, director of regulatory affairs for the U.S. League of Savings Institutions.

Mr. Smith said the U.S. League supports the transfer of the examination function from the Bank Board to the 12 Home Loan banks. He added that the industry does not begrudge paying higher salaries for examiners if the wage hike will attract better people.

"If we get value for the money, that's great. But the jury is still out," he said.

Bank Board Chairman Edwin J. Gray delegated authority for examinations to the district banks as a way to circumvent budget restraints on salaries imposed by the Office of Management and Budget.

Mr. Gray said the budget office's constraints prevented him from increasing his work force to deal with a record number of troubled thrifts that has been taxing the Federal Savings and Loan Insurance Corp. fund and, as a direct result, impacting the profits of healthy savings and loans that must pay higher premiums to keep the insurance fund going.

Many FSLIC examiners have sought better-paying jobs. In recent years, turnover has been high, with as many as a quarter of the examiners leaving in a single 12-month period. The Federal Deposit Insurance Corp., which regulates commercial banks, did not experience such difficulties, Mr. Gray claimed, because its budget is not subject to OMB scrutiny.

The district banks, federally chartered institutions that serve as central credit banks for the member institutions that own them, are not subject to the budget office, either. Thus, the 12 banks were free to beef up the examination force and fatten employee salaries once the Bank Board entrusted them with the police powers.

Industry people consider the yet-unproven program one of the few noteworthy innovations introduced by Mr. Gray during his stormy four-year reign, which ends on June 30.

Mr. Gray has noted that the shift permitted the industry to double its examination force from 747 people at yearend 1985 to 1,524 at yearend 1986.

Of this increase, 376 examiners (48.4%) were in the Atlanta, Dallas, and San Francisco bank districts, where many of the most serious industry problems exist.

"The flexibility afforded by the transfer of the examination function also has resulted in hiring a substantial number of additional examiners from among far better qualified candidates than was previously possible," Mr. Gray said in testimony Feb. 19 before the House Appropriations subcommittee that reviews administrative and operating expenses of the Bank Board and other agencies. "Many of the new examiners have advanced degrees in business or finance and have professional designations, such as certified public accountant."

The U.S. League's Mr. Smith said that it is not uncommon now for examiners to be at an institution for three to four weeks instead of a week or two.

"A number of institutions get a bit annoyed when the examiners are around and the meter is running," he said.

The cost is particularly irksome to institutions when the examiners are rookies, he said.

Individual institutions believe that they are being charged for on-the-job training that ought to be shared by the industry as a whole, he said.

"Some bear it philosophically. Some get fed up."

An example of the latter is one East Coast savings and loan that is becoming a commercial bank to escape the high cost of regulation and insurance.

"We're not getting our money's worth. Their exams are a farce. The examiners are poorly qualified if they are qualified at all," said an executive at that company, who asked not to be named.

A total of 14 thrifts plan to leave the FSLIC fund, and eight have indicated to the *American Banker* that the switch was prompted by the high cost of examinations and insurance premiums.

The Bank Board concedes the new program has some bugs.

"We've been building staff rapidly, and that has resulted in some inefficiency," said Robert J. Moore, deputy director of field services.

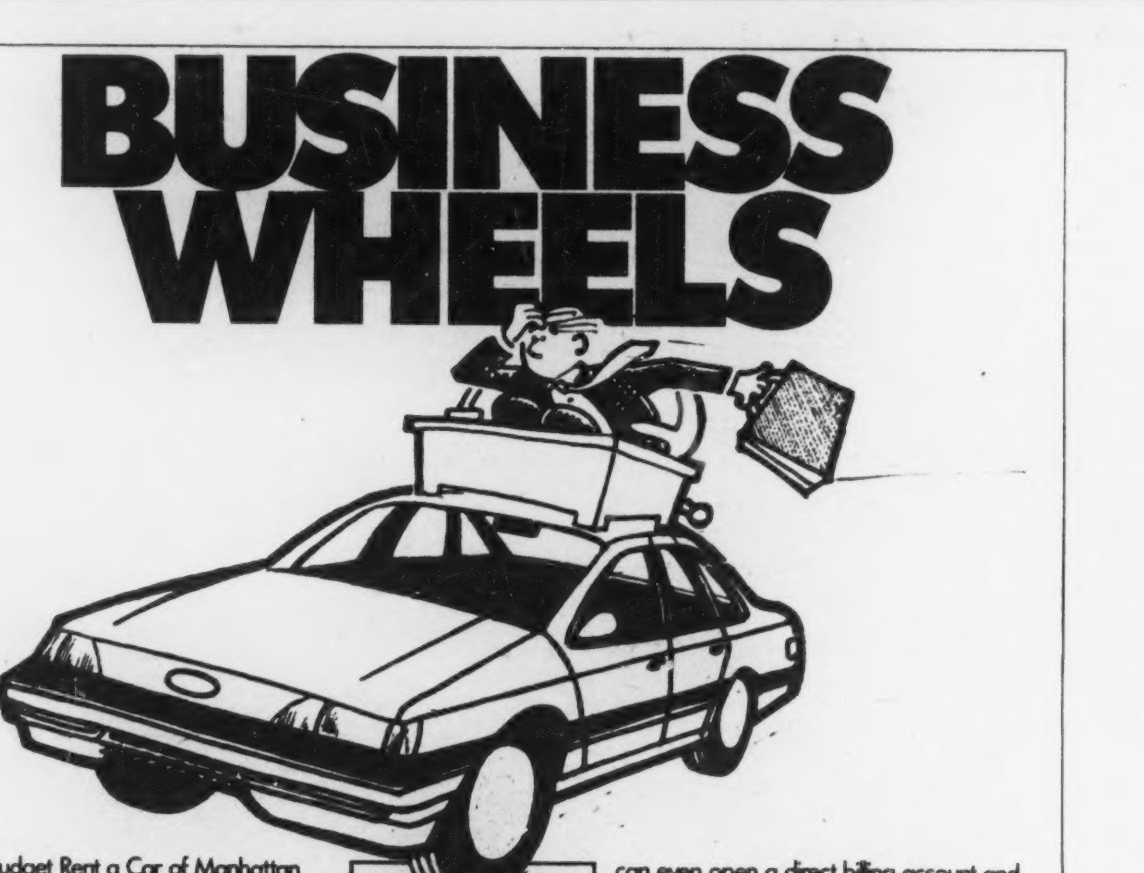
"Senior people are pushing and developing our people rapidly. We're not there yet, but we're getting there," Mr. Moore said.

Frank Passarelli, senior deputy director for policy, said that despite the fee increases for examinations, the district banks still are not covering their costs.

"They're not trying to make a profit from this. There are expenses involved that must be offset," he explained.

S&L trade groups appear confident that the glitches will be worked out.

"There's a level of expertise yet to be reached," said Dennis Montgomery, president of the Illinois League of Savings Institutions. "We realize there is a learning curve, and we anticipate a stronger, more viable force." ■



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TOP MORTGAGE SERVICERS
— TABLES BEGIN ON P. 18

American Banker

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TODAY

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American Banker

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Just because there hasn't been a crisis yet doesn't mean we aren't getting close.

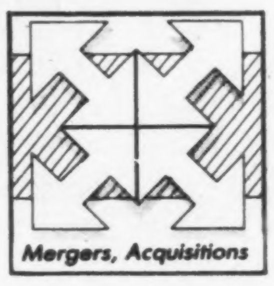
Sen. Jake Garn on the need to approve FSLIC recapitalization [Page 1]

Unquote

First Interstate in Merger Talks With Allied Bancshares of Texas

By NINA EASTON
and MICHAEL A. ROBINSON
West Coast Bureau

LOS ANGELES — Fresh from its rejected hostile bid for BankAmerica Corp., First Interstate Bancorp is negotiating a friendly merger with Allied Bancshares Inc., a Houston company that has suffered the ravages of a depressed energy economy.



First Interstate and Allied on Thursday announced that the two companies are "engaged in preliminary discussions regarding a potential merger." First Interstate had been rumored for several months to be interested in a Texas acquisition.

Like other Texas banks, Allied has posted losses as a result of the troubled Oil Patch economy. However, analysts say the company is a well-managed bank, and any merger with First Interstate won't involve financial assistance from the Federal Deposit Insurance Corp. As of March 31 this year, the $9.2 billion-asset bank holding's primary capital was at 8.13% of assets, well above regulatory requirements.

"Allied is a very good company that has come on hard times because of where it is located," said Donald K. Crowley, senior vice president at Keefe, Bruyette & Woods in San Francisco.

Sandra J. Flannigan, a bank analyst with PaineWebber Inc. in Houston, said that before this announcement her firm had predicted a 1987 loss for Allied of $2.25 a share, primarily because of troubled real estate loans. However,

First Interstate: Page 31 ➳

A VIEW FROM OUTSIDE

MARTIN MAYER

Where Japan's Banks Are Going

Last of Three Parts

FIVE or six years ago when I visited the United States, I was very impressed by the extent and the pace of the deregulation. Now I am told that this progress has been very much slowed down. Is that true?" asked Michitsura Kitahara, executive director of the Federation of Japanese Bankers, who has been with that institution something more than fifty years.

I said I thought it was.

"Then," he said rather sadly, with the air of an old man who would like to see something happen but is not sure he has the time, "change will probably be slow here, too."

It is almost impossible to overestimate the degree of foreign influence in the organization of Japanese economic life. Over time, the Japanese have traditionally improved on foreign models, but the models remain as a skeleton.

Article 65 of the Securities Transaction law, which separates financial activities into well-walled compartments, was a legacy from the American Army of Occupation and the viceroyalty of General MacArthur. And every significant change in the

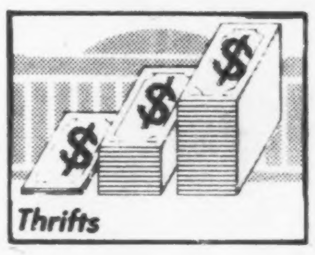
View: Page 4 ➳

Proxmire Hints House to Bow On Nonbanks

Predicts 'We Can Work Out an Accommodation'

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — En route to an overwhelming Senate floor victory Thursday in his battle to close the loophole permitting limited-service banks, Sen. William Proxmire, D-Wis., dropped a strong hint that his counterparts in the House are now willing to bow on that issue.



"I have had discussions with my colleagues on the House side, and I am sure we can work out an accommodation within half a day," Mr. Proxmire, the chairman of the Senate Banking Committee, said on the Senate floor before a 62-to-37 vote to amend a House-passed banking bill.

Afterward, Mr. Proxmire said he has not asked House Banking Committee Chairman Fernand J. St Germain or other members of the House committee whether they will accept the nonbank-bank language. "But I just get the impression that there is a lot of support there."

When asked about his floor statement, he responded quickly: "That statement still stands."

Mr. St Germain has said on a number of occasions — and he has been joined by House Speaker Jim Wright at least once — that he will not accept the broad language in the Senate bill without first holding hearings.

However, the House Banking Committee chairman is a longtime opponent of nonbank banks and is widely believed to be eager to join Mr. Proxmire in closing the loophole. Nonbank

Proxmire: Page 30 ➳

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SECTION

PULL OUT AND SAVE

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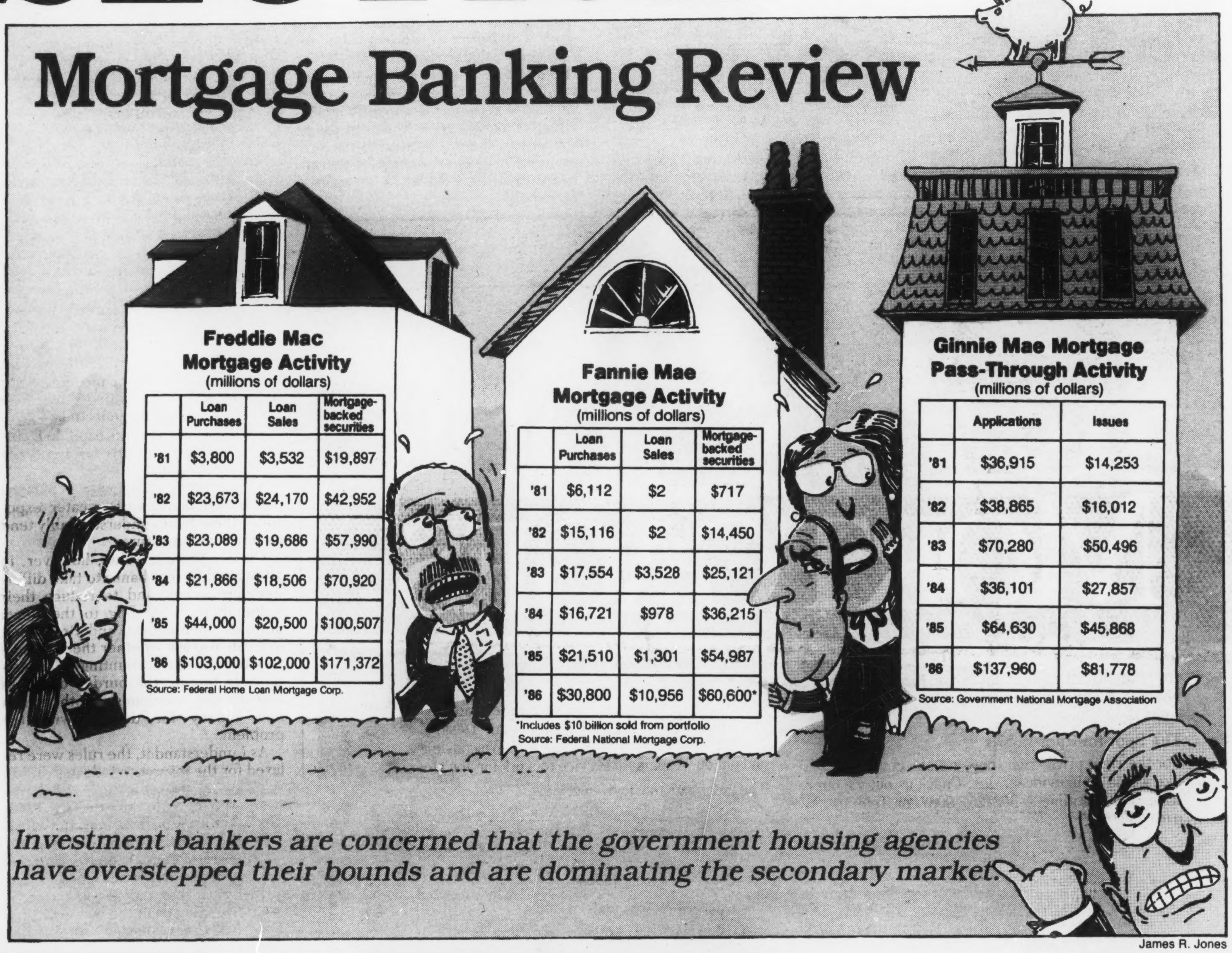
Mortgage Banking Review



Freddie Mac Mortgage Activity
(millions of dollars)

	Loan Purchases	Loan Sales	Mortgage-backed securities
'81	$3,800	$3,532	$19,897
'82	$23,673	$24,170	$42,952
'83	$23,089	$19,686	$57,990
'84	$21,866	$18,506	$70,920
'85	$44,000	$20,500	$100,507
'86	$103,000	$102,000	$171,372

Source: Federal Home Loan Mortgage Corp.

Fannie Mae Mortgage Activity
(millions of dollars)

	Loan Purchases	Loan Sales	Mortgage-backed securities
'81	$6,112	$2	$717
'82	$15,116	$2	$14,450
'83	$17,554	$3,528	$25,121
'84	$16,721	$978	$36,215
'85	$21,510	$1,301	$54,987
'86	$30,800	$10,956	$60,600*

*Includes $10 billion sold from portfolio
Source: Federal National Mortgage Corp.

Ginnie Mae Mortgage Pass-Through Activity
(millions of dollars)

	Applications	Issues
'81	$36,915	$14,253
'82	$38,865	$16,012
'83	$70,280	$50,496
'84	$36,101	$27,857
'85	$64,630	$45,868
'86	$137,960	$81,778

Source: Government National Mortgage Association

Investment bankers are concerned that the government housing agencies have overstepped their bounds and are dominating the secondary market.

James R. Jones

Debate Is Building Up In the Secondary Market

By Mark Basch

FOR THE FIRST three months of this year, players in the mortgage-backed-securities market held their breath while awaiting a decision from the U.S. Department of Housing and Urban Development (HUD) that would help shape the future of the secondary mortgage market.

They were waiting for HUD Secretary Samuel R. Pierce Jr. to decide whether or not the Federal National Mortgage Association (Fannie Mae) would be allowed to issue Remic securities. Remics are mortgage-backed securities issued under the real estate mortgage investment conduit provisions of the new tax code passed by Congress last year.

On one side of the debate were the large Wall Street investment banking companies, which feel that the government mortgage agencies — Fannie Mae, the Federal Home Loan Mortgage Corp. (Freddie Mac), and the Government National Mortgage Association (Ginnie Mae) — are crowding out the private sector and dominating the secondary mortgage market.

On the other side were mortgage banking and housing trade groups that support the housing agencies. These groups argued that Fannie Mae and Freddie Mac provide access for smaller mortgage lending firms to the secondary market and provide lower costs to home buyers.

Mr. Pierce's decision, announced on April 21, turned out to be something of a compromise: Fannie Mae could issue Remics, but it would be limited to $15 billion of the securities through July 20, 1988.

OVERVIEW

By agreeing to let Fannie Mae into the market but limiting its authority, Mr. Pierce avoided making a broad policy decision and assured that the war between the public sector and the private sector will rage on.

"This is only the beginning of a much broader discussion and dialogue of the role of subsidized government agencies," said Thomas Vartanian, a Washington attorney who represented five big Wall Street firms in their case against the use of Remics by Fannie Mae.

The three government-related mortgage agencies were created by Congress to develop the secondary mortgage market and thereby help provide funds for mortgage loans to the nation's home buyers.

Fannie Mae and Freddie Mac have similar functions, purchasing all types of residential mortgage loans from lending institutions, but the two agencies differ in ownership. Fannie Mae is a stock company whose shares are trading on the New York Stock Exchange. Freddie Mac's stock is owned by thrift institutions, with the Federal Home Loan Bank Board acting as its board of directors.

Ginnie Mae is a wholly owned government corporation within HUD. Its mission is to guarantee securities backed by mortgage loans originated through the Federal Housing Administration, the Veterans Administration, and the Farmers Home Administration.

The Fannie Mae/Remic battle publi-

Continued on Next Page

Mark Basch is an American Banker staff writer.

Summary of Survey Findings

Top 25 Mortgage Servicers

Among Banks, Thrifts, and Mortgage Companies

Based on the Combined Mortgage Servicing Volume of Firms
With More than One Servicing Subsidiary
As of Dec. 31, 1986, Compared with Dec. 31, 1985

(Dollar Figures in Millions)

Rank 12/86	Rank 12/85		Servicing Volume 12/31/86	Servicing Volume 12/31/85	% Chg.	Number of Subsidiaries 12/31/86	Number of Subsidiaries 12/31/85
1	**3**	**Citicorp, New York (a)**	**24,325**	**16,477**	**47.63**	**6**	**6**
2	1	GMAC Mortgage Co., Philadelphia	22,872	20,353	12.38	...	...
3	2	Lomas & Nettleton Financial Corp., Dallas	21,628	19,720	9.68	...	...
4	**5**	**Fleet Financial Group, Inc., Providence, R.I.(b)**	**18,654**	**12,595**	**48.11**	**3**	**3**
5	**23**	**CityFed Financial Corp., Bedminster, N.J. (c)**	**16,155**	**6,126**	**163.71**	**2**	**1**
6	4	Fireman's Fund Mortgage Corp., Farmington Hills, Mich. (d)	14,610	14,899	– 19.40	...	...
7	7	Metmor Financial Inc., Los Angeles	12,337	11,332	8.87	...	...
8	6	Commonwealth Mortgage Corp. of America, Houston (e)	11,823	12,054	– 1.92	...	...
9	**11**	**Bank of Boston Corp. (f)**	**11,659**	**9,598**	**21.47**	**2**	**4**
10	**12**	**Sears, Roebuck & Co., Chicago**	**11,376**	**9,205**	**23.59**	**2**	**2**
11	9	Weyerhaeuser Mortgage Co., Los Angeles	11,160	9,844	13.37	...	...
12	**13**	**Mellon Bank Corp., Pittsburgh**	**11,000**	**8,796**	**25.06**	**3**	**3**
13	**10**	**First Interstate Bancorp., Los Angeles**	**10,984**	**9,674**	**13.54**	**6**	**6**
14	15	Home Savings of America FA, Los Angeles	10,751	7,768	38.40	...	...
15	14	First Union Mortgage Corp., Charlotte, N.C. (g)	9,827	8,221	19.54	...	...
16	17	Goldome Realty Credit Corp., Buffalo, N.Y.	9,127	7,059	29.30	..	..
17	8	American Savings & Loan Assn., Stockton, Calif.	8,497	10,102	–15.89		
18	**16**	**Meritor Mortgage Group, Philadelphia**	**8,159**	**7,723**	**5.65**	**3**	**3**
19	21	Chemical Mortgage Corp., Columbus, Ohio	7,608	6,362	19.59	...	...
20	19	Sovran Mortgage Corp.., Richmond	7,244	6,593	9.87	...	...
21	**...**	**BankAmerica Corp., San Francisco (h)**	**7,116**	**4,536**	**...**	**3**	**2**
22	29	Shearson Lehman Mortgage Corp., Irvine, Calif.	6,712	4,830	38.96	...	...
23	22	Imco Realty Services Inc., Santa Rosa, Calif.	6,586	6,186	6.47	...	...
24	20	Anchor Mortgage Services, Inc., Wayne, N.J.	6,544	6,545	– 0.02	...	...
25	24	Alliance Mortgage Co., Jacksonville, Fla.	6,427	6,037	6.46	...	...

Listing of the top 25 firms in the mortgage industry. The listing includes mortgage companies, commercial banks, and thrifts. For firms with more than one subsidiary engaged in servicing mortgages for others, a combined servicing figure for all of these subsidiaries is used, and the name of the parent company is shown in bold type. All data — except data for the thrifts — are from American Banker questionnaires sent directly to the mortgage firms. Data for thrifts are from the thrift's report of condition submitted by FSLIC-insured institutions to the Federal Home Loan Bank Board. Source of these thrift data is **ADP Data Services Division, New York.** The 1985 ranks and servicing volumes for some firms have been revised to reflect the inclusion of thrifts into the tabulation. **(a)**—The mortgage servicing total for Citicorp was computed by adding the mortgages serviced for investors by the following six subsidiaries: Citicorp Howeowners Services Inc., St. Louis ($19.76 billion on Dec. 31, 1986); Citicorp Real Estate Inc., New York ($2.1 billion); Citicorp Savings of Illinois, FS&LA, Chicago ($1.0 billion); Citicorp Savings, FS&LA, San Francisco ($703.1 million); Citicorp Savings of Washington, D.C., FS&LA ($431.6 million); and Citicorp Savings of Florida, FS&LA, Miami ($305.5 million) Data for Citicorp Real Estate Inc. were received after the reporting deadline for inclusion in the listing of the Top 100 Mortgage Companies that appears on page 19. Citicorp Real Estate would have ranked 85th among the top 100 firms, if the data had been available earlier. **(b)**—Fleet Real Estate Funding Corp., Florence, S.C. purchased all of the assets of Security Pacific Mortgage Corp., Denver, on Nov. 6, 1986. Security Pacific Mortgage had a servicing portfolio of $2.89 billion on Dec. 31, 1986. **(c)**—On June 1, 1986, Kissell Co., Springfield, No., was acquired by CityFed Financial Corp. Kissell Co. was servicing $6.7 billion for investors on 12/31/85 to rank 18th among the top 25 firms on that date. CityFed is the parent of City Federal Savings Bank, Elizabeth, N.J., who was servicing approximately $9.3 billion for investors on Dec. 31, 1986, through its mortgage division — CityFed Mortgage Co. **(d)**—Formerly Manufacturers Hanover Mortgage Corp, company was sold to Fireman's Fund Corp., Novato, Calif. on June 30, 1986. **(e)**—A subsidiary of Commonwealth Savings Association, Houston. Company changed name from Commonwealth Mortgage Corp. and now reports consolidated data which includes Commonwealth Western Mortgage Corp., Portland, Oregon. **(f)**—Three mortgage company subsidiaries — Mortgage Corporation of the South, Birmingham, Ala.; Stockton, Whatley, Davin & Co., Jacksonville, Fla.; and BancBoston Mortgage Corp., Wellesley Hills, Mass. — merged into one entity called BancBoston Mortgage Companies, Inc., Jacksonville. **(g)**—Formerly known as Cameron-Brown Co. **(h)**—Data for Bank of America NT&SA were not available for Dec. 31, 1985. The bank was servicing $4 billion in mortgages for investors on Dec. 31, 1986.

Citicorp's Road to the Top

Leading Mortgage Servicers: 1983 to 1985

	1983 Servicing Volume	($ Bil.)
1.	Lomas & Nettleton Financial Corp.	$18.1
2.	Norwest Mortgage Inc.	12.1
3.	Fleet Financial Group, Inc.	11.6
4.	Manufacturers Hanover Corp.	9.5
5.	Weyerhaeuser Mortgage Co.	8.1
6.	Commonwealth Savings Assn.	6.7
7.	First Interstate Bancorp.	6.6
8.	Colonial Mortgage Service Co.	6.6
9.	Suburban Coastal Corp.	6.2
10.	Ralph C. Sutro Co.	6.1
11.	Kissell Co.	6.1
12.	**CITICORP**	**5.8**
13.	BankAmerica Corp.	5.6
14.	Cameron-Brown Co.	5.6
15.	Mellon National Corp.	5.5

	1984 Servicing Volume	($ Bil.)
1.	Lomas & Nettleton Financial Corp.	$17.6
2.	Fleet Financial Group, Inc.	12.0
3.	Manufacturers Hanover Corp.	11.9
4.	Norwest Mortgage Inc.	11.1
5.	**CITICORP**	**9.3**
6.	Weyerhaeuser Mortgage Co.	8.8
7.	CrossLand Capital Corp.	8.6
8.	First Interstate Bancorp.	8.3
9.	Colonial Mortgage Service Co.	7.4
10.	Bank of Boston Corp.	7.3
11.	Kissell Co.	6.9
12.	Commonwealth Savings Assn.	6.8
13.	Cameron-Brown Co.	6.6
14.	Anchor Mortgage Services, Inc.	6.5
15.	Goldome Realty Credit Corp.	6.5

	1985 Servicing Volume	($ Bil.)
1.	GMAC Mortgage Co.	20.4
2.	Lomas & Nettleton Financial Corp.	19.7
3.	**CITICORP**	**16.5**
4.	Manufacturers Hanover Corp.	14.9
5.	Fleet Financial Group, Inc.	12.6
6.	Commonwealth Mtge. Corp. of Amer...	12.1
7.	Metmor Financial Inc.	11.3
8.	American Savings & Loan Assn.	10.1
9.	Weyerhaeuser Mortgage Co.	9.8
10.	First Interstate Bancorp.	9.7
11.	Bank of Boston Corp.	9.6
12.	Sears, Roebuck & Co.	9.2
13.	Mellon Bank Corp.	8.8
14.	Cameron-Brown Co.	8.2
15.	Home Savings of America FA	7.8

Top 100 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on December 31, 1986

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Rank 1986	Name of Firm and Headquarters City	Dollar Volume of Mortgages Serviced 12/31/86	12/31/85	Rank 1985	Gain in Rank	Number of Mortgages Serviced 12/31/86	12/31/85	Number of Investors Excluding GNMA Pools 12/31/86	12/31/85	Number of GNMA Pools 12/31/86	12/31/85	Year Opened
1	**GMAC Mortgage Co., Philadelphia**	22,871,796,162	20,353,026,000	1		367,791	340,729	30,001	1,275	4,198	1,691	1985
2	**Lomas & Nettleton Financial Corp., Dallas**	21,628,192,873	19,719,558,301	2		676,872	660,365	700	890	3,950	2,720	1894
3	**Citicorp Homeowners Services, Inc., St. Louis, Mo.**	19,757,457,679	11,901,379,578	4	+1	280,135	197,340	268	267	2,255	1,045	1982
4	**Fireman's Fund Mortgage Corp., Farmington Hills, Mich. (a)**	14,610,016,000	14,899,391,000	3		356,904	371,403	467	544	3,657	3,488	1946
5	**Metmor Financial, Inc., Los Angeles**	12,336,992,358	11,332,238,624	5		251,427	251,569	678	618	2,442	2,252	1910
6	**Commonwealth Mortgage Corp. of America, Houston**	11,823,000,000	9,186,375,433	7	+1	226,000	226,052	800	655	3,600	2,962	1955
7	**Weyerhaeuser Mortgage Co., Los Angeles**	11,159,538,626	9,843,880,614	6		192,733	188,210	490	474	2,604	2,299	1955
8	**Fleet Mortgage Corp., Milwaukee, Wis.**	10,354,542,000	7,815,861,000	10	+2	283,295	246,511	593	786	2,741	2,183	1921
9	**First Union Mortgage Corp., Charlotte, N.C. (b)**	9,827,000,000	8,220,724,000	9		187,844	172,890	355	400	1,447	1,200	1946
10	**BancBoston Mortgage Companies, Inc., Jacksonville, Fla. (c)**	9,770,000,000	....	...		249,000	.....	470	.....	1,410	.....	1908
11	**First Interstate Mortgage Co., Pasadena, Calif.**	9,133,359,000	8,517,171,313	8		93,929	101,289	595	582	642	508	1971
12	**Goldome Realty Credit Corp., Buffalo, N.Y.**	9,127,030,765	7,058,943,044	11		166,721	143,799	325	328	1,094	538	1983
13	**Fleet Real Estate Funding Corp., Columbia, S.C. (d)**	8,401,937,000	4,567,206,000	28	+15	188,380	129,284	786	236	2,052	982	1930
14	**Sears Mortgage Corp., Lincolnshire, Ill.**	8,101,044,605	6,035,000,000	18	+4	143,255	123,000	281	230	754	356	1962
15	**Chemical Mortgage Corp., Columbus, Ohio**	7,608,000,000	6,361,797,000	15		96,456	91,618	269	250	877	730	1946
16	**Sovran Mortgage Corp., Richmond**	7,243,607,000	6,592,904,632	13		165,355	162,356	285	265	1,554	1,327	1983
17	**Kissell Co., Springfield, Ohio (e)**	6,877,457,252	6,717,454,000	12		212,154	222,191	460	425	1,152	903	1884
18	**Shearson Lehman Mortgage Corp., Irvine, Calif.**	6,711,893,104	4,829,972,000	25	+7	106,643	94,825	450	451	1,320	959	1946
19	**Imco Realty Services Inc., Santa Rosa, Calif.**	6,585,952,000	6,185,989,289	16		124,416	130,859	339	260	405	338	1973
20	**Anchor Mortgage Services, Inc., Wayne, N.J.**	6,543,968,399	6,544,958,917	14		139,073	137,477	192	195	650	587	1973
21	**Alliance Mortgage Co., Jacksonville, Fla.**	6,427,472,000	6,037,022,576	17		123,448	122,358	200	217	1,968	1,716	1960
22	**Bright Mortgage Co., Dallas**	6,400,000,000	4,750,000,000	26	+4	145,000	126,000	320	295	950	780	1924
23	**Knutson Mortgage Corp., Bloomington, Minn.**	6,138,815,657	3,773,326,233	34	+11	100,694	72,859	184	171	844	655	1954
24	**BancPlus Mortgage Corp., San Antonio, Tex.**	5,918,223,692	6,000,991,115	19		135,827	137,965	224	305	2,186	1,949	1923
25	**Waterfield Mortgage Co., Inc., Fort Wayne, Ind.**	5,600,000,000	4,500,000,000	30	+5	140,000	128,000	215	125	1,450	1,200	1928
26	**New York Guardian Mortgagee Corp., Hempstead, N.Y.**	5,490,452,365	4,872,880,350	24		122,189	106,636	82	22	3,943	3,059	1976
27	**Talman Home Mortgage Corp., Chicago**	5,170,856,000	4,986,969,458	23		138,286	137,547	225	165	503	455	1981
28	**Mellon Financial Services Corp. #8, Cleveland**	4,654,100,000	3,415,913,000	40	+12	87,409	71,516	390	150	1,510	787	1945
29	**Colwell Financial Corp., Los Angeles**	4,649,845,685	5,123,178,355	22		130,067	173,494	692	486	1,836	2,196	1947
30	**Bowest Corp., La Jolla, Calif.**	4,606,785,031	5,162,484,635	21		88,554	99,195	236	262	399	373	1971
31	**Lincoln Service Corp., Owensboro, Ky.**	4,363,212,584	3,752,827,235	35	+4	67,882	61,413	139	129	784	655	1976
32	**Southeast Mortgage Co., Miami**	4,268,500,000	4,000,200,000	31		58,870	71,504	316	337	608	721	1970
33	**ICA Mortgage Corp., San Diego, Calif.**	4,200,000,000	1,384,578,895	102	+69	54,294	27,607	249	30	361	516	1969
34	**J.I. Kislak Mortgage Service Corp., Miami**	4,177,000,000	3,500,385,066	38	+4	131,502	125,733	174	283	432	408	1953
35	**Reilly Mortgage Group, Inc., Washington, D.C.**	4,130,489,087	3,986,901,358	32		1,256	1,265	63	91	6	5	1976
36	**Empire of America Realty Credit Corp., Buffalo, N.Y.**	4,100,000,000	N.A.	...		121,385	N.A.	172	N.A.	279	N.A.	1984
37	**Troy & Nichols Mortgage Co., Monroe, La.**	4,058,628,300	3,482,690,175	39	+2	119,140	107,759	454	294	633	826	1947
38	**Mortgage & Trust, Inc., Houston**	4,037,941,544	3,614,247,237	37		90,936	88,276	361	311	1,401	938	1946
39	**Rainier Mortgage Co., Seattle**	3,902,580,000	4,686,277,777	27		69,465	93,598	155	167	1,042	973	1943
40	**Countrywide Funding Corp., Inc., Pasadena, Calif.**	3,751,309,299	1,754,000,000	85	+45	55,209	35,000	55	77	999	3	1969
41	**Paine Webber Mortgage Finance, Inc., Columbia, Md. (f)**	3,722,000,000	3,036,678,715	46	+5	33,300	30,644	80	80	644	470	1939
42	**Glenfed Mortgage Corp., Irvine, Calif. (g)**	3,656,000,000	N.A.	...		84,371	N.A.	189	N.A.	652	N.A.	1946
43	**Foster Mortgage Corp., Fort Worth, Tex.**	3,280,803,556	2,697,580,415	53	+10	45,023	44,556	287	215	234	301	1938
44	**Coldwell Banker Real Estate Fin. Ser., El Segundo, Calif.**	3,274,873,755	3,169,570,749	42		5,360	6,324	16	19	0	0	1972
45	**Crocker Mortgage Co., Inc., San Diego, Calif.**	3,269,296,000	3,125,594,034	43		52,788	49,615	52	93	2	2	1979
46	**Chase Home Mortgage Corp., Montvale, N.J. (h)**	3,259,254,730	2,932,531,000	48	+2	67,944	68,466	65	56	268	233	1980
47	**American General Mortgage Corp., Houston**	3,203,845,334	2,818,359,517	51	+4	27,174	28,991	52	58	5	5	1939
48	**Pacific First Mortgage Corp., Walnut Creek, Calif.**	3,190,467,000	4,538,443,000	29		72,229	107,253	220	197	269	650	1955
49	**Meritor Mortgage Corp.-West, Orange, Calif.**	3,167,542,854	3,200,000,000	41		52,676	59,000	0	150	0	450	1984
50	**Associates National Mortgage Corp., Dallas**	3,158,630,000	....	...		45,840	.....	19	.....	895	.....	1984
51	**Dorman & Wilson, Inc., White Plains, N.Y.**	3,153,497,000	2,131,353,000	63	+12	1,461	1,621	12	0	0	0	1937
52	**Lumbermen's Investment Corp., Austin, Tex.**	3,138,117,927	2,927,758,349	49		85,907	80,515	207	202	789	690	1954
53	**SunTrust Mortgage, Inc., Atlanta (i)**	2,999,100,000	1,161,545,005	111	+58	63,243	26,418	0	143	0	189	1927
54	**Barnett Mortgage Company, Jacksonville, Fla.**	2,994,841,466	2,122,000,000	64	+10	59,350	49,000	157	140	277	0	1948
55	**Meritor Mortgage Corp.-East, Philadelphia**	2,974,718,501	2,718,779,000	52		83,009	84,673	369	353	475	368	1942
56	**ICM Mortgage Corp., Englewood, Colo.**	2,913,948,000	2,655,149,000	54		41,914	40,036	31	30	1,191	925	1972
57	**Margaretten & Company, Inc., Perth Amboy, N.J.**	2,639,000,000	1,847,000,000	78	+21	46,148	35,427	68	70	608	386	1909
58	**Old Stone Mortgage Corp., Seattle**	2,570,000,000	2,276,418,000	60	+2	63,000	63,718	160	225	532	443	1932
59	**North American Mortgage Co., Houston**	2,522,850,159	1,962,618,526	73	+14	32,834	25,006	275	263	361	51	1968
60	**Seafirst Mortgage Corp., Seattle**	2,515,879,944	3,800,000,000	33		47,081	72,000	348	344	291	206	1924
61	**Mortgage Investment Co. of El Paso, Tex.**	2,451,762,163	2,592,272,754	56		63,751	67,821	138	149	1,047	903	1920
62	**Travelers Mortgage Services, Inc., Cherry Hill, N.J.**	2,445,000,000	1,077,720,752	116	+54	29,900	16,704	35	33	0	0	1945
63	**Gilldorn Mortgage Midwest Corp., Schaumburg, Ill.**	2,424,681,355	2,306,017,892	59		66,804	68,500	224	252	7	375	1926
64	**NBD Mortgage Co., Troy, Mich.**	2,418,519,382	1,860,833,194	76	+12	74,470	64,231	135	123	307	219	1973
65	**Murray Mortgage Co., Dallas**	2,400,000,000	1,822,639,850	81	+16	4,300	42,336	100	170	240	265	1908
66	**Equitable Mortgage Resource Inc., Clearwater, Fla.**	2,369,943,290	2,622,682,066	55		65,976	74,460	113	133	709	681	1968
67	**National Mortgage Co., Memphis, Tenn.**	2,367,398,047	1,855,185,805	77	+10	82,672	73,220	92	92	450	395	1951
68	**ARCS Mortgage, Inc., Canoga Park, Calif.**	2,330,830,000	2,070,961,405	67		41,252	37,274	86	66	450	318	1971
69	**U.S. Bancorp Mortgage Co., Portland, Ore.**	2,324,236,407	1,803,021,432	82	+13	40,901	41,815	167	123	295	317	1967
70	**Mellon Financial Services Corp. #7, Metairie, La.**	2,307,887,689	1,765,985,799	84	+14	44,420	37,297	64	56	745	441	1958
71	**Ryan Financial Services, Inc., Pittsburgh**	2,240,092,212	2,012,842,353	72	+1	39,749	37,145	96	116	713	572	1970
72	**Cenlar Capital Corp., Pennington, N.J.**	2,228,066,069	1,494,695,599	95	+23	42,650	35,820	160	150	566	415	1958
73	**Shawmut Mortgage Corp., Dayton, Ohio**	2,215,003,686	1,636,354,642	90	+17	52,146	45,730	78	84	650	400	1955
74	**CalFed Mortgage Co., Los Angeles**	2,208,080,000	1,780,075,944	83	+9	28,669	25,303	48	50	293	250	1973
75	**FBS Mortgage Corp., St. Paul, Minn.**	2,201,872,169	1,843,992,265	79	+4	41,874	41,361	432	225	412	345	1968
76	**First Wachovia Mortgage Co., Winston-Salem, N.C.**	2,197,848,510	2,197,456,947	62		48,577	49,401	140	140	429	357	1968
77	**Washington Mortgage Corp., Seattle**	2,189,772,061	739,595,286	161	+84	19,213	4,182	151	61	190	6	1949
78	**Collateral Mortgage, Ltd., Birmingham, Ala. (j)**	2,185,610,955	2,027,969,205	70		65,919	66,055	103	117	574	465	1933
79	**AmSouth Mortgage Co., Inc., Birmingham, Ala.**	2,166,100,808	2,072,860,089	66		62,709	64,476	267	191	909	761	1946
80	**Independence One Mortgage Corp., Southfield, Mich.**	2,161,400,000	1,886,083,000	74		52,505	53,624	301	181	271	176	1970
81	**United Virginia Mortgage Corp., Richmond**	2,136,257,000	2,051,803,000	69		53,992	55,202	290	279	438	390	1927
82	**Guild Mortgage Co., San Diego, Calif.**	2,120,000,000	2,053,908,877	68		39,641	34,192	88	89	499	412	1960
83	**Charles F. Curry & Co., Kansas City, Mo.**	2,120,000,000	2,020,000,000	71		55,000	55,000	40	41	1,000	980	1928
84	**CitFed Mortgage Corp. of America, Dayton, Ohio**	2,018,603,000	....	...		40,435	.....	61	.....	.....	.....	N.A.
85	**United Mortgage Corp., Minneapolis**	2,004,752,723	815,018,028	149	+64	36,972	13,793	37	33	291	127	1975
86	**CFS Mortgage Corp., Omaha, Neb.**	1,932,233,775	1,481,126,891	97	+11	44,269	36,931	140	55	323	133	1983
87	**RIHT Mortgage Corp., Charlotte, N.C.**	1,889,000,000	1,501,164,000	94	+7	37,000	29,827	70	67	1	499	1982
88	**Western Mortgage Loan Corp., Ogden, Utah**	1,878,101,671	1,706,685,000	87		30,190	28,810	42	32	756	623	1951
89	**Latimer & Buck, Inc., Philadelphia**	1,831,487,000	2,248,800,000	61		830	30,700	31	40	0	0	1952
90	**DRG Funding Corp., Washington, D.C.**	1,805,864,333	....	...		465	0	8	0	241	0	1982
91	**Firstier Mortgage Co., Omaha, Neb.**	1,800,000,000	1,414,099,256	98	+7	25,991	20,109	60	62	511	372	1972
92	**American Mortgage Co., Houston**	1,800,000,000	1,868,686,598	75		33,550	34,813	187	182	0	335	1953
93	**Meritor Mortgage Corp.-Central, St. Paul, Minn.**	1,784,383,000	1,612,240,000	91		40,700	39,400	240	219	365	314	1940
94	**Nowlin Mortgage Co., Fort Worth, Tex.**	1,777,274,000	1,600,000,000	93		25,351	26,000	292	282	240	210	1954
95	**Midland Mortgage Co., Oklahoma City**	1,761,000,000	2,427,621,563	57		38,860	103,467	185	145	494	428	1950
96	**Ryan Mortgage Co., Arlington, Tex.**	1,737,316,688	1,684,354,467	88		24,684	25,174	95	150	189	187	1945
97	**Colonial Mortgage Co., Montgomery, Ala.**	1,726,371,000	1,404,793,899	100	+3	48,800	43,734	77	88	662	460	1966
98	**First Alabama Real Estate Financing, Inc., Montgomery**	1,707,459,000	1,658,676,000	89		41,429	43,655	171	170	482	377	1946
99	**L.J. Melody & Co., Houston**	1,704,773,938	1,406,150,348	99		158	168	8	8	0	0	1978
100	**Citizens & Southern Commercial Corp., Tucker, Ga.**	1,674,623,538	1,258,365,000	105	+5	34,224	28,396	197	214	334	353	1973

Based on permanent real estate mortgages serviced for others. Excludes mortgages owned by the institution, as well as forward commitments, home improvement loans and all temporary financing, such as construction and development loans.

(a)— Formerly Manufacturers Hanover Mortgage Corp, company was sold to Fireman's Fund Corp., Novato, Calif. on June 30, 1986. (b)— Formerly known as Cameron-Brown Co. (c)— Bank of Boston Corp. merged three of its four mortgage company subsidiaries into one new company. The three companies are Mortgage Corporation of the South, Birmingham, Ala.; Stockton, Whatley, Davin & Co., Jacksonville, Fla.; and BancBoston Mortgage Corp., Wellesley Hills, Mass.(d)— Fleet Real Estate Funding Corp., Florence, S.C. purchased all of the assets of Security Pacific Mortgage Corp., Denver, on Nov. 6, 1986. Security Pacific Mortgage had a servicing portfolio of $2.89 billion on Dec. 31, 1986. (e)— Acquired by CityFed Financial Corp., Bedminster, N.J. on June 1, 1986. (f)— Its parent, PaineWebber Group, Inc., New York, also owns PaineWebber Housing and Healthcare Funding, Inc., New York, which was servicing $966.3 million for investors on 12/31/86. (g)— Acquired the $3.05 billion servicing portfolio of Merrill Lynch Mortgage Corp., Stamford, Conn., in Oct. 1986. (h)— Has signed an agreement with Freedom Savings, Tampa, to acquire the $985 million servicing portfolio of Freedom's mortgage subsidiary, Freedom Mortgage Co. The transaction is expected to be completed before the end of May. (i)— Doing business as Sunbank Mortgage Co. (j)— Formerly known as Collateral Investment Co.

Ownership of the Top 100 Mortgage Companies

The Names of Parent Companies

Compiled by American Banker Copyright 1987

Rank 12/86	Name of Mortgage Servicer	Name of Parent Company
1	GMAC Mortgage Co., Philadelphia	General Motors Acceptance Corp., Detroit
3	Citicorp Homeowners Services, Inc., St. Louis, Mo.	Citicorp, New York
4	Fireman's Fund Mortgage Corp., Farmington Hills, Mich.	Fireman's Fund Corp., Novato, Calif.
5	Metmor Financial, Inc., Los Angeles	Metropolitan Life Insurance Co., New York
6	Commonwealth Mortgage Corp. of America, Houston	Commonwealth Savings Assn., Houston
7	Weyerhaeuser Mortgage Co., Los Angeles	Weyerhaeuser Co., Tacoma, Wash.
8	Fleet Mortgage Corp., Milwaukee, Wis.	Fleet Financial Group, Inc., Providence, R.I.
9	First Union Mortgage Corp., Charlotte, N.C.	First Union Corp., Charlotte, N.C.
10	BancBoston Mortgage Companies, Inc., Jacksonville, Fla.	Bank of Boston Corp.
11	First Interstate Mortgage Co., Pasadena, Calif.	First Interstate Bancorp., Los Angeles
12	Goldome Realty Credit Corp., Buffalo, N.Y.	Goldome FSB, Buffalo, N.Y.
13	Fleet Real Estate Funding Corp., Columbia, S.C.	Fleet Financial Group, Inc., Providence, R.I.
14	Sears Mortgage Corp., Lincolnshire, Ill.	Sears Roebuck & Co., Chicago
15	Chemical Mortgage Corp., Columbus, Ohio	Chemical New York Corp.
16	Sovran Mortgage Corp., Richmond	Sovran Financial Corp., Norfolk, Va.
17	Kissell Co., Springfield, Ohio	CityFed Financial Corp., Bedminster, N.J.
18	Shearson Lehman Mortgage Corp., Irvine, Calif.	Shearson Lehman Bros., Inc., New York
20	Anchor Mortgage Services, Inc., Wayne, N.J.	Anchor Savings Bank FSB, Northport, N.Y.
21	Alliance Mortgage Co., Jacksonville, Fla.	Owens-Illinois, Inc., Toledo, Ohio
22	Bright Mortgage Co., Dallas	Bright Banc Savings Assn., Dallas
23	Knutson Mortgage Corp., Bloomington, Minn.	Home Owners Fed. Savings & Loan Assn., Boston
24	BancPlus Mortgage Corp., San Antonio, Tex.	BancPlus Savings Assn., Pasadena, Tex.
26	New York Guardian Mortgagee Corp., Hempstead, N.Y.	Guardian Bank NA, Hempstead, N.Y.
27	Talman Home Mortgage Corp., Chicago	Talman Home Federal Savings & Loan Assn., Chicago
28	Mellon Financial Services Corp. #8, Cleveland	Mellon Bank Corp., Pittsburgh
29	Colwell Financial Corp., Los Angeles	Mercury Savings Assn., Houston
30	Bowest Corp., La Jolla, Calif.	Bowest Holding Corp., La Jolla, Calif.
31	Lincoln Service Corp., Owensboro, Ky.	Great Financial Federal Savings & Loan Assn., Louisville,
32	Southeast Mortgage Co., Miami	Southeast Banking Corp., Miami
33	ICA Mortgage Corp., San Diego, Calif.	Imperial Savings & Loan Assn., San Diego, Calif.
34	J.I. Kislak Mortgage Service Corp., Miami	J.I. Kislak, Inc., Miami
35	Reilly Mortgage Group, Inc., Washington, D.C.	Perpetual Savings Bank FSB, McLean, Va.
36	Empire of America Realty Credit Corp., Buffalo, N.Y.	Empire of America FSB, Buffalo, N.Y.
37	Troy & Nichols Mortgage Co., Monroe, La.	Stockton Savings Assn., Dallas
38	Mortgage & Trust, Inc., Houston	Mellon Bank Corp., Pittsburgh
39	Rainier Mortgage Co., Seattle	Rainier Bancorp, Seattle
40	Countrywide Funding Corp., Inc., Pasadena, Calif.	Countryside Credit Industries, Inc., Los Angeles
41	Paine Webber Mortgage Finance, Inc., Columbia, Md.	Paine Webber Group, Inc., New York
42	Glenfed Mortgage Corp., Irvine, Calif.	Glendale Federal Savings & Loan Assn., Calif.
43	Foster Mortgage Corp., Fort Worth, Tex.	Benjamin Franklin Savings Assn., Houston
44	Coldwell Banker Real Estate Fin. Ser., El Segundo, Calif.	Sears Roebuck & Co., Chicago
45	Crocker Mortgage Co., Inc., San Diego, Calif.	Wells Fargo & Co., San Francisco
46	Chase Home Mortgage Corp., Montvale, N.J.	Chase Manhattan Corp., New York
47	American General Mortgage Corp., Houston	American General Corp., Houston
48	Pacific First Mortgage Corp., Walnut Creek, Calif.	Pacific First Federal Savings Bank, Tacoma, Wash.
49	Meritor Mortgage Corp.-West, Orange, Calif.	Meritor Savings Bank, Philadelphia
50	Associates National Mortgage Corp., Dallas	Associates First Capital Corp., Dallas
52	Lumbermen's Investment Corp., Austin, Tex.	Temple-Eastex, Inc.., Diboll, Tex.
53	SunTrust Mortgage, Inc., Atlanta (g)	SunTrust Banks, Inc., Atlanta
54	Barnett Mortgage Company, Jacksonville, Fla.	Barnett Banks of Florida, Inc., Jacksonville
55	Meritor Mortgage Corp.-East, Philadelphia	Meritor Savings Bank, Philadelphia
56	ICM Mortgage Corp., Englewood, Colo.	Pulte Home Corp., Detroit
57	Margaretten & Company, Inc., Perth Amboy, N.J.	Berg Enterprises, Inc., Iselin, N.J.
58	Old Stone Mortgage Corp., Seattle	Old Stone Corp., Providence, R.I.
59	North American Mortgage Co., Houston	Monyco, Inc., New York
60	Seafirst Mortgage Corp., Seattle	BankAmerica Corp., San Francisco
61	Mortgage Investment Co. of El Paso, Tex.	First Savings of Orange, Tex.
62	Travelers Mortgage Services, Inc., Cherry Hill, N.J.	Travelers Corp., Hartford, Conn.
63	Gilldorn Mortgage Midwest Corp., Schaumburg, Ill.	Enterprise Savings Bank, Chicago
64	NBD Mortgage Co., Troy, Mich.	NBD Bancorp, Inc., Detroit
65	Murray Mortgage Co., Dallas	Murray Savings Assn., Dallas
66	Equitable Mortgage Resource Inc., Clearwater, Fla.	Equitable Life Assurance Society of the U.S., New York
68	ARCS Mortgage, Inc., Canoga Park, Calif.	Bank of New York Co., Inc.
69	U.S. Bancorp Mortgage Co., Portland, Ore.	U.S. Bancorp., Inc., Portland, Ore.
70	Mellon Financial Services Corp. #7, Metairie, La.	Mellon Bank Corp., Pittsburgh
71	Ryan Financial Services, Inc., Pittsburgh	Ryan Homes, Inc., Pittsburgh
72	Cenlar Capital Corp., Pennington, N.J.	Cenlar Federal Savings Bank, Pennington, N.J.
73	Shawmut Mortgage Corp., Dayton, Ohio	Shawmut Corp., Boston
74	CalFed Mortgage Co., Los Angeles	California Federal Savings & Loan Assn., Los Angeles
75	FBS Mortgage Corp., St. Paul, Minn.	First Bank System, Inc., Minneapolis
76	First Wachovia Mortgage Co., Winston-Salem, N.C.	First Wachovia Corp., Winston-Salem, N.C.
77	Washington Mortgage Corp., Seattle	Puget Sound Bancorp., Tacoma, Wash.
79	AmSouth Mortgage Co., Inc., Birmingham, Ala.	AmSouth Bancorporation, Birmingham, Ala.
80	Independence One Mortgage Corp., Southfield, Mich.	Michigan National Corp., Bloomfield Hills
81	United Virginia Mortgage Corp., Richmond	United Virginia Bankshares, Inc., Richmond
84	CitFed Mortgage Corp. of America, Dayton, Ohio	Citizens Federal S & L Assn. of Dayton, Ohio
85	United Mortgage Corp., Minneapolis	Midwest Federal Savings & Loan Assn., Minneapolis
86	CFS Mortgage Corp., Omaha, Neb.	Commercial Federal Savings & Loan Assn., Omaha, Neb.
87	RIHT Mortgage Corp., Charlotte, N.C.	Bank of Boston Corp.
88	Western Mortgage Loan Corp., Ogden, Utah	United Savings & Loan Assn., Ogden, Utah
89	Latimer & Buck, Inc., Philadelphia	Fidelcor, Inc., Philadelphia
91	Firstier Mortgage Co., Omaha, Neb.	Firstier, Inc., Omaha, Neb.
93	Meritor Mortgage Corp.-Central, St. Paul, Minn.	Meritor Savings Bank, Philadelphia
94	Nowlin Mortgage Co., Fort Worth, Tex.	Nowlin Savings Assn., Fort Worth, Tex.
95	Midland Mortgage Co., Oklahoma City	Midland Financial Co., Oklahoma City
97	Colonial Mortgage Co., Montgomery, Ala.	Superior Mortgage Co., Montgomery, Ala.
98	First Alabama Real Estate Financing, Inc., Montgomery	First Alabama Bancshares, Inc., Montgomery
100	Citizens & Southern Commercial Corp., Tucker, Ga.	Citizens & Southern Corp., Atlanta

Top 100 Thrifts in Mortgage Servicing

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/31/86		Loans Serviced for Others 12/31/86			Loan Servicing Fees 1986			Total Assets 12/31/86	
		12/31/86	12/31/85	% Chg.	1986	1985	% Chg.	12/31/86	12/31/85
1	City Federal Savings Bank, Elizabeth, N.J.	16,218,477	6,125,508	164.77	39,623	14,028	182.46	10,449,020	8,032,013
2	Home Savings of America, FA, Los Angeles	10,750,876	7,767,506	38.41	52,810	40,556	30.22	27,789,661	26,746,193
3	American Savings & Loan Assn., Stockton, Calif.	8,497,264	10,102,203	-15.89	N.A.	N.A.	...	33,921,995	27,340,841
4	Great Western Savings, FS&LA, Beverly Hills, Calif.	6,228,922	3,536,599	76.13	23,146	10,465	121.18	24,236,502	23,566,740
5	Home Owners Federal Savings & Loan Assn., Burlington, Mass.	5,943,536	3,234,166	83.77	33,423	17,163	94.74	1,388,222	977,818
6	Mercury Savings Assn. of Texas, Wichita Falls	4,688,917	4,500,000	4.20	114	1,195	-90.46	664,166	665,755
7	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	4,198,348	2,780,514	50.99	7,911	9,329	-15.20	1,086,611	977,818
8	Homestead Savings, FS&LA, San Francisco	4,125,771	5,824,148	-29.16	13,440	21,868	-38.54	5,402,082	4,642,653
9	Imperial Savings Assn., San Diego, Calif.	3,762,158	1,661,972	126.37	4,721	1,779	165.37	8,877,448	7,232,593
10	Transohio Savings Bank, FSB, Cleveland	3,569,910	1,477,202	141.67	8,883	6,386	39.10	5,162,535	3,213,570
11	First Nationwide Bank, FSB, San Francisco	3,549,435	3,185,582	11.42	15,375	7,282	111.14	16,048,835	11,452,225
12	California Federal Savings & Loan Assn., Los Angeles	3,225,096	2,391,715	34.84	5,070	3,065	65.42	20,510,245	17,990,751
13	Home Federal Savings & Loan Assn., San Diego, Calif.	3,189,998	3,107,765	2.65	12,599	11,525	9.32	11,928,617	9,857,608
14	Great American First Savings Bank, San Diego, Calif.	3,142,638	2,671,480	17.64	956	2,882	-66.83	10,514,699	8,271,797
15	Victor Federal Savings & Loan Assn., Muskogee, Okla.	3,017,666	2,138,256	41.13	56	63	-11.11	601,315	457,995
16	AmeriFirst Federal Savings & Loan Assn., Miami	2,981,901	2,384,067	25.08	6,933	2,696	157.16	4,016,949	4,428,859
17	Pacific First Federal Savings Bank, Tacoma, Wash.	2,947,958	3,318,800	-11.17	12,143	13,055	-6.99	4,096,433	3,365,066
18	Colonial Savings & Loan Assn., Ft. Worth, Tex.	2,907,335	3,028,818	-4.01	13,542	11,915	13.66	608,955	468,411
19	MeraBank, FSB, Phoenix, Ariz.	2,880,535	1,773,124	62.46	7,281	5,548	31.24	6,275,474	5,175,765
20	Coast Savings & Loan Assn., Los Angeles	2,785,674	2,812,706	-0.96	5,010	4,050	23.70	9,255,282	7,381,950
21	ComFed Savings Bank, Lowell, Mass.	2,674,234	2,018,442	32.49	17,050	7,322	132.86	1,277,503	899,064
22	Carteret Savings Bank, FA, Newark, N.J.	2,661,231	12,612	21,000.78	2,974	3,804	-21.82	5,645,847	5,184,440
23	Gibraltar Savings, Beverly Hills, Calif.	2,579,930	2,175,784	18.57	28	29	-3.45	11,340,955	9,431,953
24	Glendale Federal Savings & Loan Assn., Calif.	2,520,651	2,771,694	-9.06	4,086	3,492	17.01	17,451,589	14,148,344
25	Standard Federal Bank, Troy, Mich.	2,401,213	2,047,218	17.29	7,421	5,405	37.30	7,864,464	6,868,596
26	Mid-First Savings & Loan Assn., Oklahoma City	2,353,904	0	...	4,390	0	...	386,189	164,916
27	Duval Federal Savings & Loan Assn., Jacksonville, Fla.	2,146,317	894,701	139.89	6,757	3,135	115.53	1,117,829	1,065,771
28	Cenlar Federal Savings Bank, Pennington, N.J.	1,931,319	1,700,000	13.61	13,567	6,048	124.32	509,888	400,547
29	Investors Savings Bank, Richmond	1,726,301	703,688	145.32	2,465	1,214	103.05	1,621,051	939,906
30	Leader Federal Savings & Loan Assn., Memphis, Tenn.	1,612,644	921,634	74.98	3,441	2,192	56.98	1,860,733	1,685,519
31	Gibraltar Savings Assn., Houston	1,588,237	1,165,549	36.27	4,137	7	59,000.00	4,663,691	5,050,650
32	Western Federal Savings & Loan Assn., Marina Del Rey, Calif.	1,562,892	871,328	79.37	934	2,945	-68.29	1,841,567	1,514,238
33	Dime Savings Bank of New York, FSB	1,491,546	649,499	129.65	5,393	698	672.64	8,370,325	8,273,834
34	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	1,459,530	1,285,712	13.52	3,449	2,676	28.89	1,335,893	1,313,285
35	Albuquerque Federal Savings & Loan Assn., N.M.	1,446,334	1,065,082	35.80	4,719	5,030	-6.18	2,099,826	1,702,232
36	Dominion Federal Savings & Loan Assn., Tyson Corner, Va.	1,405,213	994,858	41.25	3,761	1,507	149.57	1,737,206	1,389,601
37	First Southern Federal Savings & Loan Assn., Mobile, Ala.	1,250,327	265,033	371.76	4,754	2,984	59.32	2,495,734	2,053,339
38	Sears Savings Bank, Glendale, Calif.	1,215,042	1,241,936	-2.17	8,449	4,179	102.18	6,576,523	6,157,387
39	Perpetual Savings Bank, FSB, McLean, Va.	1,182,369	1,081,806	9.30	4,459	4,074	9.45	4,406,004	4,048,088
40	Mercury Savings & Loan Assn., Huntington Beach, Calif.	1,176,755	940,167	25.16	N.A.	N.A.	...	2,379,323	2,179,875
41	Chevy Chase Savings Bank, FSB, Md.	1,133,994	902,415	25.66	4,385	N.A.	...	2,784,433	2,252,448
42	First Minnesota Savings Bank, FSB, Minneapolis	1,122,327	0	...	3,195	0	. .	3,063,214	0
43	Far West Savings & Loan Assn., Newport Beach, Calif.	1,053,644	1,022,516	3.04	1,619	1,405	15.23	3,052,526	2,443,218
44	Union Federal Savings & Loan Assn., Los Angeles, Calif.	1,043,206	1,122,403	-7.06	1,331	699	90.41	1,516,440	1,356,779
45	American Savings & Loan Assn., Salt Lake City, Utah	1,038,805	1,050,480	-1.11	4,317	3,051	41.49	2,867,591	2,833,582
46	First Texas Savings Assn. Dallas	1,037,309	1,279,002	-18.90	5,272	407	1,195.33	3,708,862	3,716,266
47	Citicorp Savings of Illinois, FS&LA, Chicago	1,027,609	1,015,937	1.15	3,778	3,348	12.84	5,527,563	4,507,955
48	United Savings Assn., Houston	1,006,172	1,122,675	-10.38	3,041	3,069	-0.91	5,988,566	4,755,945
49	Beverly Hills Savings, FS&LA, Calif.	996,723	1,242,513	-19.78	3,154	N.A.	...	1,961,792	2,474,928
50	Decatur Federal Savings & Loan Assn., Ga.	968,746	745,883	29.88	682	859	-20.61	1,893,359	1,754,784
51	Columbia Savings & Loan Assn., Beverly Hills, Calif.	963,040	599,316	60.69	1,513	834	81.41	8,171,241	6,463,336
52	Atlantic Financial Federal, Bala Cynwyd, Pa.	883,394	854,873	3.34	3,336	N.A.	...	5,556,247	4,218,614
53	Georgia Federal Bank, FSB, Atlanta	858,326	851,716	0.78	N.A.	N.A.	....	3,208,844	2,469,792
54	Valley Federal Savings & Loan Assn., Van Nuys, Calif.	851,185	736,602	15.56	4,442	4,368	1.69	2,615,162	2,443,581
55	University Savings Assn., Houston	849,049	1,220,229	-30.42	26	7	271.43	3,935,592	3,843,393
56	Central Savings & Loan Assn., San Diego, Calif.	846,710	1,076,744	-21.36	980	1,110	-11.71	1,698,530	2,197,511
57	First Federal Savings & Loan Assn., Rochester, N.Y.	813,659	766,290	6.18	3,499	3,123	12.04	4,503,364	4,674,235
58	Boston Five Cents Savings Bank, FSB	810,587	508,969	59.26	2,417	1,702	42.01	1,930,670	1,652,033
59	Bay View Federal Savings & Loan Assn., San Mateo, Calif.	804,518	705,204	14.08	1,191	866	37.53	1,603,199	1,419,712
60	Downey Savings & Loan Assn., Costa Mesa, Calif.	802,740	918,307	-12.58	3,115	3,875	-19.61	2,494,570	2,612,203
61	Fortune Savings Bank, Clearwater, Fla.	793,885	541,534	46.60	2,033	1,836	10.73	2,396,121	2,040,467
62	Savings Bank of Puget Sound, FSB, Seattle	781,659	801,054	-2.42	3,219	N.A.	...	1,249,958	1,038,440
63	Platte Valley Federal Savings & Loan Assn., Gering, Neb.	781,460	326,944	139.02	576	26	2,115.38	410,619	361,902
64	First Federal Savings & Loan Assn., Greenville, S.C.	764,913	577,562	32.44	2,105	1,189	77.04	1,861,511	1,781,736
65	Suncoast Savings & Loan Assn., Hollywood, Fla.	739,460	64,883	1,039.68	1,048	N.A.	...	65,606	19,570
66	Sterling Savings & Loan Assn., Royal Oak, Mich.	719,967	255,839	181.41	1,624	722	124.93	65,512	38,871
67	Citicorp Savings, FS&LA, San Francisco	703,127	408,608	72.08	1,191	24	4,862.50	4,978,642	4,408,892
68	Home Federal Savings & Loan Assn., Atlanta	693,840	483,281	43.57	2,060	1,117	84.42	230,833	193,180
69	Old Stone Bank, FSB, Providence, R.I.	689,426	520,584	32.43	3,311	2,278	45.35	3,512,277	2,796,248
70	Continental Savings Bank, Seattle	687,393	0	...	N.A.	0	...	94,345	0
71	Mechanics & Farmers Savings Bank, FSB, Bridgeport, Conn.	687,268	407,814	68.52	2,283	1,251	82.49	1,035,111	814,517
72	First Fed. Savings Bank of California, Santa Monica	684,791	452,458	51.35	701	452	55.09	1,457,236	1,232,732
73	Western Savings & Loan Assn., Phoenix, Ariz.	681,943	600,282	13.60	3,130	2,506	24.90	5,565,674	5,026,790
74	Community Federal Savings & Loan Assn., St. Louis, Mo.	677,265	640,157	5.80	2,351	2,660	-11.62	4,030,483	3,740,121
75	Loyola Federal Savings & Loan Assn., Baltimore	675,346	532,782	26.76	1,922	1,731	11.03	1,625,591	1,497,634
76	First Financial Savings Assn., Stevens Point, Wis.	671,317	448,023	49.84	5,706	2,711	110.48	1,845,041	1,869,083
77	Farm & Home Savings Assn., Nevada, Mo.	647,348	666,977	-2.94	2,352	2,381	-1.22	3,305,835	2,805,578
78	Hill Financial Savings & Loan Assn., Red Hill, Pa.	638,590	581,159	9.88	1,563	1,426	9.61	2,696,861	2,324,339
79	First Federal Savings & Loan Assn., Amarillo, Tex.	599,073	137,333	336.22	2,095	790	165.19	272,722	277,444
80	Far West Federal Bank, Portland, Ore.	596,886	682,703	-12.57	1,392	1,219	14.19	2,253,779	2,230,515
81	Guarantee Savings, FS&LA, Fresno, Calif.	596,778	478,701	24.67	2,947	2,055	43.41	2,895,979	2,822,090
82	San Francisco Federal Savings & Loan Assn.	588,953	244,808	140.58	2,230	2,727	-18.23	2,378,424	1,925,278
83	Honolulu Federal Savings & Loan Assn.	581,794	540,871	7.57	585	400	46.25	1,686,104	1,649,654
84	Santa Barbara Savings & Loan Assn., Calif.	579,095	393,180	47.28	1,225	747	63.99	3,656,555	3,148,991
85	Champion Federal Savings & Loan Assn., Bloomington, Ill.	575,599	313,516	83.59	1,011	496	103.83	1,975,378	1,771,217
86	World Savings & Loan Assn., FS&LA, Oakland, Calif.	574,211	681,322	-15.72	2,767	2,774	-0.25	12,515,718	12,252,609
87	Southwest Savings & Loan Assn., Los Angeles	571,417	364,078	56.95	3,205	2,936	9.16	769,087	846,561
88	Cardinal Federal Savings Bank, Cleveland	569,622	557,990	2.08	1,053	907	16.10	1,683,455	1,593,697
89	United Federal Savings & Loan Assn., Rocky Mount, N.C.	562,815	322,905	74.30	1,481	975	51.90	253,088	211,586
90	Empire Savings Building & Loan Assn., Denver	561,823	535,154	4.98	1,722	1,123	53.34	2,076,180	1,956,995
91	Hamilton Savings Bank, San Francisco	560,286	196,197	185.57	1,050	256	310.16	188,910	152,268
92	First Home Federal Savings & Loan Assn., Greensboro, N.C.	543,539	464,011	17.14	2,618	1,816	44.16	1,312,858	976,594
93	Fulton Federal Savings & Loan Assn., Atlanta	542,340	476,660	13.78	2,733	2,008	36.11	2,053,532	1,950,193
94	United Savings Bank, FSB, San Francisco	532,800	0	...	N.A.	0	...	667,773	0
95	Northeast Savings, FA, Hartford, Conn.	511,340	457,658	11.73	346	176	96.59	5,933,450	4,627,897
96	Ameribanc Savings Bank, Annandale, Va.	510,961	284,679	79.49	1,538	114	1,249.12	804,286	690,785
97	Sunbelt Savings Assn. of Texas, Dallas	510,356	965,735	-47.15	2,577	2,100	22.71	3,195,492	2,999,870
98	Household Bank, FSB, Newport Beach, Calif.	509,606	333,108	52.99	1,104	512	115.63	2,129,398	1,208,899
99	Vernon Savings & Loan Assn., Tex.	506,306	692,463	-26.88	352	119	195.80	1,347,012	1,145,436
100	Columbia Savings, FS&LA, Englewood, Colo.	503,956	565,549	-10.89	2,409	1,813	32.87	2,718,020	2,502,884
	TOTALS FOR TOP 100	178,818,701	132,369,510	35.09	490,183	318,687	53.81	445,093,407	383,739,884

All data are from the Quarterly Financial Report to the Federal Home Loan Bank Board for FSLIC-insured institutions and were provided by **ADP Data Services Division, New York**, from their data base of FHLBB data. **Mortgage Loans Serviced for Others** are the total of all unpaid principal balances of all whole loans and participating interests in loans serviced by an institution but owned by others at the close of the period, whether or not originated by the institution. **Loan Servicing Fees** are the fees earned **during 1986 and 1985** as a result of the servicing for others of loans or participations therein. Annual fees earned are calculated by summing the fees earned in each of the four quarters of the year.

THRIFTS & MORTGAGES

AN AMERICAN BANKER WEEKLY FEATURE

> *[Home equity loans] are land mines that could be triggered by income loss, higher interest rates, or balloon payments. The explosion could destroy one's home.*
>
> — Stephen Brobeck, Consumer Federation of America

Newswatch

Bank Board to Hold Conference

The Federal Home Loan Bank Board will hold an open staff conference next Thursday and Friday on mortgage-related pass-through and derivative securities, such as collateralized mortgage obligations, real estate mortgage investment conduits, stripped securities and senior/subordinated mortgage-backed securities.

A notice published in the *Federal Register* says the conference will address legal and financial issues concerning the new mortgage products. The notice says the Bank Board "does not seek to impede the development of such mortgage-related securities and derivative products or to inhibit thrifts' prudent participation in the markets for such securities.

Rather, the staff merely seeks to identify the types of risk stemming from investment in or issuance of such securities."

The Bank Board has previously said it is developing a regulatory package to address thrifts' use of these mortgage-backed securities.

Co-op Bank Forms Mortgage Unit

Co-operative Bancorp, Acton, Mass., said it has formed a mortgage company called Bancorp Mortgage Co. It will be a subsidiary of the Co-operative Bank of Concord, which currently services about $400 million in loans.

Bancorp Mortgage will have four offices in Massachusetts and will also originate loans through the 13 retail banking offices of the Co-operative Bank and the Quincy Co-operative Bank. The Concord bank is waiting for regulatory approval to complete its acquisition of the Quincy bank.

Convertible Mortgage Offered

Home Owners Federal Savings and Loan Association, Boston, has introduced a convertible mortgage that can be converted from an adjustable rate to a fixed rate at anytime after the first year of the loan and up to the end of the fifth year. Generally, convertible mortgages can be changed from adjustable to fixed rates only during limited times.

Borrowers can convert the new product to a fixed rate for a $750 fee. The charge for converting under the terms of an earlier Home Owners' product was $250 plus 1% of the outstanding principal.

"We're in a very anxious interest rate cycle for home buyers," said Fred Biel, executive vice president. The new product "puts much more power into the consumers' hands."

Bank Offers Prime Equity Line

The Central Bank of the South, Birmingham, Ala., is offering a home equity line of credit with interest set at the prime rate. The special interest rate will apply only until Dec. 31. Then the rate will be adjusted to the prime plus 150 basis points.

The $3.7 billion-asset bank said that it is offering the incentive rate to attract customers and to introduce equity lines to consumers.

Pima Buying Home Builder

Pima Savings and Loan Association, Tucson, Ariz., said Wednesday it is purchasing a majority interest in the Tobin Co., a Tucson home building company.

Saul Tobin, managing partner of the home building firm, and his three partners will continue to manage and operate the Tobin Co. as a subsidiary of Pima. Terms of the deal were not disclosed.

Southold Completes Conversion

Southold Savings Bank, Southold, N.Y., said this week it completed its conversion from mutual to stock form of ownership by selling 5.5 million shares of common stock at $12 each.

The $581 million-asset savings bank sold all shares though a subscription and community offering.

Over-the-counter trading in Southold's common stock began on April 28, it said.

Mortgage Servicing – It's Not Just For Banking Companies Anymore

By MARK BASCH

THE mortgage-servicing business, which was dominated by commercial-bank-related firms just four years ago, is now more evenly spread out among bank-related, thrift-related, and other firms, according to an *American Banker* survey.

In 1983, 48.1% of the total servicing at the 100 largest mortgage-servicing companies was done by commercial bank-related firms, while only 17.4% of the business was done by thrift companies. But in 1986, bank firms' share dropped to 33.9% as thrifts' share rose to 27.2%. Mortgage banking companies owned by others now lead the market with a 38.9% share.

Thirty-five of the 100 largest mortgage servicers at yearend 1986 were bank-related, down from 45 in 1983. Meanwhile, the number of thrift-related companies has nearly doubled from 16 in 1983 to 31 in 1986.

There was little change among the largest mortgage servicers in the *American Banker* survey. GMAC Mortgage Co., Philadelphia, retained the top spot, followed closely by Lomas & Nettleton Financial Corp., Dallas.

Citicorp Homeowners Services Inc., St. Louis, ranks third, but its parent company, Citicorp, actually has the largest mortgage-servicing portfolio in the country when all of its subsidiaries are grouped together. Besides Citicorp Homeowners, the bank holding company's total servicing portfolio includes about $1.1 billion from its three thrift subsidiaries and $2.1 billion at Citicorp Real Estate Inc., in New York.

Top Mortgage Servicers
Tables Begin on Page 18

One new company did move into the top 10 mortgage companies. BancBoston Mortgage Companies Inc., which was created by the merger of three mortgage banking subsidiaries of the Bank of Boston Corp., has become the 10th largest mortgage company in the country, ranked by servicing volume.

Bank of Boston actually owned four mortgage banking subsidiaries. RIHT Mortgage Corp., Charlotte, N.C., will remain as a separate subsidiary of Bank of Boston, but it is being managed under a contract with BancBoston Mortgage, according to Dee Brown, vice president and director of corporate communications for BancBoston Mortgage. RIHT Mortgage was the 87th largest mortgage company at yearend.

The three companies that were merged to form the Jacksonville, Fla.-based BancBoston Mortgage were Stockton, Whatley, Davin & Co., which was the 23d largest mortgage company at midyear 1986; Mortgage Company of the South, which ranked 68th at midyear; and BancBoston Mortgage Corp., which ranked 143d.

Fleet Financial Group, Providence, R.I., owns two mortgage companies that rank in the top 15. Fleet Mortgage Corp., Milwaukee, is the eighth largest firm, while Fleet Real Estate Funding

Mortgage: Page 26 ➻

The Top 100 Mortgage Servicers

Changes in Market Share: 1986 Compared with Three Previous Years

	Number of Firms				Servicing Total ($ Billions)				Percent of Total Servicing			
	1986	1985	1984	1983	1986	1985	1984	1983	1986	1985	1984	1983
Bank-Related	**35**	37	41	45	**156.2**	149.8	157.8	144.4	**33.9%**	37.7%	46.2%	48.1%
Thrift-Related	**31**	27	25	16	**125.4**	103.6	82.6	52.2	**27.2**	26.0	24.2	17.4
All Other	**34**	36	34	39	**179.6**	144.4	100.9	103.4	**38.9**	36.3	29.6	34.5
Total	**100**	100	100	100	**461.2**	397.8	341.3	300.0	**100.0**	100.0	100.0	100.0

WASHINGTON BRIEFING

Federal Deposit Insurers Pay Large Fees To Lawyers Handling Bank; Thrift Failures

By JIM McTAGUE

Washington Bureau

DEPOSIT institution failures might be the biggest boon to cash flows at legal firms since the discovery of whiplash.

In fiscal year 1986, the Federal Deposit Insurance Corp. spent about $40 million on lawyers, and the Federal Savings and Loan Insurance Corp. spent close to $15 million, although it obligated a total of $79 million. The unspent portion represents what the current FSLIC cases could end up costing in legal fees alone.

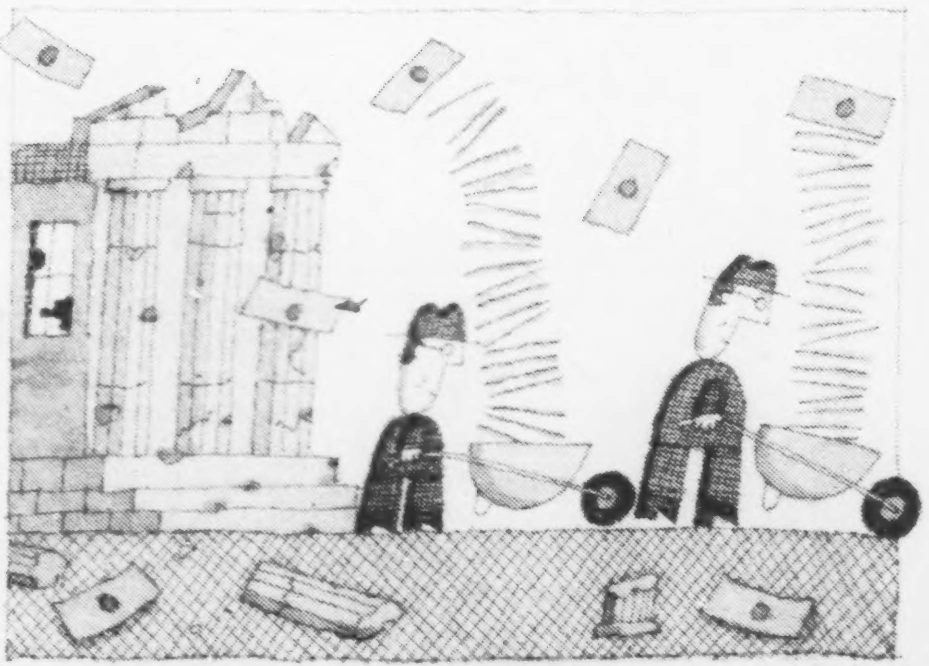
Hopkins and Sutter, a Chicago law firm, FSLIC's favorite legal beagles, have been the big money earners over the past three years, with fees totaling $12.3 million for 1984, 1985, and 1986.

In comparison, the Federal Deposit Insurance Corp.'s biggest fees went to Kemp, Smith, Duncan & Hammond of El Paso, Tex. They collected $6,552,766, according to the FDIC.

FSLIC's other big fee firms for the past three years include:

- Squire, Sanders & Dempsey, Washington, D.C., $6,540,656.
- Tuttle and Taylor, Los Angeles, $2,988,349.
- Pettit and Martin, San Francisco, $2,772,123.
- Hutcheson and Grundy, Houston, $2,142,260.

The FDIC's other big fee firms include:



John Segal

- Gable & Gotwals, Tulsa, $6,470,016.
- Schall, Boudreau & Gore, San Diego, $4,619,871.

The FDIC spends more on outside lawyers than any other federal agency, and FSLIC ranks second.

□□□

Although none of the thrift failures to date has been attributable to losses in the burgeoning secondary mortgage market, regulators are getting jumpy. Mer-

Federal: Page 26 ➻

Federal Deposit Insurers Pay Large Law Fees for Bank Failures

➞ Continued from Page 24

rill Lynch's legendary $275 million hit from its mortgage securities trading didn't assuage those nerves.

The regulators find they don't know enough about many of the new-fangled mortgage securities being hatched by Wall Street to effectively police the institutions that are buying the investment products. To help bridge that knowledge gap, the staff of the Federal Home Loan Bank Board will hold a conference next Thursday and Friday with mortgage industry representatives at its headquarters in Washington, D.C.

Much of what the staff learns will contribute to future staff actions regarding mortgage-related securities.

The meeting is open to the public, and there will be a comment period at the end of each day for members of the audience.

Among the staff's concerns are:

- The lack of a broad, deep market for many of the new products. They fear that such illiquidity could cause "major problems" if the FSLIC has to sell such assets promptly and at a reasonable price.
- The low quality of some assets held by institutions. The staff will ask if it should impose higher capital requirements on thrifts that invest in certain derivative mortgage products, "particularly those securities not eligible for investment by the Secondary Mortgage Market Enhancement Act of 1984." And they will ask the mortgage industry representatives if thrifts with less than 6% capital, as determined by applying generally accepted accounting principles, should be allowed to make such investments at all.
- A proposal that the Bank Board impose specific minimum legal safeguards for a derivative mortgage security, such as a stripped mortgage, to be a permitted investment for insured institutions. One suggestion is to restrict securities to investment-grade issues.

The Bank Board is also considering curbing the purchase of low-quality debt, or junk bonds, by thrifts, but that topic will not be addressed at the conference.

□□□

Eugene J. Sherman, an economist with the Federal Home Loan Bank of New York, said recent interest rate increases will translate into 180,000 to 200,000 fewer housing starts than would have been the case if rates had remained at February's low levels.

Mr. Sherman said the outlook for interest rates is grim.

"If the dollar were to stabilize and international policy coordination improve, interest rates would probably drop as quickly as they rose and return to the levels that prevailed before March 26, or go even lower," he wrote in the bank's May 11 *Economics Bulletin.* "But there is no reason for optimism. Economic policy coordination is not at hand."

Mr. Sherman said rates will depend on the direction of dollar prices. If the dollar stabilizes, rates may move slightly lower. A declining dollar will boost rates even higher, he predicted. ■

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Lenders Feel Effects as Higher Rates Result in Fewer Loan Applications

For the past two weeks, traders have noted a shortage of mortgage securities because of two main factors — higher mortgage rates and dropping securities prices. Lenders, they said, are beginning to feel the effects of mortgage rates that have jumped 150 basis points in the past seven weeks, resulting in fewer loan applications.

Mortgage Markets

Mortgage bankers also sold off vast amounts of inventoried loans in early April, when the mortgage market began its downturn, flushing out the "pipeline." This, combined with fewer loan applications, means fewer mortgages are packaged for sale to dealers.

In addition, secondary mortgage market prices have dropped steadily to lose about six points in the last month. This means that many thrifts, which are the largest group of mortgage securities buyers, own loans that are worth less than the price at which they were purchased. And, traders said, many of these thrifts have a policy of not selling securities at a loss, which effectively keeps these instruments from being returned to the trading flow.

Although mortgage securities are in tight supply, traders said this poses no real problem because in the market's current inert state, buyers are also scarce. But, as one trader predicted, if buying interest picks up, "mortgages are going to go through the roof. Dealers are going to crawl all over each other to get securities."

Other traders disagree, saying that in the event of a market upturn, investors would bail out of mortgages and buy the more liquid Treasuries because prices of those securities would appreciate faster than comparable maturity mortgage-backeds.

— **Evelyn Wallace**

Midwest Thrifts Are on Acquisition Trail

➞ Continued from Page 25

Dakota, and Wisconsin in July 1986.

Mr. Buendorf said the interstate law for thrifts in Minnesota required the state regulator to come up with rules and regulations surrounding takeovers. Because of an effort to avoid conflicts with other states' laws, "it's taken a while for the banking commissioner to come up with proper regulations."

Missouri banks got the right to expand into eight contiguous states in August 1986, but there have been no deals announced, partly because only one other state included in the region — Arkansas — has passed a similar law.

Another reason for the inactivity may be that, as in other states, there is not much interest in Missouri. "I don't think it's that hot a topic at this moment," said Robert C. Carroll, president of the Missouri Savings and Loan League. "We just had a management conference, and no one discussed it."

But recent signs lead some thrift executives to believe that activity may be picking up soon.

The ice may have been broken when Metropolitan Federal Savings Bank of Moorhead in Minnesota announced recently that it had reached an agreement to buy the $301 million-asset Community Savings and Loan Association of Fond du Lac, Wis., for about $22 million. Metropolitan Federal is a subsidiary of Metropolitan Financial Corp., Fargo, N.D., which also has savings and loan operations in Minnesota, North Dakota, and South Dakota.

In Michigan, several thrifts, including Standard Federal Bank in Troy, the state's second largest, and Great Lakes Federal Savings in Ann Arbor, the third largest, have indicated that they might be interested in using the interstate powers that are included in a new thrift bill that is making its way through the state Legislature.

Thrifts may also be playing close to the vest as far as their plans. "I've talked to a few people, and I haven't found anyone who admits he is going to use it or be acquired," said the Indiana thrift group's Mr. McKasson of that state's new law. "There seems to be a general attitude that if banks have it, they should too, so they don't find themselves in the situation in the future where they are under the gun and need it."

However, a recent survey by his group showed that almost 80% of the thrifts responding supported the new legislation, he said. ■

Mortgage . . .

➞ Continued from Page 24

Corp., Columbia, S.C., moved up to 13th. The South Carolina company acquired $2.9 billion in servicing when it bought the assets of Security Pacific Mortgage Corp. last November.

Fleet ranks fourth overall in combined servicing.

Among thrifts, City Federal Savings Bank, Bedminster, N.J., had the largest mortgage-servicing portfolio at year-end. City Federal operates a large mortgage banking subsidiary, CityFed Mortgage Co. The top thrift is the fifth largest servicer overall among banks, thrifts, and mortgage companies. ■

What's
REQUIRED READING?

Significant papers and speeches by experts in the financial services industry are printed in American Banker's REQUIRED READING column because you won't want to miss what they have to say.

Remic Trading Isn't As Hot as Expected

CHICAGO — The much-expected growth and acceptance of real estate mortgage investment conduits, or Remics, has not occurred so far, according to a recently published report.

Hailed as the "wave of the future" for the mortgage-backed securities market when Remic legislation was passed, the effects to date "have been less dynamic than anticipated," according to a report by Duff & Phelps Inc., a research and ratings firm based here.

The report, in the May 11 issue of the firm's publication *Credit Decisions*, says the delay in activity is "principally because of the lack of implemental regulations." Once the necessary clarifications are worked out with regulatory authorities, the report concludes, Remics will be successful.

"A few issuers have tested the water with Remic offerings, and it is expected that others will follow," the report states. "Most feel the benefits of the legislation are clear despite the slow start, and Remics will ultimately live up to expectations."

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The biggest deals have already been done.

Scott J. Drysdale, banking analyst, on the interstate banking game in the Pacific Northwest [Page 1]

Unquote

FROM THE REGIONS

THE WEST

Most of Northwest's Big Deals Have Already Been Struck

By MIKE PARKS

SEATTLE — The biggest hands have already been played in the poker game of interstate banking in the Pacific Northwest, analysts of regional banking trends say. Only a couple of big players are still at the table, and the number of attractive acquisition candidates has been whittled down substantially, even though reciprocal interstate banking does not become official in Washington State until July 1.

Merger and takeover speculation increasingly focuses not on the biggest banks — they are already locked up — but on smaller banks and on the larger thrift institutions of Washington State, particularly those that have state charters and Federal Deposit Insurance Corp. coverage.

"The biggest deals have already been done," says Scott J. Drysdale, who analyses the banking industry from the Seattle office of Birr, Wilson & Co. "There are going to be smaller acquisitions within the states" as the players who have entered the game "round out their franchises."

One institution with more cards to play is Portland-based U.S. Bancorp, which will enter Washington after July 1 via acquisition of Old National Bancorp., Spokane. The takeover will

From the Regions: Page 22 ➸

Regulators Can't Explain Recent Loss Of Deposits at FSLIC-Insured Thrifts

By JIM McTAGUE
Washington Bureau

WASHINGTON — Thrift regulators said on Tuesday that they could not explain the steep loss of net new deposits during March at institutions insured by the Federal Savings and Loan Insurance Corp.

But industry economists said the $4.7 billion outflow coincided with negative news about the industry, the most noteworthy being a March 3 report by the General Accounting Office that declared the FSLIC insolvent.

The March deposit loss — the seventh consecutive monthly deficit — compares with $1.1 billion lost by FSLIC institutions in February.

It was the largest monthly loss in deposits since since September 1986, when net new deposits decreased by $5.4 billion.

Richard C. Pickering, deputy director of the Federal Home Loan Bank Board's office of policy and economics, said he knew of no seasonal explanation for the deposit drain, $4.5 billion of which came from accounts of less than $100,000.

The withdrawals showed no unusual geographic trends.

"The largest number occurred on the West Coast, but that is where most of the deposits are," he said.

Although statistics for April are not yet available, Mr. Pickering said that month traditionally is one of the poor-

FSLIC: Page 6 ➸

Fed Approves 4 More Banks' Securities Bids

But Court Stays Board's Prior Action on 3 Banks

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The Federal Reserve Board voted 3 to 2 to grant Chase Manhattan Corp., Chemical New York Corp., Manufacturers Hanover Corp., and Security Pacific Corp. authority to underwrite and deal in selected securities and to place commercial paper through subsidiaries. It also gave Citicorp permission to place commercial paper.

The new batch of approvals, released on Tuesday, raises to seven the number of bank holding companies that the Fed has said can conduct the new securities underwriting activities through a subsidiary. On April 30, the Fed approved similar applications by Bankers Trust New York Corp. and J.P. Morgan & Co. to underwrite and deal in mortgage-backed securities, municipal revenue bonds, and commercial paper, and by Citicorp to deal in mortgage-backed securities and municipal revenue bonds.

The Fed has already been blocked in court over the issue. On Tuesday, the Securities Industry Association won a stay of the Fed's April 30 decision in the U.S. Court of Appeals for the Second Circuit. SIA president Edward I. O'Brien said that the trade group also will appeal the second set of approved applications.

The court is expected to hear oral arguments on the merits of the challenge in late June.

As was the case on April 30, Fed Chairman Paul A. Volcker and Fed Governor Wayne Angell on Tuesday dissented from the majority of the

Fed Approves: Page 23 ➸

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Fed's Payment Services Produced More Fees, Less Profit

As Revenue Grew, So Did Expenses

By JEFFREY KUTLER

NEW YORK — Payment services that the Federal Reserve System provides to financial institutions produced more revenue but less net income for the central bank last year than in 1985.

Operations/Technology

In 1986, the 12 Federal Reserve banks took in $627.7 million from check collections, electronic funds transfers, and other fee-based services that it offers to financial institutions under provisions of the Monetary Control Act of 1980.

The revenue from what the Fed calls "priced services" grew 2.3% from $613.8 million in 1985. But expenses grew faster — by 4.4% — leaving $130.3 million in operating income, 5% less than in 1985.

After imputed costs and income taxes, which the central bank does not pay but calculates to make it comparable to a private-sector service provider, net income was off 8.5% to $57.6 million from the previous year's $62.5 million.

Check-Processing Productivity
Page 10

Both the gross and bottom-line figures are pittances compared with the $18 billion in net income from all operations that the Federal Reserve Board reported for 1986. Most of it came from interest on government securities and was contributed to the U.S. Treasury.

Despite their relative insignificance, Federal Reserve services and the way they are priced have been sensitive issues for bankers, particularly those at major correspondent banks that compete with the Fed for the business of smaller institutions.

These bankers have continually attacked the Federal Reserve for using its quasi-governmental status to assert a competitive advantage.

Guilty or not, the Federal Reserve has done well in the payments business: Its check processing volume grew 5% last year to 16.2 billion items; large-dollar funds transfers over Fed Wire rose 10.6% to 49.9 million transactions; and commercial automated clearing house activity grew 28.3% to 362.6 million entries.

The Federal Reserve also recovered from commercial banks the cost of more than $600 million worth of average daily float in the check collection system, which the central bank formerly subsidized.

To critics of the Fed, the growing revenue figure at the top of the income statement will be more meaningful than the declining net, which is arrived at by theoretical calculations of income taxes and a "private-sector adjustment factor" that approximates the financial characteristics of a nongovernment entity.

Even so, the Fed critics' case will be bolstered by the fact that the Fed overshot its target for net after-tax income by $30.3 million. The Fed actually improved its aim; in 1985 it earned $38.6 million more than its after-tax target.

"The increase in net income of $30.3 million from initial projections was due primarily to greater than anticipated volumes of automated clearing house, wire transfer, and check transactions processed by the system," the Federal Reserve said in a recent report on priced-service activities for 1986.

As mandated by the Monetary Control Act, the Federal Reserve must recover its costs of providing priced services, adding to those costs a private-sector adjustment factor for capital expenditures and imputed taxes. It recovered 104.7% of costs in 1986, an improvement from the previous year's 105.6% "overrecovery."

Fed: Page 22 ➸

Federal Reserve Banks' Income from Priced Services

(Millions of Dollars)

	1986	1985	% Chg.
Revenue from services	$627.7	$613.8	+2.3%
Production expenses	(497.5)	(476.7)	+4.4
Income from operations	130.3	137.1	-5.0
Imputed costs	(45.8)	(51.6)	-11.2
Other income and credits	8.0	13.5	-40.1
Income before taxes	92.4	99.0	-6.7
Imputed income taxes	(34.8)	(36.5)	-4.7
Net income after taxes	$57.6	$62.5	-8.5

Priced services include large-dollar wire transfers, automated clearing house, check collections, book-entry securities transfers, float, and cash transportation. SOURCE: Federal Reserve Board.

Interstate Law Makes It Tough for State Regulator

It's a 'Challenge' to Coordinate Rules, Arizona Banking Chief Says at Convention

Special to the American Banker

HONOLULU — It's not easy being a state banking regulator these days. Just ask Mary Short, superintendent of banks for Arizona.

Arizona's comprehensive new interstate banking law has made Ms. Short's job "very tough," she said here Monday at the American Financial Services Convention.

"We have to have meetings with the California regulators, the Federal Reserve, the Comptroller of the Currency and the FDIC just to figure out how this is going to work," Ms. Short said. "It's tremendously challenging."

She's already met twice with West Coast regulators to help determine how California banks entering Arizona under the new law should be regulated.

"We have to talk about everything, from sharing examination reports to figuring out who is responsible for what."

Ms. Short was one of four officials who discussed the pressures and trends in financial services during a session of the convention.

Ms. Short said state regulators today play a "tough" but "crucial" role. She said her office must monitor activity covered by new interstate banking laws, being watchful of "less visible" interstate banking such as mail-order deposit solicitations.

"It seems like every month when you get your Citibank Visa bill, they're asking you to send them your savings deposits, too," she said. "Add to that mutual fund advertising and other pitches, and the less visible side of interstate banking is out of control."

Ms. Short said she believes states should have the right to welcome or reject out-of-state financial institutions. "Arizona has adopted nationwide interstate banking, but states should have the right to hold their borders sacred if they like." She said state and federal charters should be maintained.

She and others on the panel said they were intrigued by the idea of functional regulation — that certain banking functions, such as checking accounts, would be regulated by one agency, regardless of the financial institution involved.

"Functional regulation is probably better than what we have now," said Thomas Durkin, director of research for the AFSA.

Jon Brown of Bank Watch, a consumer-oriented agency, agreed that functional regulation could help solve jurisdictional problems.

All agreed that barriers separating states are rapidly falling, and industry lines are blurring. "The public wants good financial services and they really don't care who's offering it," Mr. Durkin said. "The public wants a variety of sources from a variety of places."

Serge Uccetta, senior vice president of Household Financial Services of Prospect Heights, Ill., said service and safety are paramount concerns "but beyond that, people don't care where the service comes from."

Banking and nonbanking companies, therefore, are moving into new service areas, with legal loopholes permitting the rise of nonbank banks.

But Ms. Short does not believe nonbank banks rose in response to consumer demand. "I think they were bred on the corporate side, not in answer to consumer needs," she said. Moreover, she said she believes it's unfair to allow establishment of nonbank banks while limiting new activities for banks.

Mr. Uccetta acknowledged that companies go into the banking business "because they think they can make a good buck doing something better than the next guy. But the demand is there."

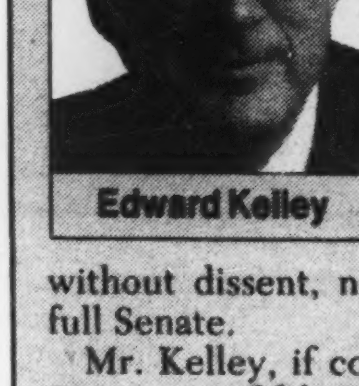
Mr. Brown of Bank Watch said he worries about nonbank banks, which he claims have not been endorsed by consumer groups.

"I don't think it's protectionist or old-fashioned to maintain some separation" between banking and nonbanking activities, he said. ■

Correction

Income from examination fees at the Federal Home Loan Bank of San Francisco rose from $3,193,015 in 1985 to $13,635,319 in 1986. A table of income from examinations at all 12 Federal Home Loan banks in the May 14 edition ("Beefed-Up Thrift Audits Receive Mixed Reviews," page 1) indicated that the fees went from $21 million to $35.3 million. The larger numbers reflected fees for services in addition to examination income, the San Francisco bank said. ■

Senate Panel Gives Its Nod to Kelley for Fed



Edward Kelley

WASHINGTON — The Senate Banking Committee approved President Reagan's nomination of Edward Kelley, a Houston investment adviser, to a seat on the Federal Reserve Board. The nomination, which was approved on Tuesday without dissent, now goes to the full Senate.

Mr. Kelley, if confirmed by the Senate, would bring the board up to six members, leaving one seat unfilled. The White House has chosen not to fill that seat, according to sources, until the unexpired term ends next January.

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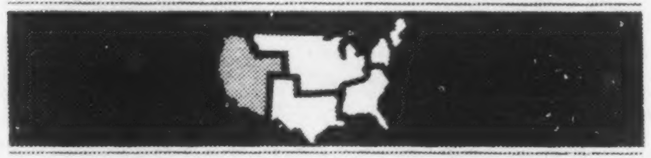
FROM THE REGIONS

THE WEST



Continued from Page 1

give it only a small share of the banking market in the fast-growing Puget Sound area. U.S. Bancorp officers have said they intend a much larger Washington presence, which they will accomplish by internal growth or acquisition.

But U.S. Bancorp itself could become an acquisition target. Roger Breezley, the company's chief operating officer, said recently that the institution would just as soon remain independent. And John A. Elorriaga, chairman, says the holding company has had no offers. But he also told *Forbes* magazine recently: "I don't want to sell out, but this is a business. If somebody pays you what you think it's worth, you gotta sell."

The other giant player that has yet to reveal all its cards is First Bank Systems of Minneapolis, with assets of more than $26 billion. It edged its nose into Washington State last year under a law the allows out-of-state companies to take over failing Washington commercial banks.

But so far, First Bank's only Washington State holding is a small bank in a mill town far from Seattle, and almost everyone agrees that it has a lot more in mind. First Bank was talking to Rainier Bancorp. when the latter was swept away in late February by Security Pacific Corp., Los Angeles, in one of the biggest bank takeovers ever. Security Pacific will exchange stock worth over $1 billion sometime next summer to get control of Rainier. First Bank has yet to make another bid.

KeyCorp of Albany, N.Y., which has agreements to buy three Washington banks (the largest is Seattle Trust & Savings Bank with assets of $725 million), also is on the prowl for more banks in Oregon and Washington, where it already is represented, as well as in Idaho, Montana, Utah, and Wyoming.

Less Merger Activity Forecast

But analysts dismiss the idea that other big banks from California, New York, or other states are going to sweep into the Pacific Northwest. Robert J. Rogowski, vice president of New York-based Cates Consulting Analysts, says: "A respite from merger activity is likely to occur, with some major regionals° seeking to make marginally diluting acquisitions of only smaller institutions that fill in the necessary pieces of the regionals' network puzzles."

The compelling reason is that there just is not much merchandise left for the taking. Once the Rainier-Security Pacific deal is done, well over half the retail deposits in Washington State, by far the largest and most lucrative banking market in the Pacific Northwest, will be controlled by California banking companies. BankAmerica Corp. has owned Seafirst Corp., Seattle, parent of the region's largest bank, since mid-1983. Rainier is No. 2 in size in Washington. No. 3 is First Interstate Bank of Washington, wholly owned by First Interstate Bancorp of Los Angeles.

Two other banks in Washington's Top 10 are already spoken for: Seattle Trust and Old National Bancorp. of Spokane.

Among the commercial banks of large size, that leaves Peoples Bancorp., Seattle, with assets of $2.2 billion; and Puget Sound Bancorp, Tacoma, with assets of about $3.2 billion. Merger rumors periodically push their share prices higher.

U.S. Bancorp has been talking on and off with Peoples for years, but Joshua Green 3d, whose family has controlled Peoples since the 1920s, does not appear to have made up his mind whether to sell out or go it alone. Nor does Puget Sound, which has been making acquisitions, appear ready to give up its independence.

Commercial banking in Oregon, meanwhile, is dominated by U.S. Bancorp and by First Interstate Bank of Oregon, with assets of $9 billion and $5.3 billion, respectively. KeyCorp's Key Bank ranks third in asset size, just under $1 billion, and the Oregon Bank, taken over recently by Security Pacific, comes next, with assets of $962 million. The fifth-largest bank in Oregon has assets of only about $320 million and no presence at all in the Portland metropolitan area. The size of banks falls off dramatically from that level.

Spotlight on Thrifts

So when the question "who's next?" comes up in the Pacific Northwest these days, the attention shifts from commercial banks to thrifts, especially those in Washington. Washington Mutual Savings Banks, Seattle, with assets of $5.6 billion, and Pacific First Financial Corp., Tacoma, with assets over $4 billion, would come the closest to giving an acquirer a network with representation in the state's major metropolitan markets. Other thrifts whose shares run up occasionally on takeover speculation are concentrated in the Puget Sound area.

They include Washington Federal Savings and Loan Association, Seattle; University Federal Savings Bank, Seattle, and Prudential Bancorp., Seattle. Except for Washington Federal, they have assets of less than $1 billion.

Mr. Rogowski says the real question emerging in the Pacific Northwest, now that the big acquisitions have been lined up, is what steps midsize and smaller banks can take so they can compete with the biggest players.

In the long run, he says, the biggest banks are going to become the low-cost producers of banking services, which will put the squeeze on midsize and smaller community banks. The other side of the coin, he adds, is that costs do not always come down as fast as expected when banks merge. He suspects that until the recent wave of mergers and acquisitions settles out and shakes down, the smaller banks will have a "transition period" during which they can exploit long-standing relationships with customers for additional profitability.

FSLIC . . .

Continued from Page 20

for the building, including a $650,000 down payment and an assumption of $1.2 million in debt. They received a loan for the remaining $1.2 million.

However, the loan was approved without adequate financial statements or tax returns, the suit says. The FSLIC alleges that Gateway actually provided Magna with the money for the down payment by lending the money to business associates who in turn lent it back to Magna. The suit charges Gateway agreed to pay inflated rents to Magna.

Based on the high rental income, the suit claims, Magna was able to sell the building 14 months later at a profit of $775,000. That figure does not include $325,000 in rental income. The suit says Magna officials received a total gross return of more than $1 million, all of it earned with no money down. ■

Fed . . .

Continued from Page 2

"Various factors, such as volumes and float, are difficult to anticipate and prevent an exact cost/revenue match from year to year," the priced-services statement said. "In 1986 prices were generally stable and certain fee reductions were implemented."

The Fed's pro forma balance sheet for priced services listed $2.5 billion in total liabilities, $219 million in equity, and $2.8 billion in total assets at the end of 1986. These were up from $2.2 billion in liabilities, $202 million in equity, and $2.4 billion in assets on Dec. 31, 1985. Assets and liabilities grew about 15% in the year. ■

Bank Call Notice

Report of Condition of

BROADWAY NATIONAL BANK

of New York

In the state of New York, at the close of business on March 31, 1987 published in response to call made by Comptroller of the Currency, under title 12, United States Code, Section 161. Charter Number 20622. Comptroller of the Currency North-Eastern district.

ASSETS		Dollar Amounts in Thousands
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin		$ 1,006
Interest-bearing balances		850
Securities		2,522
Federal funds sold and securities purchased under agreements to resell in domestic offices		1,000
Loans and lease financing receivables:		
Loans and leases, net of unearned income	11,697	
LESS: Allowance for loan and lease losses	60	
Loans and leases, net of unearned income, allowance, and reserve		11,637
Premises and fixed assets		405
Intangible assets		112
Other assets		267
TOTAL ASSETS		$17,799
LIABILITIES		
Deposits		
In domestic offices		14,178
Noninterest-bearing	5,021	
Interest-bearing	9,157	
Other liabilities		136
TOTAL LIABILITIES		14,314
EQUITY CAPITAL		
Common stock		2,000
Surplus		2,000
Undivided profits		(515)
TOTAL EQUITY CAPITAL		3,485
TOTAL LIABILITIES, LIMITED PREFERRED STOCK, AND EQUITY CAPITAL		$17,799

I, Andrew O. Kwon, Vice President & Comptroller, of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

ANDREW O. KWON
May 8, 1987

We, the undersigned directors, attest to the correctness of this statement or resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

SAM CHUNG
SANG YOUNG WOO
HI YONG CHOE
Directors

Bank Call Notice

Consolidated Report of Condition of

UNITED MISSOURI TRUST COMPANY

Of Manhattan, New York

And Foreign and Domestic Subsidiaries, a member of the Federal Reserve System, at the close of business March 31, 1987, published in accordance with a call made by the Federal Reserve Bank of this district pursuant to the provisions of the Federal Reserve Act.

ASSETS	Dollar Amounts in Thousands
Cash and balances due from depository institutions	
Noninterest-bearing balances and currency and coin	$ 269
Interest-bearing balances	1,125
Securities	45
Premises and fixed assets	82
Other assets	158
TOTAL ASSETS	$ 1,679
LIABILITIES	
Other liabilities	105
TOTAL LIABILITIES	$ 105
EQUITY CAPITAL	
Common stock	$ 500
Surplus	1,080
Undivided profits and capital reserve	(6)
TOTAL EQUITY CAPITAL	$ 1,574
TOTAL LIABILITIES, LIMITED-LIFE PREFERRED STOCK AND EQUITY CAPITAL	$ 1,679

I, William M. Teiwes, Treasurer, of the above-named bank do hereby declare that this report of condition is true and correct to the best of my knowledge and belief.

WILLIAM M. TEIWES
April 28, 1987

We, the undersigned directors, attest to the correctness of this statement or resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

R.C. KEMPER
MALCOLM ASLIN
FRANK TERRY
E.FRANK WARE, PRES.
Directors

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American Banker

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We are putting the destiny of this loan in the borrowers hands.

Ann Papanek, president of Home Owners, a California mortgage banking subsidiary of Home Owners Federal, on a new adjustable-rate mortgage that allows borrowers to choose the rate conversion date [Page 2]

Unquote

Thrifts Face Strict FDIC Capital Rule

By BARBARA A. REHM

Washington Bureau

WASHINGTON — The FDIC on Thursday announced that thrifts seeking to join the insurance fund must meet its 6% minimum capital requirement — or possibly a higher one — when they convert.

The FDIC issued a policy statement in response to inquiries from thrifts contemplating a conversion from the Federal Savings and Loan Insurance Corp., said FDIC chairman L. William Seidman.

Fifteen applications are pending at the FDIC by thrifts seeking insurance conversion, the agency said. Three were approved at the end of 1986 and five have been granted this year, according to a spokesman for the FSLIC.

Practices of the past, when the FDIC allowed some leeway on capital requirements, are over. "Exceptions to these standards are not expected and will be considered only under very unusual and infrequent circumstances," the FDIC said.

In fact, 6% may not be enough. Some thrifts trying to escape the FSLIC may be forced to maintain a capital-to-assets ratio of up to 10% in some circumstances. This will be determined by "an analysis of the type and quality of the institution's assets, the kind of powers exercised, the extent of interest rate sensitivity, or other factors," the FDIC said. "Erratic growth patterns" could also be cause for increased capital reserves, the agency said.

Applications for conversion by institutions with more than $50 million in assets should be accompanied by an outside audit, the FDIC said. In addition, FDIC examiners will make an onsite inspection after an application is received.

Finally, the FDIC wants details of the converting institution's future op-

FDIC: Page 31 ➞

New Mortgages Simplify Move From Adjustable to Fixed Rate

By NINA EASTON

West Coast Bureau

LOS ANGELES — Volatile interest rates have led to adjustable rate mortgages that give borrowers greater flexibility to convert to fixed loans.

If the idea catches on, it will be a boon to home buyers, expert said. But it could also make asset-liability management a dicier task for lenders.

Adjustable-rate mortgages that carry a conversion feature are not new. But in the past, the borrower could convert only on the anniversary of the loan's origination, and only after making payments for several years. The new products provide greater flexibility.

In May, Sterling Savings and Loan Association, a $125 million-asset thrift in Irvine, Calif., began offering an adjustable-rate mortgage that requires the borrower only to act within the first three years, and give 30 days' notice, before converting to a fixed rate.

That means a customer could obtain an adjustable-rate mortgage today at an attractive 8.25%, wait a few months for fixed-rate mortgages to drop in price, and then lock in the more attractive rate.

Home Owners Federal Savings and Loan Association, a Boston thrift with $1.4 billion in assets, is offering a similar loan, although it requires the borrower to exercise the option anytime between the end of the first and fifth years of the loan. The loan is being offered through the thrift and its mortgage banking subsidiaries throughout the country.

The product has attracted a deluge

Adjust: Page 7 ➞

Pittsburgh National Offers Small Firms Loan with Fixed-Variable Switch Option

By PHILIP T. SUDO

NEW YORK — Pittsburgh National Bank will give small businesses the option of switching between fixed and variable rates on a single loan, the bank said on Thursday.

The Optional Rate Judgment Note, a product of the bank's metropolitan commercial banking division, is a floating-rate loan that allows customers to lock in a fixed interest rate for a minimum of one year.

Borrowers are required to stay with the fixed rate for the length of time they initially choose. At the end of that period, they may revert to a variable rate or elect a fixed rate for another term.

The product is aimed at companies with annual sales of up to $50 million, provided their loans have a maturity date in excess of one year.

"The beauty is, it's a standardized loan product," said Robert Cowman, metropolitan banking officer. "The big benefit is that it gives the borrower control and flexibility and potential savings on interest expenses. It takes the interest rate risk off his shoulders and transfers it to the bank."

The optional rate also eliminates the time and cost of renegotiating a new loan agreement, as well as certain prepayment penalties, he said.

Many banks offer such an option on residential mortgage loans, but Mr. Cowman said he believes the Pittsburgh National product is the first of its kind for small businesses.

The new option will be based on a formula tied to the bank's cost of funds and the length of time the borrower

Pittsburgh: Page 31 ➞

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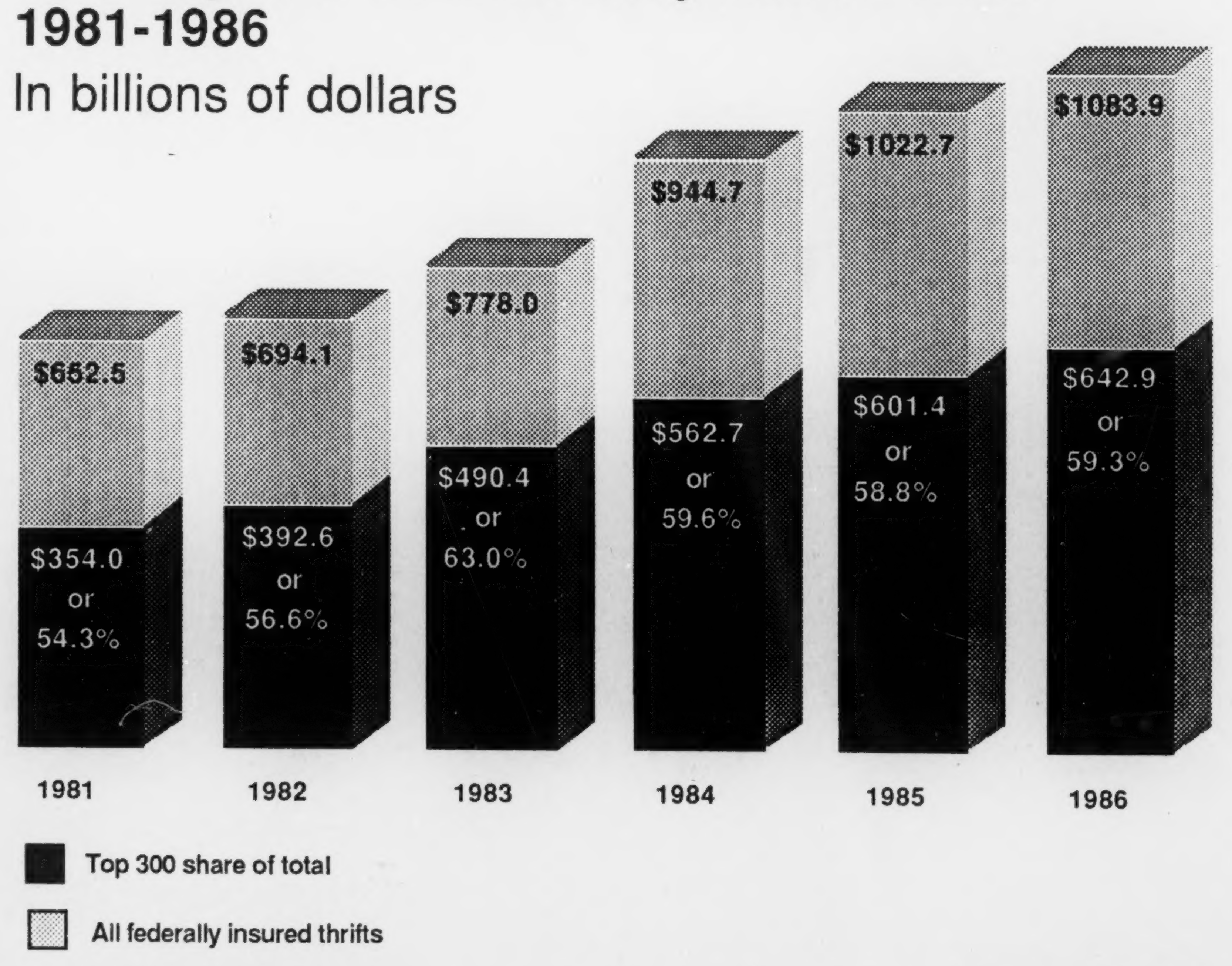
STATISTICS REVIEW

Top 300 Thrifts

In Deposits and Assets on Dec. 31, 1986



Total Deposits of All Federally Insured Thrifts 1981-1986

In billions of dollars

Source: FDIC and FHLBB

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Top 300 U.S. Thrift Institutions

In Order of Deposits, December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Deposits 12/31/86	Deposits 12/31/85	Rank 1985	Gain	Assets 12/31/86	Assets 12/31/85	Net Worth 12/31/86	Net Worth/ Assets(%)	Chart. Type	Insur. Type
1	**Home Savings of America, FA, Irwindale, Calif.**	21,774,759,000	19,486,000,000	1		27,789,661,000	26,746,193,000	1,574,565,000	5.67	4	2
2	**Great Western Bank, FSB, Beverly Hills**	18,130,530,000	17,454,823,872	2		27,405,368,000	25,049,203,000	1,348,887,000	4.92	2	2
3	**American Savings & Loan Assn., Stockton, Calif.**	16,977,839,000	17,434,499,000	3		33,933,294,000	27,364,650,000	552,124,000	1.63	4	2
4	**California Fed. Savings & Loan Assn., Los Angeles**	15,455,800,000	13,045,000,000	4		20,540,400,000	18,002,000,000	1,067,800,000	5.20	4	2
5	**Glendale Federal Savings & Loan Assn., Calif.**	12,700,344,000	10,981,575,000	6	+1	17,451,589,000	14,751,119,000	856,972,000	4.91	4	2
6	**Meritor Savings Bank, Philadelphia**	12,676,100,000	12,969,633,000	5		18,447,272,000	17,153,011,000	N.A.	N.A.	2	1
7	**First Nationwide Bank, FSB, San Francisco**	11,079,351,000	8,802,430,000	8	+1	16,048,835,000	11,572,000,000	790,222,000	4.92	2	2
8	**Goldome FSB, Buffalo, N.Y. (a)**	11,016,213,000	(b)	...		14,669,199,000	(b)	299,363,000	2.04	1	1
9	**Great American First Savings Bank, San Diego, Calif.**	8,877,414,000	5,891,416,000	15	+6	13,064,815,000	8,271,797,000	754,710,000	5.78	2	2
10	**Home Fed. Savings & Loan Assn. of San Diego, Calif.**	8,562,000,000	7,426,584,000	10		12,074,620,000	10,018,646,000	N.A.	N.A.	4	2
11	**World Savings, FS&LA, Oakland, Calif.**	7,698,523,000	7,598,792,000	9		12,439,262,000	12,134,626,000	748,565,000	6.02	4	2
12	**City Federal Savings Bank, Elizabeth, N.J.**	6,998,588,000	6,469,194,000	13	+1	10,728,053,000	8,224,809,000	356,956,000	3.33	2	2
13	**CrossLand Savings FSB, Brooklyn, New York**	6,876,465,000	6,970,692,000	11		10,095,697,000	8,022,494,000	823,533,033	8.16	2	1
14	**Anchor Savings Bank FSB, Northport, N.Y.**	6,468,025,000	5,870,980,000	16	+2	7,359,381,000	6,418,498,000	370,104,000	5.03	1	2
15	**Dime Savings Bank of New York FSB**	6,464,274,000	6,731,906,000	12		8,366,595,000	8,261,799,000	582,260,000	6.96	2	1
16	**Coast Savings & Loan Assn., Los Angeles**	5,931,131,000	4,610,128,257	24	+8	9,725,362,000	7,385,465,449	699,200,000	7.19	4	2
17	**Gibraltar Savings, Beverly Hills**	5,727,043,000	6,197,808,000	14		11,331,191,000	9,539,324,000	558,826,000	4.93	4	2
18	**Imperial Savings Assn., San Diego, Calif.**	5,532,288,000	5,502,598,018	17		8,911,820,000	7,251,902,330	281,115,000	3.15	4	2
19	**Columbia Savings & Loan Assn., Beverly Hills**	5,192,585,000	4,691,727,882	23	+4	10,222,652,000	6,463,336,112	N.A.	N.A.	4	2
20	**Bowery Savings Bank, New York**	5,136,413,000	5,043,749,000	18		6,303,939,000	5,701,143,000	345,092,000	5.47	2	1
21	**Sears Savings Bank, Glendale, Calif.**	5,054,267,728	4,944,487,000	20		6,577,588,093	6,157,387,000	254,973,051	3.88	2	2
22	**First Federal of Michigan, Detroit**	5,047,913,315	4,869,010,673	22		11,271,916,424	10,195,907,942	457,044,226	4.05	4	2
23	**Empire of America FSB, Buffalo, N.Y. (c)**	4,967,439,000	4,909,106,000	21		6,301,574,000	5,950,535,000	284,277,000	4.51	2	2
24	**Talman Home Federal Savings & Loan Assn., Chicago**	4,748,281,000	5,014,667,000	19		5,699,630,000	6,057,503,000	294,051,000	5.16	4	2
25	**Standard Federal Bank, Troy, Mich.**	4,450,335,801	4,143,110,563	26	+1	6,736,680,682	5,395,607,977	310,625,732	4.61	1	2
26	**People's Bank, Bridgeport, Conn.**	4,352,744,000	3,778,928,000	28	+2	4,956,668,000	4,235,914,000	331,051,000	6.68	1	1
27	**Long Island Savings Bank FSB, Syosset, N.Y.**	4,194,343,000	3,600,763,000	30	+3	5,635,827,000	4,710,782,000	443,718,000	7.87	1	2
28	**Carteret Savings Bank, FA, Morristown, N.J.**	4,123,994,000	4,011,908,000	27		5,541,090,000	5,128,656,000	306,358,000	5.53	2	2
29	**Atlantic Financial Federal, Bala Cynwyd, Pa.**	4,107,470,000	3,362,563,000	34	+5	5,979,325,000	4,412,520,000	254,835,000	4.26	4	2
30	**Dollar-Dry Dock Savings Bank, Bronx, New York**	3,956,983,000	4,397,539,000	25		4,365,459,000	4,853,808,000	140,352,000	3.22	2	1
31	**MeraBank, FSB, Phoenix, Ariz.**	3,905,887,000	3,504,537,000	32	+1	6,257,802,000	5,219,438,000	497,453,000	7.95	2	2
32	**Western Savings & Loan Assn., Phoenix, Ariz.**	3,813,475,624	3,235,630,000	38	+6	5,593,209,327	4,808,899,000	262,364,961	4.69	4	2
33	**Howard Savings Bank, Newark, N.J.**	3,704,461,000	3,319,444,000	35	+2	4,294,392,000	3,656,405,000	304,116,000	7.08	2	1
34	**Citicorp Savings of Illinois, FS&LA, Chicago**	3,640,424,000	3,645,019,525	29		5,527,563,000	4,507,954,986	1,694,935,000	30.66	4	2
35	**CenTrust Savings Bank, Miami**	3,588,802,971	2,776,493,000	48	+ 13	6,167,095,000	4,809,878,000	315,187,000	5.11	4	2
36	**Northeast Savings, FA, Hartford, Conn.**	3,454,316,000	3,148,049,000	40	+4	5,845,804,000	4,492,075,000	372,434,000	6.37	4	2
37	**Florida Federal Savings & Loan Assn., St. Petersburg**	3,446,706,000	3,538,201,025	31		5,464,673,000	5,174,879,621	207,261,000	3.79	4	2
38	**TCF Banking & Savings, FA, Minneapolis**	3,405,961,000	3,410,824,000	33		6,517,650,000	5,498,897,000	N.A.	N.A.	4	2
39	**Gibraltar Savings Assn., Houston**	3,398,074,075	3,110,086,062	41	+2	4,707,511,800	5,066,738,484	557,001,096	11.83	4	2
40	**Transohio Savings Bank, FSB, Cleveland**	3,391,000,000	2,520,080,000	52	+ 12	5,062,000,000	3,211,559,000	306,000,000	6.05	2	2
41	**Washington Mutual Savings Bank, Seattle**	3,293,169,000	3,251,111,000	37		5,392,597,000	4,238,083,000	340,969,000	6.32	2	1
42	**Perpetual Savings Bank, FSB, McLean, Va.**	3,193,313,000	2,938,298,751	45	+3	4,407,268,000	4,048,088,492	374,663,000	8.50	2	2
43	**United Savings Assn., Houston**	3,193,286,000	2,839,780,000	46	+3	5,988,566,000	4,755,945,000	248,882,000	4.16	4	2
44	**Bright Banc Savings Assn., Dallas**	3,173,566,000	1,433,828,000	126	+ 82	4,801,080,000	2,510,626,000	159,884,000	3.33	4	2
45	**First Federal Savings & Loan Assn., Rochester, N.Y.**	3,154,870,641	3,267,784,000	36		4,540,240,189	4,653,501,000	80,613,041	1.78	3	2
46	**Emigrant Savings Bank, New York**	3,138,797,252	3,105,648,138	42		3,514,356,932	3,270,833,776	89,873,400	2.56	2	1
47	**Citicorp Savings, FS&LA, San Francisco**	3,072,518,000	3,058,039,000	43		4,978,642,000	4,408,892,000	907,337,000	18.22	4	2
48	**Community Federal Savings & Loan Assn., St. Louis, Mo.**	3,055,827,000	3,185,073,803	39		4,030,483,000	3,740,121,000	128,899,000	3.20	3	2
49	**American Savings Bank FSB, New York**	2,943,771,031	3,009,504,000	44		3,833,200,000	3,613,506,000	291,380,000	7.60	2	1
50	**Benjamin Franklin Federal S & L Assn., Portland, Ore.**	2,869,674,291	2,697,270,000	49		4,430,535,792	4,081,267,000	218,281,745	4.93	4	2
51	**University Savings Assn., Houston**	2,853,527,000	2,443,381,000	56	+5	3,935,592,000	3,887,842,000	138,701,000	3.52	4	2
52	**First Texas Savings Assn., Dallas**	2,853,280,424	2,498,019,972	54	+2	3,662,639,319	3,716,266,251	300,668,728	8.21	4	2
53	**Lincoln Savings & Loan Assn., Irvine, Calif.**	2,823,134,000	2,406,958,000	58	+5	3,605,217,000	3,211,758,000	219,715,000	6.09	4	2
54	**Sunbelt Savings Assn., Dallas**	2,821,995,000	2,521,329,000	51		3,195,491,929	2,999,870,000	11,672,996	0.37	4	2
55	**AmeriFirst Federal Savings & Loan Assn., Miami**	2,811,388,000	2,804,312,000	47		4,016,949,000	4,428,859,000	195,272,000	4.86	4	2
56	**Green Point Savings Bank, Brooklyn, New York**	2,752,920,447	2,390,540,480	59	+3	3,091,464,072	2,645,874,024	282,289,756	9.13	1	1
57	**Manhattan Savings Bank, New York**	2,727,680,008	2,623,986,586	50		3,018,622,531	2,875,204,026	225,005,550	7.45	1	1
58	**Farm & Home Savings Assn., Nevada, Mo.**	2,590,605,626	2,500,830,000	53		3,298,358,490	2,805,578,000	202,696,620	6.15	4	2
59	**Old Stone Bank FSB, Providence, R.I.**	2,511,973,000	2,082,208,000	72	+ 13	3,512,277,000	2,796,248,000	268,152,000	7.63	2	2
60	**Hudson City Savings Bank, Paramus, N.J.**	2,487,373,787	2,292,239,013	63	+3	2,741,931,840	2,521,070,842	181,932,640	6.64	1	1
61	**Homestead Savings, FS&LA, San Francisco**	2,479,493,677	2,328,046,000	61		5,492,379,681	4,642,653,000	204,847,831	3.73	4	2
62	**Apple Bank For Savings, New York (d)**	2,451,764,000	1,584,960,000	109	+ 47	2,699,331,000	1,766,647,000	166,696,000	6.18	1	1
63	**Chevy Chase Savings Bank, FSB, Md.**	2,424,005,745	2,086,139,937	71	+8	2,790,560,425	2,257,602,371	138,189,991	4.95	2	2
64	**Seamen's Bank for Savings FSB, New York**	2,418,300,000	2,424,000,000	57		3,315,240,000	3,105,406,000	89,254,000	2.69	2	1
65	**Fidelity Federal S & L Assn., Glendale, Calif.**	2,406,569,000	2,193,466,000	65		3,294,905,000	3,143,051,000	161,711,000	4.91	4	2
66	**Bank Western FSB, Denver**	2,365,452,405	2,353,295,000	60		3,508,319,362	2,951,439,000	267,749,300	7.63	2	2
67	**Georgia Federal Bank, FSB, Atlanta**	2,332,455,000	2,136,770,000	67		3,214,514,000	2,787,170,000	234,975,000	7.31	2	2
68	**San Jacinto Savings Assn., Houston**	2,271,363,269	1,802,422,346	90	+ 22	2,709,356,252	2,504,411,428	151,725,346	5.60	4	2
69	**First Minnesota Savings Bank FSB, St. Paul**	2,267,736,183	2,483,737,000	55		3,040,030,046	3,068,201,000	107,737,174	3.54	1	2
70	**Society for Savings, Hartford, Conn.**	2,227,823,000	1,985,365,000	78	+8	2,948,366,000	2,506,751,000	178,738,000	6.06	2	1
71	**Empire of America FSB, Fort Worth, Tex. (c)**	2,220,364,000	2,294,824,000	62		2,740,659,000	2,619,632,000	160,432,000	5.85	2	2
72	**Williamsburgh Savings Bank, Brooklyn, New York**	2,215,194,000	2,244,613,176	64		2,330,027,000	2,354,371,031	50,127,000	2.15	1	1
73	**Downey Savings & Loan Assn., Costa Mesa, Calif.**	2,187,856,093	1,929,968,227	82	+9	2,481,734,397	2,612,202,618	186,527,964	7.52	4	2
74	**Guarantee Savings, FS&LA, Fresno, Calif.**	2,171,427,000	1,959,979,071	79	+5	2,895,979,000	2,822,089,808	137,117,000	4.73	4	2
75	**First Federal Savings & Loan Assn., Pittsburgh**	2,171,290,000	1,913,978,000	84	+9	2,476,943,000	2,210,323,000	80,251,000	3.24	3	2
76	**Rochester Community Savings Bank, N.Y.**	2,152,028,000	2,163,451,000	66		3,137,856,000	2,906,662,000	287,816,000	9.17	2	1
77	**American Savings & Loan Assn. of Florida, Miami**	2,144,742,000	2,133,740,000	68		2,610,774,000	2,693,681,000	169,167,000	6.48	4	2
78	**Midwest Federal Savings & Loan Assn., Minneapolis**	2,137,637,837	1,997,582,623	77		3,254,372,338	3,009,841,394	136,700,171	4.20	3	2
79	**Capitol Federal Savings & Loan Assn., Topeka, Kan.**	2,132,795,499	2,005,133,828	76		2,494,514,607	2,310,037,618	212,710,923	8.53	3	2
80	**American Savings & Loan Assn., Salt Lake City, Utah**	2,132,412,000	2,118,000,000	70		N.A.	2,772,000,000	N.A.	N.A.	4	2
81	**Far West Savings & Loan Assn., Newport Beach, Calif.**	2,121,591,000	1,725,837,000	96	+ 15	3,025,187,000	2,425,985,000	170,333,000	5.63	4	2
82	**Lincoln Savings Bank FSB, New York**	2,112,118,365	2,064,409,000	73		2,306,923,091	2,233,817,000	34,821,317	1.51	1	1
83	**St. Paul Federal Bank for Savings, Chicago**	2,077,714,000	1,887,962,867	87	+4	2,395,382,000	2,099,113,193	105,838,000	4.42	1	2
84	**Valley Federal S & L Assn., Van Nuys, Calif.**	2,066,910,000	1,959,453,000	80		2,661,455,000	2,493,445,000	101,780,000	3.82	4	2
85	**Pacific First Federal Savings Bank, Tacoma, Wash.**	2,059,374,000	1,888,748,000	86	+1	4,096,568,000	3,356,279,000	204,954,000	5.00	2	2
86	**Coral Gables Federal Savings & Loan Assn., Fla.**	2,018,428,245	2,131,447,459	69		2,369,787,383	2,352,252,707	190,937,082	8.06	3	2
87	**Hill Financial Savings Assn., Red Hill, Pa.**	2,009,666,587	1,767,258,048	93	+6	2,696,861,111	2,324,000,000	109,055,788	4.04	3	2
88	**Santa Barbara Savings & Loan Assn., Calif.**	2,005,337,000	2,058,690,118	74		4,556,652,000	3,150,316,946	109,132,000	2.40	4	2
89	**Franklin Savings Assn., Ottawa, Kan.**	1,961,504,000	1,092,700,000	178	+ 89	6,036,487,000	3,161,680,000	295,457,000	4.89	4	2
90	**Citizens Federal Savings & Loan Assn., Dayton, Ohio**	1,957,586,529	1,819,340,566	89		2,261,115,804	2,003,343,007	91,683,759	4.05	3	2
91	**Horizon Financial, FA, Southampton, Pa.**	1,940,932,000	1,494,933,000	119	+ 28	2,419,515,000	2,027,276,000	38,876,000	1.61	3	2
92	**East River Savings Bank, New York**	1,938,605,745	1,924,796,424	83		2,453,117,950	2,078,268,644	131,328,713	5.35	2	1
93	**Greater New York Savings Bank, New York**	1,914,806,000	2,016,395,000	75		2,299,945,000	2,487,000,000	81,503,000	3.54	1	1
94	**Citizens Federal Savings & Loan Assn., Miami**	1,904,050,000	1,364,601,000	133	+ 39	2,599,102,000	1,993,821,000	195,691,000	7.53	4	2
95	**Dollar Bank FSB, Pittsburgh**	1,900,786,000	1,940,491,000	81		2,380 196,000	2,385,031,000	188,283,000	7.91	1	2
96	**Lamar Savings Assn., Austin, Tex.**	1,892,664,000	1,662,532,523	100	+4	N.A.	1,853,547,031	N.A.	N.A.	4	2
97	**Astoria Federal Savings & Loan Assn., Queens, New York**	1,866,725,771	1,794,362,569	92		2,571,270,264	2,194,045,493	162,952,600	6.34	3	2
98	**Mercury Savings, FS&LA, Huntington Beach, Calif.**	1,823,000,000	1,640,721,000	101	+3	2,372,705,000	2,155,543,000	82,107,000	3.46	4	2
99	**Commercial Federal Savings & Loan Assn., Omaha, Neb.**	1,804,121,000	1,542,177,000	115	+ 16	3,329,508,000	2,874,891,000	120,458,000	3.62	4	2
100	**Pima Savings & Loan Assn., Tucson, Ariz. (e)**	1,768,579,000	1,470,058,460	121	+ 21	2,564,031,000	2,087,917,878	124,156,000	4.84	4	2

Most of the data are from American Banker's questionnaire to the top 500 thrifts. FHLBB data were used for thrifts not reporting. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured. **(a)**— The Dec. 31, 1986, data for Goldome are on a consolidated GAAP ("generally accepted accounting principles") basis. **(b)**— Prior to 1986, data for Goldome were on an unconsolidated regulatory basis. Since these data are not comparable with the 1986 data, they are not shown here. **(c)**— Part of Empire of America FSB's financial service network. Empire of America FSB had consolidated deposits of $7.35 billion at the yearend. Had the consolidated deposit figure been used, Empire of America FSB would have ranked 12th in deposits. **(d)**— Based on revised deposits received after publication of Top 100 Thrifts on 3/6/87. The revision reflects yearend merger of Eastern Savings Bank, Scarsdale, N.Y. **(e)**— Deposits for 12/31/86 have been revised since publication on 3/6/87.

Top 300 U.S. Thrift Institutions

In Order of Deposits, December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Deposits 12/31/86	Deposits 12/31/85	Rank 1985	Gain	Assets 12/31/86	Assets 12/31/85	Net Worth 12/31/86	Net Worth/ Assets(%)	Chart. Type	Insur. Type
101	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	1,762,433,000	1,511,638,000	118	+ 17	2,246,578,000	1,722,620,000	40,246,000	1.79	4	2
102	San Antonio Savings Assn., Tex.	1,751,913,000	1,662,933,614	99		2,611,999,000	2,306,980,023	146,571,000	5.61	3	2
103	Lyons Federal Trust & Savings Bank, Hinsdale, Ill.	1,707,114,000	1,597,998,000	106	+3	1,846,246,000	1,741,312,000	N.A.	N.A.	3	2
104	Champion Federal Savings & Loan Assn., Bloomington, Ill.	1,705,502,000	1,566,758,968	112	+8	1,975,378,000	1,774,786,162	104,091,000	5.27	3	2
105	San Francisco Federal Savings & Loan Assn.	1,692,706,000	1,863,713,000	88		2,345,742,000	1,925,277,000	137,084,000	5.84	4	2
106	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	1,692,595,383	1,615,440,029	104		2,691,794,278	2,404,505,777	145,569,004	5.41	4	2
107	Fulton Federal Savings & Loan Assn., Atlanta	1,672,319,000	1,743,029,702	94		2,028,952,000	1,950,193,000	47,916,000	2.36	3	2
108	Benjamin Franklin Savings Assn., Houston	1,663,785,000	1,528,678,000	116	+8	1,937,982,000	2,022,366,000	73,569,000	3.80	4	2
109	Columbia Savings, FS&LA, Denver	1,662,389,350	1,801,352,000	91		2,718,020,189	2,486,101,000	84,580,775	3.11	4	2
110	Decatur Federal Savings & Loan Assn., Ga.	1,647,000,000	1,594,224,650	108		1,880,000,000	1,754,784,140	65,000,000	3.46	3	2
111	Albany Savings Bank FSB, N.Y.	1,645,077,790	1,597,312,412	107		1,776,671,047	1,741,051,038	90,613,286	5.10	1	1
112	Sacramento Savings & Loan Assn., Calif.	1,631,757,388	1,412,069,956	129	+ 17	2,064,691,897	1,591,201,211	91,058,738	4.41	4	2
113	First Southern Fed. Savings & Loan Assn., Mobile, Ala.	1,607,013,000	1,487,941,818	120	+7	2,535,435,000	2,077,722,801	105,520,000	4.16	4	2
114	Citicorp Savings of Florida, FS&LA, Miami	1,584,523,788	1,707,218,000	97		2,947,940,000	3,270,777,000	984,949,000	33.41	3	2
115	Vernon Savings & Loan Assn., Tex.	1,582,772,000	1,056,363,400	183	+ 68	1,347,012,000	1,145,435,698	-349,581,000	-25.95	4	2
116	Bell Federal Savings & Loan Assn., Chicago	1,577,924,848	1,576,384,486	110		1,722,388,635	1,712,477,811	101,744,245	5.91	3	2
117	Household Bank FSB, Westminster, Calif.	1,568,154,000	975,642,000	198	+ 81	2,121,451,000	1,200,431,000	141,512,000	6.67	2	2
118	First Financial Savings Assn., Stevens Point, Wis.	1,549,527,503	1,621,425,689	102		1,798,278,032	1,906,426,952	76,015,817	4.23	4	2
119	Freedom Savings & Loan Assn., Tampa, Fla.	1,546,009,668	1,903,235,928	85		2,174,584,228	2,597,662,661	- 46,069,035	- 2.12	4	2
120	Western Federal Savings & Loan Assn., Gatesville, Tex.	1,544,320,000	1,405,780,000	130	+ 10	1,582,460,000	1,801,497,000	-398,513,000	-25.18	3	2
121	Guardian Savings & Loan Assn., Houston	1,540,136,066	1,353,721,300	136	+ 15	2,589,666,193	2,511,546,511	103,320,638	3.99	4	2
122	Pioneer Savings Bank, Clearwater, Fla.	1,539,473,696	1,547,126,358	114		2,018,387,813	1,969,731,155	57,898,733	2.87	2	2
123	Southwest Savings & Loan Assn., Phoenix, Ariz.	1,532,484,000	1,466,130,000	123		2,088,141,000	2,036,209,000	95,759,000	4.59	4	2
124	Third Federal Savings & Loan Assn., Cleveland	1,520,458,834	1,354,316,270	134	+ 10	1,721,660,699	1,508,029,111	147,435,230	8.56	3	2
125	Gill Savings Assn., Hondo, Tex.	1,520,054,000	1,199,210,110	164	+ 39	1,619,360,000	1,450,232,536	- 12,088,000	- 0.75	4	2
126	Central Savings & Loan Assn., San Diego, Calif.	1,518,709,000	1,617,070,000	103		1,692,951,000	2,197,788,000	N.A.	N.A.	3	2
127	Fortune Financial Group, Inc., Clearwater, Fla.	1,518,033,000	1,349,793,000	138	+ 11	2,415,876,000	2,040,467,000	N.A.	N.A.	2	2
128	Eureka Federal Savings & Loan Assn., San Carlos, Calif.	1,496,431,000	1,366,404,718	132	+4	1,595,496,000	1,679,296,000	- 24,821,000	- 1.56	3	2
129	Boston Five Cents Savings Bank FSB	1,488,491,000	1,288,555,000	146	+ 17	1,927,016,000	1,617,483,000	138,969,000	7.21	2	1
130	Beneficial Savings Bank, Philadelphia	1,486,701,000	1,550,528,600	113		1,560,833,000	1,620,639,900	52,712,000	3.38	1	1
131	Far West Federal Bank, Portland, Ore.	1,484,860,197	1,389,252,325	131		2,239,550,281	2,230,514,744	-110,802,014	- 4.95	1	2
132	Cardinal Federal Savings Bank, Cleveland	1,484,316,000	1,414,258,105	128		1,683,455,000	1,591,618,637	40,227,000	2.39	1	2
133	Dominion Federal Savings & Loan Assn., McLean, Va.	1,474,703,000	1,277,784,306	149	+ 16	1,737,206,000	1,388,765,415	68,265,000	3.93	4	2
134	Atlantic Federal S & L Assn., Fort Lauderdale, Fla.	1,469,000,000	1,525,000,000	117		1,900,000,000	1,700,000,000	94,196,000	4.96	4	2
135	Riverside Federal Savings Assn., Pine Bluff, Ark. (a)	1,422,375,000	....	...		1,427,006,000	....	-3,570,000	- 0.25	3	2
136	First Federal Savings & Loan Assn., Greenville, S.C.	1,417,948,000	1,336,030,000	139	+3	1,861,511,000	1,772,353,000	83,053,000	4.46	4	2
137	Empire Savings Building & Loan Assn., Denver	1,417,784,016	1,279,704,345	148	+ 11	2,079,995,617	1,956,995,181	72,626,800	3.49	3	2
138	Cragin Federal Savings & Loan Assn., Chicago	1,408,711,999	1,257,763,443	153	+ 15	1,862,983,566	1,558,464,197	112,589,098	6.04	3	2
139	Independent American Savings Assn. Irving, Tex.	1,403,529,000	1,573,034,373	111		1,085,375,000	1,878,540,264	-468,441,000	-43.16	4	2
140	Commonwealth Savings Assn., Houston	1,384,699,000	1,125,162,000	175	+ 35	1,760,114,000	1,555,267,000	84,961,000	4.83	4	2
141	Beach Federal Savings & Loan Assn., Boynton Beach, Fla. (b)	1,384,649,000	....	...		1,389,452,000	....	-13,003,000	-0.94	3	2
142	Chase Federal Savings & Loan Assn., Miami	1,383,992,456	1,334,293,943	140		1,853,890,221	1,800,164,946	45,146,666	2.44	3	2
143	Beverly Hills Savings, FS&LA	1,380,974,000	1,613,761,000	105		1,961,792,000	2,474,928,000	-316,155,000	-16.12	3	2
144	Goldome Savings Bank, St. Petersburg, Fla.	1,355,106,000	1,444,765,000	124		1,806,692,000	1,731,126,000	64,120,000	3.55	2	2
145	Leader Federal Savings & Loan Assn., Memphis, Tenn.	1,353,956,811	1,331,060,085	141		1,905,064,518	1,701,926,083	114,129,112	5.99	3	2
146	Silverado Banking Savings & Loan Assn., Denver	1,350,217,000	1,128,179,000	172	+ 26	1,802,323,000	1,509,800,000	88,426,000	4.91	4	2
147	American Pioneer Savings Bank, Orlando, Fla.	1,338,397,000	799,771,000	255	+108	1,846,976,000	989,937,000	73,477,000	3.98	4	2
148	First Federal Savings of Arkansas, FA, Little Rock	1,323,740,000	1,350,230,000	137		1,853,512,000	1,701,330,000	103,045,000	5.56	4	2
149	Provident Savings Bank, Jersey City, N.J.	1,306,257,349	1,199,804,793	163	+ 14	1,395,997,061	1,285,620,348	82,109,217	5.88	1	1
150	Loyola Federal Savings & Loan Assn., Baltimore	1,305,436,000	1,224,622,063	158	+8	1,592,508,000	1,483,660,754	102,138,000	6.41	4	2
151	East New York Savings Bank, New York	1,305,076,415	1,212,893,270	162	+ 11	1,515,526,085	1,374,087,008	113,836,098	7.51	1	1
152	Albuquerque Federal Savings & Loan Assn., N.M.	1,300,720,000	1,236,103,000	156	+4	2,099,826,000	1,721,740,000	68,712,000	3.27	4	2
153	Western Fed. Savings & Loan Assn., Marina Del Rey, Calif.	1,294,388,000	915,528,000	222	+ 69	1,841,567,000	1,514,728,000	97,399,000	5.29	4	2
154	First Federal Savings Bank, Cleveland	1,289,034,000	872,372,000	233	+ 79	1,485,510.000	1,014,284,000	60,495,000	4.07	1	2
155	Baltimore Federal Financial, FSA	1,285,180,000	1,322,641,000	142		1,763,300,000	1,728,026,000	43,691,000	2.48	3	2
156	Home Federal Bank of Florida FSB, St. Petersburg	1,284,779,000	1,240,765,000	154		1,429,524,000	1,411,829,000	111,379,000	7.79	2	2
157	Investors Savings & Loan Assn., Millburn, N.J.	1,267,349,833	1,263,713,595	152		2,056,799,031	2,049,236,570	106,692,948	5.19	3	2
158	Germantown Savings Bank, Bala Cynwyd, Pa.	1,257,337,000	1,300,963,058	143		1,404,969,000	1,443,634,328	48,070,000	3.42	1	1
159	Hollywood Federal Savings & Loan Assn., Fla.	1,250,314,000	1,276,801,600	150		1,451,101,000	1,443,855,251	44,381,000	3.06	3	2
160	Roosevelt Federal Savings & Loan Assn., Chesterfield, Mo.	1,248,050,000	1,218,560,638	160		1,690,599,000	1,422,448,000	56,610,229	3.35	4	2
161	Gem Savings Assn., Dayton, Ohio	1,244,877,085	1,275,962,817	151		1,601,441,504	1,516,133,837	50,758,704	3.17	3	2
162	Honolulu Federal Savings & Loan Assn., Hawaii	1,244,235,000	1,220,387,714	159		1,686,104,000	1,650,981,750	58,774,000	3.49	4	2
163	Ohio Savings Bank, Cleveland	1,238,867,000	1,299,836,246	144		1,379,757,000	1,437,692,372	75,379,000	5.46	4	2
164	Broadview Savings & Loan Co., Cleveland	1,238,847,646	1,673,797,898	98		1,896,559,661	2,099,855,779	24,072,090	1.27	4	2
165	Flagler Federal Savings & Loan Assn., Miami	1,235,552,376	1,162,087,000	167	+2	1,464,651,305	1,318,130,000	50,898,085	3.48	3	2
166	Security Savings & Loan Assn., Milwaukee, Wis.	1,231,872,251	1,239,926,416	155		1,432,692,084	1,426,225,973	145,699,876	10.17	3	2
167	Peoples Westchester Savings Bank, Hawthorne, N.Y.	1,215,311,000	1,215,634,308	161		1,412,706,000	1,316,574,487	122,248,000	8.65	2	1
168	First Mutual of Boston	1,214,530,652	1,182,836,000	166		1,336,868,990	1,296,198,000	83,500,241	6.25	1	1
169	Investors Savings Bank, Richmond	1,203,218,000	746,169,000	276	+107	1,636,820,000	939,906,000	75,499,000	4.61	2	2
170	Dixie Savings & Loan Assn., New Orleans, La.	1,193,245,000	931,471,000	215	+ 45	1,557,105,000	1,307,146,000	110,550,000	7.10	4	2
171	Home Savings Bank, Brooklyn, New York	1,191,240,845	1,285,001,600	147		1,461,161,083	1,419,602,200	221,649,090	15.17	2	1
172	Fidelity New York, FSB, Floral Park, N.Y.	1,190,459,527	1,119,011,544	176	+4	1,608,174,017	1,500,888,211	91,956,205	5.72	1	2
173	First Federal Savings & Loan Assn., Toledo, Ohio	1,186,738,567	1,077,971,858	180	+7	1,281,862,849	1,158,423,984	51,468,125	4.02	3	2
174	Columbia Banking Federal S & L Assn., Rochester, N.Y.	1,180,755,000	1,127,115,000	174		1,433,474,000	1,299,563,000	59,292,000	4.14	3	2
175	Financial Fed. Savings & Loan Assn., Miami Lakes, Fla.	1,180,675,435	1,194,835,454	165		1,385,678,466	1,316,983,344	39,424,519	2.85	3	2
176	Independence Savings Bank, Brooklyn, New York	1,178,307,313	1,135,027,865	170		1,294,801,173	1,230,822,445	81,791,433	6.32	1	1
177	Sooner Federal Savings & Loan Assn., Tulsa, Okla.	1,177,805,000	1,291,768,000	145		1,513,631,000	1,556,456,000	78,272,000	5.17	4	2
178	Collective Federal S & L Assn., Egg Harbor City, N.J.	1,177,220,000	1,028,168,000	187	+9	1,559,626,000	1,322,991,000	88,908,000	5.70	2	2
179	Landmark Savings Assn., Pittsburgh	1,176,220,000	1,140,329,000	168		1,540,601,000	1,475,965,000	74,546,000	4.84	4	2
180	Jamaica Savings Bank FSB, Lynbrook, N.Y.	1,168,843,144	1,138,604,285	169		1,381,033,150	1,328,936,157	172,887,013	12.52	1	1
181	Pacific Savings Bank, Costa Mesa, Calif.	1,166,653,000	1,004,304,794	191	+ 10	1,658,221,000	1,431,681,092	2,221,000	0.13	3	2
182	Bell Savings & Loan Assn., FS&LA, San Mateo, Calif.	1,153,892,000	1,104,499,000	177		1,169,615,000	1,491,523,000	-256,578,000	-21.94	3	2
183	Naples Federal Savings & Loan Assn., Fla.	1,140,566,000	969,186,000	200	+ 17	1,410,890,000	1,242,933,000	54,016,000	3.83	4	2
184	New Haven Savings Bank, Conn.	1,126,117,183	1,008,385,440	190	+6	1,469,165,842	1,265,786,582	109,174,511	7.43	1	1
185	Syracuse Savings Bank, N.Y.	1,125,813,951	1,127,481,000	173		1,170,391,299	1,190,616,000	39,455,910	3.37	1	1
186	Commonwealth Savings & Loan Assn., Ft. Lauderdale, Fla.	1,114,116,000	937,330,000	213	+ 27	1,180,933,000	1,928,000,000	30,375,000	2.57	4	2
187	Onondaga Savings Bank, Syracuse, N.Y.	1,108,880,000	1,134,444,773	171		1,209,519,000	1,185,964,497	47,523,000	3.93	1	1
188	Citizens Savings Bank FSB, Providence, R.I.	1,101,453,386	1,001,378,551	192	+4	1,927,340,005	1,479,206,500	222,281,043	11.53	2	1
189	Union Federal Savings & Loan Assn., Los Angeles	1,079,132,816	950,465,622	207	+ 18	1,516,440,245	1,356,779,304	130,816,317	8.63	4	2
190	Bay View Fed. Savings & Loan Assn., San Mateo, Calif.	1,076,028,000	1,043,106,000	185		1,587,258,000	1,419,712,000	166,501,000	10.49	4	2
191	Sandia Federal Savings & Loan Assn., Albuquerque, N.M.	1,074,661,000	941,068,000	211	+ 20	1,185,998,000	1,012,518,000	31,513,000	2.66	4	2
192	Pomona First Fed. Savings & Loan Assn., Calif.	1,070,758,322	993,617,000	194	+2	1,154,063,315	1,061,654,000	58,653,132	5.08	3	2
193	Provident Institution for Savings, Boston	1,070,011,290	949,073,000	208	+ 15	1,461,162,192	1,263,495,000	103,365,226	7.07	2	1
194	First Federal Bank of Connecticut, New Haven	1,059,600,000	1,028,949,000	186		1,398,058,000	1,124,767,000	215,904,000	15.44	2	2
195	Security Savings & Loan Assn., Scottsdale, Ariz.	1,056,999,000	1,020,154,289	188		1,029,046,000	1,128,439,558	- 89,521,000	- 8.70	4	2
196	Ensign Bank FSB, New York	1,052,000,000	766,670,000	267	+ 71	1,506,000,000	1,023,369,000	54,842,000	3.64	4	2
197	Neworld Bank for Savings, Boston	1,047,616,000	993,201,000	195		1,207,119,000	1,127,447,000	118,470,000	9.81	2	1
198	Maine Savings Bank, Portland	1,045,823,000	924,544,000	220	+ 22	1,316,848,000	1,083,765,000	87,415,000	6.64	2	1
199	Peoples Heritage Federal S & L Assn., Salina, Kan.	1,045,025,000	882,368,113	225	+ 26	1,642,546,000	1,455,946,830	70,600,000	4.30	4	2
200	First Federal Savings Bank of California, Santa Monica	1,044,622,000	778,711,000	263	+ 63	1,456,105,000	1,235,000,000	86,260,000	5.92	2	2

Most of the data are from American Banker's questionnaire to the top 500 thrifts. FHLBB data were used for thrifts not reporting. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured. **(a)**— A de novo institution established 12/5/86. Its predecessor was FirstSouth FA. **(b)**—A de novo institution established 9/12/86. It assumed the deposits of Sunrise S&L Assn., West Palm Beach. Sunrise was placed into receivership on 9/12/86.

Top 300 U.S. Thrift Institutions

In Order of Deposits, December 31, 1986, Compared with December 31, 1985

Compiled by American Banker Copyright 1987

Rank 12/31/86		Deposits 12/31/86	Deposits 12/31/85	Rank 1985	Gain	Assets 12/31/86	Assets 12/31/85	Net Worth 12/31/86	Net Worth/ Assets(%)	Chart. Type	Insur. Type
201	Metropolitan Federal Bank FSB, Fargo, N.D.	1,044,298,000	1,072,895,000	182		1,923,960,000	1,604,691,000	102,940,000	5.35	2	2
202	First Federal Savings & Loan Assn., Lincoln, Neb.	1,027,282,038	1,055,680,158	184		1,274,188,250	1,247,344,644	42,906,328	3.37	3	2
203	Southern California Savings, FS&LA, Beverly Hills	1,021,019,000	1,233,601,000	157		983,842,000	1,398,949,000	-159,750,000	-16.24	4	2
204	Peoples Heritage Savings Bank, Portland, Me.	1,016,018,000	934,815,000	214	+10	1,345,941,000	1,056,488,000	214,043,000	15.90	2	1
205	State Savings Bank, Columbus, Ohio	1,011,667,000	940,712,000	212	+7	1,324,560,000	1,273,290,000	81,258,000	6.13	4	2
206	Horizon Federal Savings Bank, Wilmette, Ill.	1,009,921,000	993,782,000	193		1,137,395,000	1,112,169,000	37,064,000	3.26	1	2
207	Commodore Savings Assn., Stamford, Tex.	1,005,888,000	730,363,723	284	+77	815,853,000	818,300,012	-235,055,000	-28.81	4	2
208	Security First Fed. S & L Assn., Daytona Beach, Fla.	1,002,006,112	1,089,137,595	179		1,151,838,319	1,231,941,475	35,825,439	3.11	3	2
209	The First, F.A., Orlando, Fla.	995,000,000	986,000,000	197		1,174,000,000	1,166,900,000	44,408,000	3.78	3	2
210	Caguas Federal Savings Bank, P.R.	993,634,335	741,813,260	278	+68	1,393,798,214	1,128,678,520	88,206,035	6.33	1	2
211	Connecticut Savings Bank, New Haven	985,040,084	960,465,554	202		1,130,372,669	1,066,512,478	72,377,602	6.40	1	1
212	Pathway Financial, FA, Chicago	982,211,391	1,074,386,000	181		1,312,751,431	1,271,746,000	N.A.	N.A.	3	2
213	Mid America Federal Savings & Loan Assn., Cicero, Ill.	980,534,224	876,497,000	230	+17	1,329,498,247	1,062,106,000	42,556,216	3.20	3	2
214	Ridgewood Savings Bank, Queens, New York	972,827,595	929,394,578	217	+3	1,141,890,738	1,050,321,228	83,659,665	7.33	1	1
215	First Federal Savings & Loan Assn., Jacksonville, Fla.	970,687,821	882,184,689	226	+11	1,182,711,147	1,040,360,941	28,804,393	2.44	3	2
216	Columbia First Federal S & L Assn., Washington, D.C.	963,440,003	964,012,845	201		1,755,182,863	1,346,718,317	109,370,754	6.23	4	2
217	Nevada Savings & Loan Assn., Las Vegas	962,120,142	945,180,000	209		1,824,769,652	1,374,443,000	94,430,773	5.17	4	2
218	South Boston Savings Bank, Boston	954,810,000	849,440,158	239	+21	1,215,565,315	961,546,636	85,649,693	7.05	2	1
219	D&N Savings Bank, FSB, Hancock, Mich.	954,204,000	920,813,000	221	+2	1,672,260,000	1,550,503,000	94,164,000	5.63	2	2
220	Amoskeag Bank, Manchester, N.H.	948,260,000	619,136,975	336	+116	1,278,377,000	820,345,921	96,618,000	7.56	2	1
221	Diamond Savings & Loan Co., Findlay, Ohio	947,603,000	970,381,388	199		1,195,826,000	1,217,962,601	40,897,000	3.42	4	2
222	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	946,199,000	954,031,000	204		1,223,879,000	1,257,051,000	N.A.	N.A.	3	2
223	American Charter Federal S & L Assn., Lincoln, Neb.	940,696,000	951,225,000	206		1,612,246,000	1,459,161,000	39,380,000	2.44	3	2
224	Anchor Savings & Loan Assn., Madison, Wis.	937,503,360	925,764,619	219		1,138,840,173	1,088,217,170	49,166,943	4.32	3	2
225	Mid-America Federal Savings & Loan Assn., Columbus, Ohio	934,911,000	926,282,000	218		1,447,463,000	1,176,102,000	54,304,000	3.75	3	2
226	Hunter Savings Assn., Cincinnati	933,638,000	710,345,000	297	+71	1,219,966,000	936,986,000	69,505,000	5.70	4	2
227	Columbia Savings & Loan Assn., Fair Lawn, N.J.	933,124,000	876,839,073	229	+2	1,175,662,000	1,076,895,001	53,065,000	4.51	3	2
228	Coast Federal Savings & Loan Assn., Sarasota, Fla.	932,796,104	930,807,367	216		1,220,709,000	1,197,384,529	87,904,000	7.20	4	2
229	Pelican Homestead & Savings Assn., Metairie, La.	931,635,000	986,645,000	196		980,799,000	1,048,077,000	20,110,000	2.05	3	2
230	Provident Bank of Maryland, Baltimore	929,819,000	875,951,000	231	+1	1,050,230,000	962,574,000	91,922,000	8.75	1	1
231	Capitol Federal Savings & Loan Assn., Aurora, Colo.	924,695,047	810,709,333	249	+18	1,226,006,637	1,101,797,088	63,746,000	5.20	4	2
232	Banking Center, Waterbury, Conn.	922,308,660	915,235,872	223		1,290,770,619	1,017,350,792	237,062,862	18.37	2	1
233	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	919,700,000	953,529,000	205		1,326,454,000	1,313,285,000	44,281,000	3.34	4	2
234	Home Owners Federal Savings & Loan Assn., Boston	914,108,000	716,055,000	294	+60	1,388,222,000	977,818,000	173,261,000	12.48	4	2
235	Morris County Savings Bank, Morristown, N.J.	905,796,000	851,062,698	237	+2	997,733,000	931,223,550	58,993,000	5.91	2	1
236	United Savings of America, FS&LA, Chicago	898,331,702	802,072,399	253	+17	996,645,868	865,657,951	46,335,067	4.65	3	2
237	Wilmington Savings Fund Society FSB, Del.	894,663,000	867,842,000	234		1,074,829,000	1,004,405,000	78,428,000	7.30	2	1
238	Roosevelt Savings Bank, Garden City, N.Y.	894,024,000	878,461,000	228		1,006,411,000	969,592,000	41,315,000	4.11	1	1
239	Southwest Savings Assn., Dallas	893,646,000	625,711,000	334	+95	1,200,160,000	789,046,000	53,022,000	4.42	4	2
240	First Atlantic Savings, South Plainfield, N.J.	892,955,000	810,152,838	250	+10	1,202,558,000	1,035,158,210	41,037,000	3.41	3	2
241	United Postal Savings Assn., St. Louis, Mo.	890,349,000	785,008,825	261	+20	1,290,733,000	1,057,661,581	68,791,000	5.33	3	2
242	First Western Savings Assn., Las Vegas, Nev.	880,486,000	880,886,000	227		1,216,084,000	1,058,188,000	60,399,000	4.97	4	2
243	Great Financial Federal S & L Assn., Louisville, Ky.	879,688,060	836,585,935	245	+2	1,031,693,484	1,020,658,506	81,535,847	7.90	3	2
244	First Federal Savings Bank, Santurce, P.R.	876,327,816	854,634,304	236		1,386,240,592	1,324,529,383	100,714,291	7.27	1	2
245	Commonwealth Federal S & L Assn., Norristown, Pa.	871,089,000	850,862,000	238		1,132,766,000	1,028,274,000	71,917,000	6.35	3	2
246	Crestmont Federal Savings & Loan Assn., Maplewood, N.J.	871,068,324	837,305,287	244		1,189,605,691	966,218,365	39,663,120	3.33	3	2
247	Uptown Federal Savings F.A., Niles, Ill.	869,949,000	634,000,000	331	+84	1,098,162,000	764,000,000	107,220,000	9.76	4	2
248	American Fed. S & L Assn of Iowa, Des Moines	865,847,080	857,172,318	235		1,052,009,331	1,057,025,819	30,155,358	2.87	3	2
249	Duval Fed. Savings & Loan Assn., Jacksonville, Fla.	863,785,557	842,754,284	240		1,117,828,768	1,065,770,762	57,669,646	5.16	3	2
250	Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo.	858,424,181	888,530,929	224		970,285,222	971,809,219	24,441,310	2.52	3	2
251	American Savings Bank, Springfield, Ill.	854,960,000	806,622,000	252	+1	1,037,237,000	1,018,175,000	1,654,000	0.16	1	1
252	Columbia Federal Savings Bank, Queens, New York	850,829,805	795,384,472	258	+6	1,254,853,438	951,348,595	65,648,000	5.23	1	2
253	ComFed Savings Bank, Lowell, Mass.	850,365,000	568,967,000	...		1,283,821,000	891,236,000	89,677,000	6.99	4	2
254	Washington Federal Savings & Loan Assn., Seattle	849,746,000	748,790,000	274	+20	1,310,022,000	1,033,282,000	173,441,000	13.24	4	2
255	Olney Savings Assn., Tex.	846,668,000	736,035,101	280	+25	1,233,050,000	1,051,270,968	47,169,000	3.83	4	2
256	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	846,408,000	816,496,546	247		938,551,000	922,644,622	68,562,000	7.31	3	2
257	Home Savings Assn. of Kansas City FA, Mo.	841,083,000	670,444,000	313	+56	1,131,302,000	828,264,000	49,689,000	4.39	4	2
258	First Savings Assn., Orange, Tex.	839,543,000	721,793,000	291	+33	911,286,000	781,024,000	3,009,000	0.33	4	2
259	First Home Federal Savings & Loan Assn., Greensboro, N.C.	828,631,000	756,445,000	271	+12	1,308,186,000	901,816,000	31,652,000	2.42	4	2
260	Savers Fed. Savings & Loan Assn., Little Rock, Ark.	827,845,000	839,914,000	241		936,286,000	997,866,000	-118,373,000	-12.64	4	2
261	Murray Savings, FS&LA, Dallas	827,210,108	790,645,000	259		1,071,425,421	907,199,000	56,654,730	5.29	4	2
262	Continental Federal Savings Bank, Fairfax, Va.	826,073,000	760,527,000	270	+8	981,237,000	887,190,000	60,368,000	6.15	2	2
263	City Savings & Loan Assn., San Angelo, Tex.	824,100,000	838,953,000	243		784,774,000	846,029,000	- 73,844,000	- 9.41	4	2
264	First Federal Savings Bank & Trust, Pontiac, Mich.	810,693,000	723,939,239	289	+25	1,291,235,000	1,180,253,474	37,155,000	2.88	1	2
265	Skokie Federal Savings & Loan Assn., Ill.	797,908,000	788,798,838	260		948,075,000	902,940,886	16,048,000	1.69	4	2
266	First Federal Savings & Loan Assn., Austin, Tex.	797,347,370	766,279,787	268	+2	882,741,712	864,169,665	34,199,241	3.87	4	2
267	American Federal Bank FSB, Greenville, S.C.	794,916,000	775,994,871	264		996,606,000	900,775,954	13,213,000	1.33	1	2
268	Springfield Institution for Savings, Mass.	792,959,000	729,129,000	285	+17	902,276,000	839,000,000	81,206,000	9.00	1	1
269	Standard Federal Savings & Loan Assn., Chicago	792,159,428	740,852,073	279	+10	855,694,329	805,366,016	48,637,908	5.68	3	2
270	Century Federal Savings & Loan Assn., Pasadena, Calif.	785,034,000	658,803,423	321	+51	1,003,296,000	819,057,778	63,329,000	6.31	3	2
271	Great Southern Federal Savings Bank, Savannah, Ga.	782,184,185	797,558,787	257		996,943,547	985,351,183	15,059,751	1.51	2	2
272	CrossLand Savings, FSLA, Bradenton, Fla.	780,775,000	944,284,000	210		1,246,028,000	1,214,230,000	59,563,000	4.78	4	2
273	Roslyn Savings Bank, N.Y.	773,543,363	746,401,855	275	+2	906,082,176	872,215,720	81,827,028	9.03	1	1
274	Metropolitan Federal S & L Assn., Nashville, Tenn.	767,000,523	726,772,863	286	+12	1,032,314,058	983,266,634	87,550,573	8.48	4	2
275	Home Savings Association of Florida, Hollywood	764,572,707	697,279,845	299	+24	854,274,361	769,703,629	68,423,532	8.01	3	2
276	Mechanics & Farmers Savings Bank FSB, Bridgeport, Conn.	764,107,102	689,925,204	303	+27	1,045,506,643	828,369,689	58,177,877	5.56	1	1
277	First Federal Savings & Loan Assn., Fort Myers, Fla.	762,133,506	671,213,318	312	+35	831,162,609	725,405,427	57,339,486	6.90	4	2
278	Commerce Savings Assn., San Antonio, Tex.	758,268,000	752,304,874	272		838,174,000	837,461,994	34,669,000	4.14	4	2
279	Home Unity Savings Bank, Lafayette Hill, Pa.	756,944,000	724,423,000	287	+8	929,287,000	845,344,000	41,110,000	4.42	4	2
280	Security Savings & Loan Assn., Vineland, N.J.	756,066,000	722,350,000	290	+10	950,665,000	856,356,000	37,060,000	3.90	3	2
281	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	751,967,076	801,276,151	254		1,088,893,754	984,267,391	25,292,054	2.32	4	2
282	Frontier Fed. Savings & Loan Assn., Ponca City, Okla.	750,957,000	730,565,000	283	+1	860,076,000	857,546,000	378,000	0.04	4	2
283	Poughkeepsie Savings Bank FSB, N.Y.	750,153,000	506,671,000	...		1,196,620,000	786,680,000	100,014,000	8.36	2	2
284	Great American Federal S & L Assn., Oak Park, Ill.	745,912,774	826,908,379	246		1,016,053,715	1,047,647,679	51,087,460	5.03	3	2
285	Fidelity Federal Savings & Loan Assn., Nashville, Tenn	740,316,000	743,977,147	277		854,204,000	797,458,551	96,039,000	11.24	4	2
286	Queens County Savings Bank, Queens, New York	739,494,672	720,650,429	292	+6	792,287,768	787,974,309	51,445,882	6.49	1	1
287	United Federal Savings Bank of Iowa, Des Moines	739,416,000	731,589,000	282		876,765,000	921,705,000	15,399,000	1.76	1	2
288	Berkeley Fed. Savings & Loan Assn., Millburn, N.J.	738,201,426	716,470,201	293	+5	1,030,636,058	909,788,502	24,039,051	2.33	3	2
289	Firstrust Savings Bank, Philadelphia	734,400,000	683,900,000	306	+17	930,300,000	858,500,000	95,800,000	10.30	1	1
290	Washington Federal S & L Assn., Washington, D.C.	721,673,000	712,792,000	295	+5	947,672,000	874,314,000	32,597,000	3.44	3	2
291	Mutual Savings & Loan Assn. FA, Bay City, Mich.	720,800,300	608,228,552	340	+49	1,168,413,746	1,076,194,237	42,700,960	3.65	3	2
292	Richmond Hill Savings Bank, Floral Park, N.Y.	720,222,289	681,985,368	307	+15	903,235,143	760,191,231	135,422,787	14.99	2	1
293	Southwest Savings & Loan Assn., Los Angeles	715,534,273	751,573,981	273		779,004,219	846,560,996	29,522,293	3.79	4	2
294	Eastern Savings Bank, Lynn, Mass.	715,175,498	635,132,182	330	+36	816,030,026	726,980,783	80,963,592	9.92	1	1
295	Central Federal Savings, FSB, Long Beach, N.Y.	713,941,310	695,323,469	300	+5	899,269,677	881,595,200	22,804,489	2.54	1	2
296	Security Federal Savings & Loan Assn., Columbia, S.C.	712,500,527	762,915,000	269		813,845,615	861,100,000	4,632,342	0.57	3	2
297	Home Federal Savings Bank of Tennessee, Knoxville	712,126,920	676,485,000	310	+13	782,665,466	738,081,000	51,302,528	6.55	1	2
298	Gateway Bank, South Norwalk, Conn.	706,078,000	619,712,787	335	+37	919,054,000	743,657,137	106,213,000	11.56	2	1
299	Unifirst Bank for Savings FA, Jackson, Miss.	705,663,000	690,318,000	302	+3	872,453,000	750,648,000	33,295,000	3.82	1	2
300	Staten Island Savings Bank, New York	703,478,466	693,928,199	301	+1	766,791,981	730,634,510	56,004,430	7.30	1	1

Most of the data are from American Banker's questionnaire to the top 500 thrifts. FHLBB data were used for thrifts not reporting. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured.

Top 300 Thrifts in the United States

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86		Total Deposits 12/31/86
	ALABAMA	
113	First Southern Fed. Savings & Loan Assn., Mobile	1,607,013,000
	ARIZONA	
31	MeraBank, FSB, Phoenix	3,905,887,000
32	Western Savings & Loan Assn., Phoenix	3,813,475,624
100	Pima Savings & Loan Assn., Tucson	1,768,579,000
123	Southwest Savings & Loan Assn., Phoenix	1,532,484,000
195	Security Savings & Loan Assn., Scottsdale	1,056,999,000
	ARKANSAS	
135	Riverside Federal Savings Assn., Pine Bluff	1,422,375,000
148	First Federal Savings of Arkansas, FA, Little Rock	1,323,740,000
260	Savers Fed. Savings & Loan Assn., Little Rock	827,845,000
	CALIFORNIA	
1	Home Savings of America, FA, Irwindale	21,774,759,000
2	Great Western Bank, FSB, Beverly Hills	18,130,530,000
3	American Savings & Loan Assn., Stockton	16,977,839,000
4	California Federal Savings & Loan Assn., Los Angeles	15,455,800,000
5	Glendale Federal Savings & Loan Assn.	12,700,344,000
7	First Nationwide Bank, FSB, San Francisco	11,079,351,000
9	Great American First Savings Bank, San Diego	8,877,414,000
10	Home Fed. Savings & Loan Assn. of San Diego	8,562,059,000
11	World Savings, FS&LA, Oakland	7,698,523,000
16	Coast Savings & Loan Assn., Los Angeles	5,931,131,000
17	Gibraltar Savings, Beverly Hills	5,727,043,000
18	Imperial Savings Assn., San Diego	5,532,288,000
19	Columbia Savings & Loan Assn., Beverly Hills	5,192,585,000
21	Sears Savings Bank, Glendale	5,054,267,728
47	Citicorp Savings, FS&LA, San Francisco	3,072,518,000
53	Lincoln Savings & Loan Assn., Irvine	2,823,134,000
61	Homestead Savings, FS&LA, San Francisco	2,479,493,677
65	Fidelity Federal S & L Assn., Glendale	2,406,569,000
73	Downey Savings & Loan Assn., Costa Mesa	2,187,856,093
74	Guarantee Savings, FS&LA, Fresno	2,171,427,000
81	Far West Savings & Loan Assn., Newport Beach	2,121,591,000
84	Valley Federal S & L Assn., Van Nuys	2,066,910,000
88	Santa Barbara Savings & Loan Assn.	2,005,337,000
98	Mercury Savings, FS&LA, Huntington Beach	1,823,000,000
105	San Francisco Federal Savings & Loan Assn.	1,692,706,000
112	Sacramento Savings & Loan Assn.	1,631,757,388
117	Household Bank FSB, Westminster	1,568,154,000
126	Central Savings & Loan Assn., San Diego	1,518,709,000
128	Eureka Federal Savings & Loan Assn., San Carlos	1,496,431,000
143	Beverly Hills Savings, FS&LA	1,380,974,000
153	Western Federal Savings & Loan Assn., Marina Del Rey	1,294,388,000
181	Pacific Savings Bank, Costa Mesa	1,166,653,000
182	Bell Savings & Loan Assn., FS&LA, San Mateo	1,153,892,000
189	Union Federal Savings & Loan Assn., Los Angeles	1,079,132,816
190	Bay View Fed. Savings & Loan Assn., San Mateo	1,076,028,000
192	Pomona First Fed. Savings & Loan Assn.	1,070,758,322
200	First Federal Savings Bank of California, Santa Monica	1,044,622,000
203	Southern California Savings, FS&LA, Beverly Hills	1,021,019,000
270	Century Federal Savings & Loan Assn., Pasadena	785,034,000
293	Southwest Savings & Loan Assn., Los Angeles	715,534,273
	COLORADO	
66	Bank Western FSB, Denver	2,365,452,405
109	Columbia Savings, FS&LA, Denver	1,662,389,350
137	Empire Savings Building & Loan Assn., Denver	1,417,784,016
146	Silverado Banking Savings & Loan Assn., Denver	1,350,217,000
231	Capitol Federal Savings & Loan Assn., Aurora	924,695,047
	CONNECTICUT	
26	People's Bank, Bridgeport	4,352,744,000
36	Northeast Savings, FA, Hartford	3,454,316,000
70	Society for Savings, Hartford	2,227,823,000
184	New Haven Savings Bank	1,126,117,183
194	First Federal Bank of Connecticut, New Haven	1,059,600,000
211	Connecticut Savings Bank, New Haven	985,040,084
232	Banking Center, Waterbury	922,308,660
276	Mechanics & Farmers Savings Bank FSB, Bridgeport	764,107,102
298	Gateway Bank, South Norwalk	706,078,000
	DELAWARE	
237	Wilmington Savings Fund Society FSB	894,663,000
	DISTRICT OF COLUMBIA	
216	Columbia First Federal S & L Assn.	963,440,003
290	Washington Federal S & L Assn.	721,673,000
	FLORIDA	
35	CenTrust Savings Bank, Miami	3,588,802,971
37	Florida Federal Savings & Loan Assn., St. Petersburg	3,446,706,000
55	AmeriFirst Federal Savings & Loan Assn., Miami	2,811,388,000
77	American Savings & Loan Assn. of Florida, Miami	2,144,742,000
86	Coral Gables Federal Savings & Loan Assn.	2,018,428,245
94	Citizens Federal Savings & Loan Assn., Miami	1,904,050,000
114	Citicorp Savings of Florida, FS&LA, Miami	1,584,523,788
119	Freedom Savings & Loan Assn., Tampa	1,546,009,668
122	Pioneer Savings Bank, Clearwater	1,539,473,696
127	Fortune Financial Group, Inc., Clearwater	1,518,033,000
134	Atlantic Federal S & L Assn., Fort Lauderdale	1,469,000,000
141	Beach Federal Savings & Loan Assn., Boynton Beach	1,384,649,000
142	Chase Federal Savings & Loan Assn., Miami	1,383,992,456
144	Goldome Savings Bank, St. Petersburg	1,355,106,000
147	American Pioneer Savings Bank, Orlando	1,338,397,000
156	Home Federal Bank of Florida FSB, St. Petersburg	1,284,779,000
159	Hollywood Federal Savings & Loan Assn.	1,250,314,000
165	Flagler Federal Savings & Loan Assn., Miami	1,235,552,376
175	Financial Fed. Savings & Loan Assn., Miami Lakes	1,180,675,435
183	Naples Federal Savings & Loan Assn.	1,140,566,000
186	Commonwealth Savings & Loan Assn., Ft. Lauderdale	1,114,116,000
208	Security First Fed. S & L Assn., Daytona Beach	1,002,006,112
209	The First, F.A., Orlando	995,000,000
215	First Federal Savings & Loan Assn., Jacksonville	970,687,821
228	Coast Federal Savings & Loan Assn., Sarasota	932,796,104
249	Duval Fed. Savings & Loan Assn., Jacksonville	863,785,557
272	CrossLand Savings, FSLA, Bradenton	780,775,000
275	Home Savings Association of Florida, Hollywood	764,572,707
277	First Federal Savings & Loan Assn., Fort Myers	762,133,506
	GEORGIA	
67	Georgia Federal Bank, FSB, Atlanta	2,332,455,000
107	Fulton Federal Savings & Loan Assn., Atlanta	1,672,319,000
110	Decatur Federal Savings & Loan Assn.	1,647,000,000
271	Great Southern Federal Savings Bank, Savannah	782,184,185
	HAWAII	
162	Honolulu Federal Savings & Loan Assn.	1,244,235,000
	ILLINOIS	
24	Talman Home Federal Savings & Loan Assn., Chicago	4,748,281,000
34	Citicorp Savings of Illinois, FS&LA, Chicago	3,640,424,000
83	St. Paul Federal Bank for Savings, Chicago	2,077,714,000
103	Lyons Federal Trust & Savings Bank, Hinsdale	1,707,114,000
104	Champion Federal Savings & Loan Assn., Bloomington	1,705,502,000
116	Bell Federal Savings & Loan Assn., Chicago	1,577,924,848
138	Cragin Federal Savings & Loan Assn., Chicago	1,408,711,999
206	Horizon Federal Savings Bank, Wilmette	1,009,921,000
212	Pathway Financial, FA, Chicago	982,211,391
213	Mid America Federal Savings & Loan Assn., Cicero	980,534,224
236	United Savings of America, FS&LA, Chicago	898,331,702
247	Uptown Federal Savings F.A., Niles	869,949,000
251	American Savings Bank, Springfield	854,960,000
265	Skokie Federal Savings & Loan Assn.	797,908,000
269	Standard Federal Savings & Loan Assn., Chicago	792,159,428
284	Great American Federal S & L Assn., Oak Park	745,912,774
	IOWA	
248	American Fed. S & L Assn of Iowa, Des Moines	865,847,080
287	United Federal Savings Bank of Iowa, Des Moines	739,416,000
	KANSAS	
79	Capitol Federal Savings & Loan Assn., Topeka	2,132,795,499
89	Franklin Savings Assn., Ottawa	1,961,504,000
199	Peoples Heritage Federal S & L Assn., Salina	1,045,025,000
	KENTUCKY	
243	Great Financial Federal S & L Assn., Louisville	879,688,060
	LOUISIANA	
170	Dixie Savings & Loan Assn., New Orleans	1,193,245,000
229	Pelican Homestead & Savings Assn., Metairie	931,635,000
	MAINE	
198	Maine Savings Bank, Portland	1,045,823,000
204	Peoples Heritage Savings Bank, Portland	1,016,018,000
	MARYLAND	
63	Chevy Chase Savings Bank, FSB	2,424,005,745
150	Loyola Federal Savings & Loan Assn., Baltimore	1,305,436,000
155	Baltimore Federal Financial, FSA	1,285,180,000
230	Provident Bank of Maryland, Baltimore	929,819,000
281	Standard Federal Savings & Loan Assn., Gaithersburg	751,967,076
	MASSACHUSETTS	
129	Boston Five Cents Savings Bank FSB	1,488,491,000
168	First Mutual of Boston	1,214,530,652
193	Provident Institution for Savings, Boston	1,070,011,290
197	Neworld Bank for Savings, Boston	1,047,616,000
218	South Boston Savings Bank, Boston	954,810,000
234	Home Owners Federal Savings & Loan Assn., Boston	914,108,000
253	ComFed Savings Bank, Lowell	850,365,000
268	Springfield Institution for Savings	792,959,000
294	Eastern Savings Bank, Lynn	715,175,498
	MICHIGAN	
22	First Federal of Michigan, Detroit	5,047,913,315
25	Standard Federal Bank, Troy	4,450,335,801
106	Great Lakes Federal S & L Assn., Ann Arbor	1,692,595,383
219	D&N Savings Bank, FSB, Hancock	954,204,000
264	First Federal Savings Bank & Trust, Pontiac	810,693,000
291	Mutual Savings & Loan Assn. FA, Bay City	720,800,300
	MINNESOTA	
38	TCF Banking & Savings, FA, Minneapolis	3,405,961,000
69	First Minnesota Savings Bank FSB, St. Paul	2,267,736,183
78	Midwest Federal Savings & Loan Assn., Minneapolis	2,137,637,837
	MISSISSIPPI	
299	Unifirst Bank for Savings FA, Jackson, Miss.	705,663,000
	MISSOURI	
48	Community Federal Savings & Loan Assn., St. Louis	3,055,827,000
58	Farm & Home Savings Assn., Nevada	2,590,605,626
160	Roosevelt Federal Savings & Loan Assn., Chesterfield	1,248,050,000
241	United Postal Savings Assn., St. Louis	890,349,000
250	Blue Valley Fed. Savings & Loan Assn., Kansas City	858,424,181
257	Home Savings Assn. of Kansas City FA	841,083,000

Top 300 Thrifts in the United States

Listed Geographically by Order of Size within States

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Rank 12/86		Total Deposits 12/31/86
	NEBRASKA	
99	Commercial Federal Savings & Loan Assn., Omaha	1,804,121,000
202	First Federal Savings & Loan Assn., Lincoln	1,027,282,038
223	American Charter Federal S & L Assn., Lincoln	940,696,000
	NEVADA	
217	Nevada Savings & Loan Assn., Las Vegas	962,120,142
242	First Western Savings Assn., Las Vegas	880,486,000
	NEW HAMPSHIRE	
220	Amoskeag Bank, Manchester, N.H.	948,260,000
	NEW JERSEY	
12	City Federal Savings Bank, Elizabeth	6,998,588,000
28	Carteret Savings Bank, FA, Morristown	4,123,994,000
33	Howard Savings Bank, Newark	3,704,461,000
60	Hudson City Savings Bank, Paramus	2,487,373,787
149	Provident Savings Bank, Jersey City	1,306,257,349
157	Investors Savings & Loan Assn., Millburn	1,267,349,833
178	Collective Federal S & L Assn., Egg Harbor City	1,177,220,000
222	Lincoln Federal Savings & Loan Assn., Westfield	946,199,000
227	Columbia Savings & Loan Assn., Fair Lawn	933,124,000
235	Morris County Savings Bank, Morristown	905,796,000
240	First Atlantic Savings, South Plainfield	892,955,000
246	Crestmont Federal Savings & Loan Assn., Maplewood	871,068,324
280	Security Savings & Loan Assn., Vineland	756,066,000
288	Berkeley Fed. Savings & Loan Assn., Millburn	738,201,426
	NEW MEXICO	
152	Albuquerque Federal Savings & Loan Assn., N.M.	1,300,720,000
191	Sandia Federal Savings & Loan Assn., Albuquerque, N.M.	1,074,661,000
	NEW YORK	
8	Goldome FSB, Buffalo	11,016,213,000
13	CrossLand Savings FSB, Brooklyn, New York	6,876,465,000
14	Anchor Savings Bank FSB, Northport	6,468,025,000
15	Dime Savings Bank of New York FSB	6,464,274,000
20	Bowery Savings Bank, New York	5,136,413,000
23	Empire of America FSB, Buffalo	4,967,439,000
27	Long Island Savings Bank FSB, Syosset	4,194,343,000
30	Dollar-Dry Dock Savings Bank, Bronx, New York	3,956,983,000
45	First Federal Savings & Loan Assn., Rochester	3,154,870,641
46	Emigrant Savings Bank, New York	3,138,797,252
49	American Savings Bank FSB, New York	2,943,771,031
56	Green Point Savings Bank, Brooklyn, New York	2,752,920,447
57	Manhattan Savings Bank, New York	2,727,680,008
62	Apple Bank For Savings, New York	2,451,764,000
64	Seamen's Bank for Savings FSB, New York	2,418,300,000
72	Williamsburgh Savings Bank, Brooklyn, New York	2,215,194,000
76	Rochester Community Savings Bank	2,152,028,000
82	Lincoln Savings Bank FSB, New York	2,112,118,365
92	East River Savings Bank, New York	1,938,605,745
93	Greater New York Savings Bank, New York	1,914,806,000
97	Astoria Federal Savings & Loan Assn., Queens, New York	1,866,725,771
111	Albany Savings Bank FSB	1,645,077,790
151	East New York Savings Bank, New York	1,305,076,415
167	Peoples Westchester Savings Bank, Hawthorne	1,215,311,000
171	Home Savings Bank, Brooklyn, New York	1,191,240,845
172	Fidelity New York, FSB, Floral Park	1,190,459,527
174	Columbia Banking Federal S & L Assn., Rochester	1,180,755,000
176	Independence Savings Bank, Brooklyn, New York	1,178,307,313
180	Jamaica Savings Bank FSB, Lynbrook	1,168,843,144
185	Syracuse Savings Bank	1,125,813,951
187	Onondaga Savings Bank, Syracuse	1,108,880,000
196	Ensign Bank FSB, New York	1,052,000,000
214	Ridgewood Savings Bank, Queens, New York	972,827,595
238	Roosevelt Savings Bank, Garden City	894,024,000
252	Columbia Federal Savings Bank, Queens, New York	850,829,805
273	Roslyn Savings Bank	773,543,363
283	Poughkeepsie Savings Bank FSB	750,153,000
286	Queens County Savings Bank, Queens, New York	739,494,672
292	Richmond Hill Savings Bank, Floral Park	720,222,289
295	Central Federal Savings, FSB, Long Beach	713,941,310
300	Staten Island Savings Bank, New York	703,478,466
	NORTH CAROLINA	
259	First Home Federal Savings & Loan Assn., Greensboro, N.C.	828,631,000
	NORTH DAKOTA	
201	Metropolitan Federal Bank FSB, Fargo, N.D.	1,044,298,000
	OHIO	
40	Transohio Savings Bank, FSB, Cleveland	3,391,000,000
90	Citizens Federal Savings & Loan Assn., Dayton	1,957,586,529
124	Third Federal Savings & Loan Assn., Cleveland	1,520,458,834
132	Cardinal Federal Savings Bank, Cleveland	1,484,316,000
154	First Federal Savings Bank, Cleveland	1,289,034,000
161	Gem Savings Assn., Dayton	1,244,877,085
163	Ohio Savings Bank, Cleveland	1,238,867,000
164	Broadview Savings & Loan Co., Cleveland	1,238,847,646
173	First Federal Savings & Loan Assn., Toledo	1,186,738,567
205	State Savings Bank, Columbus	1,011,667,000
221	Diamond Savings & Loan Co., Findlay	947,603,000
225	Mid-America Federal Savings & Loan Assn., Columbus	934,911,000
226	Hunter Savings Assn., Cincinnati	933,638,000
233	Buckeye Federal Savings & Loan Assn., Columbus	919,700,000
	OKLAHOMA	
177	Sooner Federal Savings & Loan Assn., Tulsa	1,177,805,000
282	Frontier Fed. Savings & Loan Assn., Ponca City	750,957,000
	OREGON	
50	Benjamin Franklin Federal S & L Assn., Portland	2,869,674,291
131	Far West Federal Bank, Portland	1,484,860,197
	PENNSYLVANIA	
6	Meritor Savings Bank, Philadelphia	12,676,100,000
29	Atlantic Financial Federal, Bala Cynwyd	4,107,470,000
75	First Federal Savings & Loan Assn., Pittsburgh	2,171,290,000
87	Hill Financial Savings Assn., Red Hill	2,009,666,587
91	Horizon Financial, FA, Southampton	1,940,932,000
95	Dollar Bank FSB, Pittsburgh	1,900,786,000
130	Beneficial Savings Bank, Philadelphia	1,486,701,000
158	Germantown Savings Bank, Bala Cynwyd	1,257,337,000
179	Landmark Savings Assn., Pittsburgh	1,176,220,000
245	Commonwealth Federal S & L Assn., Norristown	871,089,000
279	Home Unity Savings Bank, Lafayette Hill	756,944,000
289	Firstrust Savings Bank, Philadelphia	734,400,000
	PUERTO RICO	
210	Caguas Federal Savings Bank	993,634,335
244	First Federal Savings Bank, Santurce	876,327,816
	RHODE ISLAND	
59	Old Stone Bank FSB, Providence	2,511,973,000
188	Citizens Savings Bank FSB, Providence	1,101,453,386
	SOUTH CAROLINA	
136	First Federal Savings & Loan Assn., Greenville	1,417,948,000
267	American Federal Bank FSB, Greenville	794,916,000
296	Security Federal Savings & Loan Assn., Columbia	712,500,527
	TENNESSEE	
145	Leader Federal Savings & Loan Assn., Memphis	1,353,956,811
274	Metropolitan Federal S & L Assn., Nashville	767,000,523
285	Fidelity Federal Savings & Loan Assn., Nashville, Tenn	740,316,000
297	Home Federal Savings Bank of Tennessee, Knoxville	712,126,920
	TEXAS	
39	Gibraltar Savings Assn., Houston	3,398,074,075
43	United Savings Assn., Houston	3,193,286,000
44	Bright Banc Savings Assn., Dallas	3,173,566,000
51	University Savings Assn., Houston	2,853,527,000
52	First Texas Savings Assn., Dallas	2,853,280,424
54	Sunbelt Savings Assn., Dallas	2,821,995,000
68	San Jacinto Savings Assn., Houston	2,271,363,269
71	Empire of America FSB, Fort Worth	2,220,364,000
96	Lamar Savings Assn., Austin	1,892,664,000
101	Guaranty Federal Savings & Loan Assn., Galveston	1,762,433,000
102	San Antonio Savings Assn.	1,751,913,000
108	Benjamin Franklin Savings Assn., Houston	1,663,785,000
115	Vernon Savings & Loan Assn.	1,582,772,000
120	Western Federal Savings & Loan Assn., Gatesville	1,544,320,000
121	Guardian Savings & Loan Assn., Houston	1,540,136,066
125	Gill Savings Assn., Hondo	1,520,054,000
139	Independent American Savings Assn. Irving	1,403,529,000
140	Commonwealth Savings Assn., Houston	1,384,699,000
207	Commodore Savings Assn., Stamford	1,005,888,000
239	Southwest Savings Assn., Dallas	893,646,000
255	Olney Savings Assn.	846,668,000
258	First Savings Assn., Orange	839,543,000
261	Murray Savings, FS&LA, Dallas	827,210,108
263	City Savings & Loan Assn., San Angelo	824,100,000
266	First Federal Savings & Loan Assn., Austin	797,347,370
278	Commerce Savings Assn., San Antonio	758,268,000
	UTAH	
80	American Savings & Loan Assn., Salt Lake City	2,132,412,000
	VIRGINIA	
42	Perpetual Savings Bank, FSB, McLean	3,193,313,000
133	Dominion Federal Savings & Loan Assn., McLean	1,474,703,000
169	Investors Savings Bank, Richmond	1,203,218,000
262	Continental Federal Savings Bank, Fairfax	826,073,000
	WASHINGTON	
41	Washington Mutual Savings Bank, Seattle	3,293,169,000
85	Pacific First Federal Savings Bank, Tacoma	2,059,374,000
254	Washington Federal Savings & Loan Assn., Seattle	849,746,000
	WISCONSIN	
118	First Financial Savings Assn., Stevens Point	1,549,527,503
166	Security Savings & Loan Assn., Milwaukee	1,231,872,251
224	Anchor Savings & Loan Assn., Madison	937,503,360
256	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	846,408,000

Top 300 Thrifts in the United States

Ranked by Assets on Dec. 31, 1986 (Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1987

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
1	American Savings & Loan Assn., Stockton, Calif.	33,933,294	27,364,650	1	
2	Home Savings of America, FA, Irwindale, Calif.	27,789,661	26,746,193	2	
3	Great Western Bank, FSB, Beverly Hills	27,405,368	25,049,203	3	
4	California Fed. Savings & Loan Assn., Los Angeles	20,540,400	18,002,000	4	
5	Meritor Savings Bank, Philadelphia	18,447,272	17,153,011	5	
6	Glendale Federal Savings & Loan Assn., Calif.	17,451,589	14,751,119	6	
7	First Nationwide Bank, FSB, San Francisco	15,044,316	11,572,000	8	+1
8	Goldome FSB, Buffalo, N.Y. (a)	14,669,199	(b)	...	
9	Great American First Savings Bank, San Diego, Calif.	13,064,815	8,271,797	13	+4
10	World Savings, FS&LA, Oakland, Calif.	12,439,262	12,134,626	7	
11	Home Fed. Savings & Loan Assn. of San Diego, Calif.	12,074,620	10,018,646	11	
12	Gibraltar Savings, Beverly Hills	11,406,157	9,539,324	12	
13	First Federal of Michigan, Detroit	11,271,916	10,195,908	10	
14	City Federal Savings Bank, Elizabeth, N.J.	10,728,053	8,224,809	15	+1
15	Columbia Savings & Loan Assn., Beverly Hills	10,222,652	6,463,336	19	+4
16	CrossLand Savings FSB, Brooklyn, New York	10,095,697	8,022,494	16	
17	Coast Savings & Loan Assn., Los Angeles	9,725,362	7,385,465	17	
18	Imperial Savings Assn., San Diego, Calif.	8,911,820	7,251,902	18	
19	Dime Savings Bank of New York FSB	8,366,595	8,261,799	14	
20	Anchor Savings Bank FSB, Northport, N.Y.	7,359,381	6,418,498	20	
21	Standard Federal Bank, Troy, Mich.	6,736,681	5,395,608	26	+5
22	Sears Savings Bank, Glendale, Calif.	6,577,588	6,157,387	21	
23	TCF Banking & Savings, FA, Minneapolis	6,517,650	5,498,897	25	+2
24	Bowery Savings Bank, New York	6,303,939	5,701,143	24	
25	Empire of America FSB, Buffalo, N.Y. (c)	6,301,574	5,950,535	23	
26	MeraBank, FSB, Phoenix, Ariz.	6,257,802	5,219,438	27	+1
27	CenTrust Savings Bank, Miami	6,167,095	4,809,878	32	+5
28	Franklin Savings Assn., Ottawa, Kan.	6,036,487	3,161,680	57	+ 29
29	United Savings Assn., Houston	5,988,566	4,755,945	34	+5
30	Atlantic Financial Federal, Bala Cynwyd, Pa.	5,979,325	4,412,520	41	+ 11
31	Northeast Savings, FA, Hartford, Conn.	5,845,804	4,492,075	39	+8
32	Talman Home Federal Savings & Loan Assn., Chicago	5,699,630	6,057,503	22	
33	Long Island Savings Bank FSB, Syosset, N.Y.	5,635,827	4,710,782	35	+2
34	Western Savings & Loan Assn., Phoenix, Ariz.	5,593,209	4,808,899	33	
35	Carteret Savings Bank, FA, Morristown, N.J.	5,541,090	5,128,656	29	
36	Citicorp Savings of Illinois, FS&LA, Chicago	5,527,563	4,507,955	38	+2
37	Homestead Savings, FS&LA, San Francisco	5,492,380	4,642,553	37	
38	Florida Federal Savings & Loan Assn., St. Petersburg	5,464,673	5,174,880	28	
39	Washington Mutual Savings Bank, Seattle	5,392,597	4,238,083	43	+4
40	Transohio Savings Bank, FSB, Cleveland	5,062,000	3,211,559	56	+ 16
41	Citicorp Savings, FS&LA, San Francisco	4,978,642	4,408,892	42	+1
42	People's Bank, Bridgeport, Conn.	4,956,668	4,235,914	44	+2
43	Bright Banc Savings Assn., Dallas	4,801,080	2,510,626	80	+ 37
44	Gibraltar Savings Assn., Houston	4,707,511	5,066,738	30	
45	Santa Barbara Savings & Loan Assn., Calif.	4,556,652	3,150,317	58	+ 13
46	First Federal Savings & Loan Assn., Rochester, N.Y.	4,540,240	4,653,501	36	
47	Benjamin Franklin Federal S & L Assn., Portland, Ore.	4,430,536	4,081,267	45	
48	Perpetual Savings Bank, FSB, McLean, Va.	4,407,268	4,048,088	46	
49	Dollar-Dry Dock Savings Bank, Bronx, New York	4,365,459	4,853,808	31	
50	Howard Savings Bank, Newark, N.J.	4,294,392	3,656,405	50	
51	Pacific First Federal Savings Bank, Tacoma, Wash.	4,096,568	3,356,279	52	+1
52	Community Federal Savings & Loan Assn., St. Louis, Mo.	4,030,483	3,740,121	48	
53	AmeriFirst Federal Savings & Loan Assn., Miami	4,016,949	4,428,859	40	
54	University Savings Assn., Houston	3,935,592	3,887,842	47	
55	American Savings Bank FSB, New York	3,833,200	3,613,506	51	
56	First Texas Savings Assn., Dallas	3,662,639	3,716,266	49	
57	Lincoln Savings & Loan Assn., Irvine, Calif.	3,605,217	3,211,758	55	
58	Emigrant Savings Bank, New York	3,514,357	3,270,834	53	
59	Old Stone Bank FSB, Providence, R.I.	3,512,277	2,796,248	70	+ 11
60	Bank Western FSB, Denver	3,508,319	2,951,439	64	+4
61	Commercial Federal Savings & Loan Assn., Omaha, Neb.	3,329,508	2,874,891	67	+6
62	Seamen's Bank for Savings FSB, New York	3,315,240	3,105,406	60	
63	Farm & Home Savings Assn., Nevada, Mo.	3,298,358	2,805,578	69	+6
64	Fidelity Federal S & L Assn., Glendale, Calif.	3,294,905	3,143,051	59	
65	Midwest Federal Savings & Loan Assn., Minneapolis	3,254,372	3,009,841	62	
66	Georgia Federal Bank, FSB, Atlanta	3,214,514	2,787,170	71	+5
67	Sunbelt Savings Assn., Dallas	3,195,492	2,999,870	63	
68	Rochester Community Savings Bank, N.Y.	3,137,856	2,906,662	65	
69	Green Point Savings Bank, Brooklyn, New York	3,091,464	2,645,874	74	+5
70	First Minnesota Savings Bank FSB, St. Paul	3,040,030	3,068,201	61	
71	Far West Savings & Loan Assn., Newport Beach, Calif.	3,025,187	2,425,985	87	+ 16
72	Manhattan Savings Bank, New York	3,018,623	2,875,204	66	
73	Society for Savings, Hartford, Conn.	2,948,366	2,506,751	81	+8
74	Citicorp Savings of Florida, FS&LA, Miami	2,947,940	3,270,777	54	
75	Guarantee Savings, FS&LA, Fresno, Calif.	2,895,979	2,822,090	68	
76	Chevy Chase Savings Bank, FSB, Md.	2,790,560	2,257,602	96	+ 20
77	Hudson City Savings Bank, Paramus, N.J.	2,741,932	2,521,071	78	+1
78	Empire of America FSB, Fort Worth, Tex. (c)	2,740,659	2,619,632	75	
79	Columbia Savings, FS&LA, Denver	2,718,020	2,486,101	85	+6
80	San Jacinto Savings Assn., Houston	2,709,356	2,504,411	82	+2
81	Apple Bank For Savings, New York	2,699,331	1,766,647	129	+ 48
82	Hill Financial Savings Assn., Red Hill, Pa.	2,696,861	2,324,000	93	+ 11
83	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	2,691,794	2,404,506	88	+5
84	Valley Federal S & L Assn., Van Nuys, Calif.	2,661,455	2,493,445	83	
85	San Antonio Savings Assn., Tex.	2,611,999	2,306,980	95	+ 10
86	American Savings & Loan Assn. of Florida, Miami	2,610,774	2,693,681	73	
87	Citizens Federal Savings & Loan Assn., Miami	2,599,102	1,993,821	115	+ 28
88	Guardian Savings & Loan Assn., Houston	2,589,666	2,511,547	79	
89	Astoria Federal Savings & Loan Assn., Queens, N.Y.	2,571,270	2,194,045	101	+ 12
90	Pima Savings & Loan Assn., Tucson, Ariz.	2,564,031	2,087,918	106	+ 16
91	First Southern Fed. Savings & Loan Assn., Mobile, Ala.	2,535,435	2,077,723	108	+ 17
92	Capitol Federal Savings & Loan Assn., Topeka, Kan.	2,494,515	2,310,038	94	+2
93	Downey Savings & Loan Assn., Costa Mesa, Calif.	2,481,734	2,612,203	76	
94	First Federal Savings & Loan Assn., Pittsburgh	2,476,943	2,210,323	99	+5
95	East River Savings Bank, New York	2,453,118	2,078,269	107	+ 12
96	Horizon Financial, FA, Southampton, Pa.	2,419,515	2,027,276	112	+ 16
97	Fortune Financial Group, Inc., Clearwater, Fla.	2,415,876	2,040,467	110	+ 13
98	St. Paul Federal Bank for Savings, Chicago	2,395,382	2,099,113	105	+7
99	Dollar Bank FSB, Pittsburgh	2,380,196	2,385,031	89	
100	Mercury Savings, FS&LA, Huntington Beach, Calif.	2,372,705	2,155,543	102	+2
101	Coral Gables Federal Savings & Loan Assn., Fla.	2,369,787	2,352,253	92	
102	San Francisco Federal Savings & Loan Assn.	2,345,742	1,925,277	120	+ 18
103	Williamsburgh Savings Bank, Brooklyn, New York	2,330,027	2,354,371	91	
104	Lincoln Savings Bank FSB, New York	2,306,923	2,233,817	97	
105	Greater New York Savings Bank, New York	2,299,945	2,487,000	84	
106	Citizens Federal Savings & Loan Assn., Dayton, Ohio	2,261,116	2,003,343	114	+8
107	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	2,246,578	1,722,620	135	+ 28
108	Far West Federal Bank, Portland, Ore.	2,239,550	2,230,515	98	
109	Freedom Savings & Loan Assn., Tampa, Fla.	2,174,584	2,597,663	77	
110	Household Bank FSB, Westminster, Calif.	2,121,451	1,200,431	205	+ 95
111	Albuquerque Federal Savings & Loan Assn., N.M.	2,099,826	1,721,740	136	+ 25
112	Southwest Savings & Loan Assn., Phoenix, Ariz.	2,088,141	2,036,209	111	
113	Empire Savings Building & Loan Assn., Denver	2,079,996	1,956,995	117	+4
114	Sacramento Savings & Loan Assn., Calif.	2,064,692	1,591,201	149	+ 35
115	Investors Savings & Loan Assn., Millburn, N.J.	2,056,799	2,049,237	109	
116	Fulton Federal Savings & Loan Assn., Atlanta	2,028,952	1,950,193	118	+2
117	Pioneer Savings Bank, Clearwater, Fla.	2,018,388	1,969,731	116	
118	Champion Federal S & L Assn., Bloomington, Ill.	1,975,378	1,774,786	127	+9
119	Beverly Hills Savings, FS&LA	1,961,792	2,474,928	86	
120	Benjamin Franklin Savings Assn., Houston	1,937,982	2,022,366	113	
121	Citizens Savings Bank FSB, Providence, R.I.	1,927,340	1,479,207	161	+ 40
122	Boston Five Cents Savings Bank FSB	1,927,016	1,617,483	144	+ 22
123	Metropolitan Federal Bank FSB, Fargo, N.D.	1,923,960	1,604,691	146	+ 23
124	Leader Federal Savings & Loan Assn., Memphis, Tenn.	1,905,065	1,701,926	138	+ 14
125	Atlantic Federal S & L Assn., Fort Lauderdale, Fla.	1,900,000	1,700,000	140	+ 15
126	Broadview Savings & Loan Co., Cleveland	1,896,560	2,099,856	104	
127	Decatur Federal Savings & Loan Assn., Ga.	1,880,000	1,754,784	130	+3
128	Cragin Federal Savings & Loan Assn., Chicago	1,862,984	1,558,464	150	+ 22
129	First Federal Savings & Loan Assn., Greenville, S.C.	1,861,511	1,772,353	128	
130	Chase Federal Savings & Loan Assn., Miami	1,853,890	1,800,165	126	
131	First Federal Savings of Arkansas, FA, Little Rock	1,853,512	1,701,330	139	+8
132	American Pioneer Savings Bank, Orlando, Fla.	1,846,976	989,937	252	+120
133	Lyons Federal Trust & Savings Bank, Hinsdale, Ill.	1,846,246	1,741,312	131	
134	Western Federal S & L Assn., Marina Del Rey, Calif.	1,841,567	1,514,728	155	+ 21
135	Nevada Savings & Loan Assn., Las Vegas	1,824,770	1,374,443	177	+ 42
136	Goldome Savings Bank, St. Petersburg, Fla.	1,806,692	1,731,126	133	
137	Silverado Banking Savings & Loan Assn., Denver	1,802,323	1,509,800	156	+ 19
138	First Financial Savings Assn., Stevens Point, Wis.	1,798,278	1,906,427	121	
139	Albany Savings Bank FSB, N.Y.	1,776,671	1,741,051	132	
140	Baltimore Federal Financial, FSA	1,763,300	1,728,026	134	
141	Commonwealth Savings Assn., Houston	1,760,114	1,555,267	152	+ 11
142	Columbia First Federal S & L Assn., Washington, D.C.	1,755,183	1,346,718	180	+ 38
143	Dominion Federal Savings & Loan Assn., McLean, Va.	1,737,206	1,388,765	176	+ 33
144	Bell Federal Savings & Loan Assn., Chicago	1,722,389	1,712,478	137	
145	Third Federal Savings & Loan Assn., Cleveland	1,721,661	1,508,029	157	+ 12
146	Central Savings & Loan Assn., San Diego, Calif.	1,692,951	2,197,788	100	
147	Roosevelt Federal S & L Assn., Chesterfield, Mo.	1,690,599	1,422,448	171	+ 24
148	Honolulu Federal Savings & Loan Assn., Hawaii	1,686,104	1,650,982	142	
149	Cardinal Federal Savings Bank, Cleveland	1,683,455	1,591,619	148	
150	D&N Savings Bank, FSB, Hancock, Mich.	1,672,260	1,550,503	153	+3
151	Pacific Savings Bank, Costa Mesa, Calif.	1,658,221	1,431,681	169	+ 18
152	Peoples Heritage Federal S & L Assn., Salina, Kan.	1,642,546	1,455,947	164	+ 12
153	Investors Savings Bank, Richmond	1,636,820	939,906	265	+112
154	Gill Savings Assn., Hondo, Tex.	1,619,360	1,450,233	165	+ 11
155	American Charter Federal S & L Assn., Lincoln, Neb.	1,612,246	1,459,161	163	+8
156	Fidelity New York, FSB, Floral Park, N.Y.	1,608,174	1,500,888	158	+2
157	Gem Savings Assn., Dayton, Ohio	1,601,441	1,516,134	154	
158	Eureka Federal Savings & Loan Assn., San Carlos, Calif.	1,595,496	1,679,296	141	
159	Loyola Federal Savings & Loan Assn., Baltimore	1,592,508	1,483,661	160	+1
160	Bay View Fed. Savings & Loan Assn., San Mateo, Calif.	1,587,258	1,419,712	172	+ 12
161	Western Federal Savings & Loan Assn., Gatesville, Tex.	1,582,460	1,801,497	125	
162	Beneficial Savings Bank, Philadelphia	1,560,833	1,620,640	143	
163	Collective Federal S & L Assn., Egg Harbor City, N.J.	1,559,626	1,322,991	183	+ 20
164	Dixie Savings & Loan Assn., New Orleans, La.	1,557,105	1,307,146	188	+ 24
165	Landmark Savings Assn., Pittsburgh	1,540,601	1,475,965	162	
166	Union Federal Savings & Loan Assn., Los Angeles	1,516,440	1,356,779	179	+ 13
167	East New York Savings Bank, New York	1,515,526	1,374,087	178	+ 11
168	Sooner Federal Savings & Loan Assn., Tulsa, Okla.	1,513,631	1,556,456	151	
169	Ensign Bank FSB, New York	1,506,000	1,023,369	242	+ 73
170	First Federal Savings Bank, Cleveland	1,485,510	1,014,284	246	+ 76
171	New Haven Savings Bank, Conn.	1,469,166	1,265,787	194	+ 23
172	Flagler Federal Savings & Loan Assn., Miami	1,464,651	1,318,130	184	+ 12
173	Provident Institution for Savings, Boston	1,461,162	1,263,495	195	+ 22
174	Home Savings Bank, Brooklyn, New York	1,461,161	1,419,602	173	
175	First Federal Savings Bank of California, Santa Monica	1,456,105	1,235,000	199	+ 24
176	Hollywood Federal Savings & Loan Assn., Fla.	1,451,101	1,443,855	166	
177	Mid-America Federal S & L Assn., Columbus, Ohio	1,447,463	1,176,102	210	+ 33
178	Columbia Banking Federal S & L Assn., Rochester, N.Y.	1,433,474	1,299,563	189	+ 11
179	Security Savings & Loan Assn., Milwaukee, Wis.	1,432,692	1,426,226	170	
180	Home Federal Bank of Florida FSB, St. Petersburg	1,429,524	1,411,829	174	
181	Riverside Federal Savings Assn., Pine Bluff, Ark. (d)	1,427,006	....	...	
182	Peoples Westchester Savings Bank, Hawthorne, N.Y.	1,412,706	1,316,574	186	+4
183	Naples Federal Savings & Loan Assn., Fla.	1,410,890	1,242,933	198	+ 15
184	Germantown Savings Bank, Bala Cynwyd, Pa.	1,404,969	1,443,634	167	
185	First Federal Bank of Connecticut, New Haven	1,398,058	1,124,767	217	+ 32
186	Provident Savings Bank, Jersey City, N.J.	1,395,997	1,285,620	191	+5
187	Caguas Federal Savings Bank, P.R.	1,393,798	1,128,679	214	+ 27
188	Beach Federal S & L Assn., Boynton Beach, Fla. (e)	1,389,452	....	...	
189	Home Owners Federal Savings & Loan Assn., Boston	1,388,222	977,818	257	+ 68
190	First Federal Savings Bank, Santurce, P.R.	1,386,241	1,324,529	182	
191	Financial Fed. Savings & Loan Assn., Miami Lakes, Fla.	1,385,678	1,316,983	185	
192	Jamaica Savings Bank FSB, Lynbrook, N.Y.	1,381,033	1,328,936	181	
193	Ohio Savings Bank, Cleveland	1,379,757	1,437,692	168	
194	Vernon Savings & Loan Assn., Tex.	1,347,012	1,145,436	213	+ 19
195	Peoples Heritage Savings Bank, Portland, Me.	1,345,941	1,056,488	232	+ 37
196	First Mutual of Boston	1,336,869	1,296,198	190	
197	Mid America Federal Savings & Loan Assn., Cicero, Ill.	1,329,498	1,062,106	226	+ 29
198	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	1,326,454	1,313,285	187	
199	State Savings Bank, Columbus, Ohio	1,324,560	1,273,290	192	
200	Maine Savings Bank, Portland	1,316,848	1,083,765	221	+ 21

Top 300 Thrifts in the United States

Ranked by Assets on Dec. 31, 1986 (Dollar Amounts in Thousands)

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Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
201	Pathway Financial, FA, Chicago	1,312,751	1,271,746	193	
202	Washington Federal Savings & Loan Assn., Seattle	1,310,022	1,033,282	240	+ 38
203	First Home Federal S & L Assn., Greensboro, N.C.	1,308,186	901,816	277	+ 74
204	Independence Savings Bank, Brooklyn, New York	1,294,801	1,230,822	201	
205	First Federal Savings Bank & Trust, Pontiac, Mich.	1,291,235	1,180,253	209	+4
206	Banking Center, Waterbury, Conn.	1,290,771	1,017,351	245	+ 39
207	United Postal Savings Assn., St. Louis, Mo.	1,290,733	1,057,662	230	+ 23
208	ComFed Savings Bank, Lowell, Mass.	1,283,821	891,236	279	+ 71
209	First Federal Savings & Loan Assn., Toledo, Ohio	1,281,863	1,158,424	212	+3
210	Amoskeag Bank, Manchester, N.H.	1,278,377	820,346	306	+ 96
211	First Federal Savings & Loan Assn., Lincoln, Neb.	1,274,188	1,247,345	197	
212	Columbia Federal Savings Bank, Queens, New York	1,254,853	951,349	264	+ 52
213	Savings Bank of Puget Sound, Seattle	1,248,539	1,055,414	233	+ 20
214	CrossLand Savings, FSLA, Bradenton, Fla.	1,246,028	1,214,230	204	
215	Olney Savings Assn., Tex.	1,233,050	1,051,271	234	+ 19
216	Capitol Federal Savings & Loan Assn., Aurora, Colo.	1,226,007	1,101,797	219	+3
217	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	1,223,879	1,257,051	196	
218	Coast Federal Savings & Loan Assn., Sarasota, Fla.	1,220,709	1,197,385	206	
219	Hunter Savings Assn., Cincinnati	1,219,966	936,986	266	+ 47
220	First Western Savings Assn., Las Vegas, Nev.	1,216,084	1,058,188	229	+9
221	South Boston Savings Bank, Boston	1,215,565	961,547	263	+ 42
222	Onondaga Savings Bank, Syracuse, N.Y.	1,209,519	1,185,964	208	
223	Neworld Bank for Savings, Boston	1,207,119	1,127,447	216	
224	First Atlantic Savings, South Plainfield, N.J.	1,202,558	1,035,158	239	+ 15
225	Southwest Savings Assn., Dallas	1,200,160	789,046	319	+ 94
226	Poughkeepsie Savings Bank FSB, N.Y.	1,196,620	786,680	321	+ 95
227	Diamond Savings & Loan Co., Findlay, Ohio	1,195,826	1,217,963	202	
228	Crestmont Federal S & L Assn., Maplewood, N.J.	1,189,606	966,218	261	+ 33
229	Sandia Federal S & L Assn., Albuquerque, N.M.	1,185,998	1,012,518	247	+ 18
230	First Federal Savings & Loan Assn., Jacksonville, Fla.	1,182,711	1,040,361	238	+8
231	Commonwealth S & L Assn., Ft. Lauderdale, Fla.	1,180,933	1,928,000	119	
232	Columbia Savings & Loan Assn., Fair Lawn, N.J.	1,175,662	1,076,895	222	
233	The First, F.A., Orlando, Fla.	1,174,000	1,166,900	211	
234	Syracuse Savings Bank, N.Y.	1,170,391	1,190,616	207	
235	Bell Savings & Loan Assn., FS&LA, San Mateo, Calif.	1,169,615	1,491,523	159	
236	Mutual Savings & Loan Assn. FA, Bay City, Mich.	1,168,414	1,076,194	223	
237	Pomona First Fed. Savings & Loan Assn., Calif.	1,154,063	1,061,654	227	
238	Security First Fed. S & L Assn., Daytona Beach, Fla.	1,151,838	1,231,941	200	
239	Ridgewood Savings Bank, Queens, New York	1,141,891	1,050,321	235	
240	Anchor Savings & Loan Assn., Madison, Wis.	1,138,840	1,088,217	220	
241	Horizon Federal Savings Bank, Wilmette, Ill.	1,137,395	1,112,169	218	
242	Commonwealth Federal S & L Assn., Norristown, Pa.	1,132,766	1,028,274	241	
243	Home Savings Assn. of Kansas City FA, Mo.	1,131,302	828,264	303	+ 60
244	Connecticut Savings Bank, New Haven	1,130,373	1,066,512	224	
245	Duval Fed. Savings & Loan Assn., Jacksonville, Fla.	1,117,829	1,065,771	225	
246	Bayamon Federal Savings & Loan Assn., P.R.	1,105,870	920,717	271	+ 25
247	Uptown Federal Savings F.A., Niles, Ill.	1,098,162	764,000	329	+ 82
248	Standard Federal S & L Assn., Gaithersburg, Md.	1,088,894	984,267	255	+7
249	Independent American Savings Assn. Irving, Tex.	1,085,375	1,878,540	123	
250	Wilmington Savings Fund Society FSB, Del.	1,074,829	1,004,405	249	

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Rank 12/85	Gain
251	Murray Savings, FS&LA, Dallas	1,071,425	907,199	274	+ 23
252	American Fed. S & L Assn of Iowa, Des Moines	1,052,009	1,057,026	231	
253	Provident Bank of Maryland, Baltimore	1,050,230	962,574	262	+9
254	Mechanics & Farmers Svgs Bank FSB, Bridgeport, Conn.	1,045,507	828,370	302	+ 48
255	American Savings Bank, Springfield, Ill.	1,037,237	1,018,175	244	
256	Metropolitan Federal S & L Assn., Nashville, Tenn.	1,032,314	983,267	256	
257	Great Financial Federal S & L Assn., Louisville, Ky.	1,031,693	1,020,659	243	
258	Berkeley Fed. Savings & Loan Assn., Millburn, N.J.	1,030,636	909,789	273	+ 15
259	Security Savings & Loan Assn., Scottsdale, Ariz.	1,029,046	1,128,440	215	
260	Alabama Federal Savings & Loan Assn., Birmingham	1,018,944	814,811	310	+ 50
261	Great American Federal S & L Assn., Oak Park, Ill.	1,016,054	1,047,648	237	
262	Roosevelt Savings Bank, Garden City, N.Y.	1,006,411	969,592	260	
263	Century Federal Savings & Loan Assn., Pasadena, Calif.	1,003,296	819,058	307	+ 44
264	Morris County Savings Bank, Morristown, N.J.	997,733	931,224	268	+4
265	Great Southern Federal Savings Bank, Savannah, Ga.	996,945	985,351	254	
266	United Savings of America, FS&LA, Chicago	996,646	865,658	286	+ 20
267	American Federal Bank FSB, Greenville, S.C.	996,606	900,776	278	+ 11
268	Southern California Savings, FS&LA, Beverly Hills	983,842	1,398,949	175	
269	Continental Federal Savings Bank, Fairfax, Va.	981,237	887,190	280	+ 11
270	Pelican Homestead & Savings Assn., Metairie, La.	980,799	1,048,077	236	
271	Western Financial Savings Bank, Orange, Calif.	976,851	762,559	332	+ 61
272	Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo.	970,285	971,809	259	
273	First American Savings Bank FSB, Greensboro, N.C.	960,974	905,002	275	+2
274	Security Savings & Loan Assn., Vineland, N.J.	950,665	856,356	293	+ 19
275	Skokie Federal Savings & Loan Assn., Ill.	948,075	902,941	276	+1
276	Washington Federal S & L Assn., Washington, D.C.	947,672	874,314	284	+8
277	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	938,551	922,645	269	
278	Savers Fed. Savings & Loan Assn., Little Rock, Ark.	936,286	997,866	250	
279	Firstrust Savings Bank, Philadelphia	930,300	858,500	290	+ 11
280	Home Unity Savings Bank, Lafayette Hill, Pa.	929,287	845,344	296	+ 16
281	Midwest Federal Savings Bank, Minot, N.D.	921,968	878,000	282	+1
282	Harbor Federal Savings & Loan Assn., Fort Pierce, Fla.	919,993	822,484	305	+ 23
283	First Indiana Federal Savings Bank, Indianapolis	919,631	864,268	287	+4
284	Gateway Bank, South Norwalk, Conn.	919,054	743,657	339	+ 55
285	First Savings Assn., Orange, Tex.	911,286	781,024	323	+ 38
286	Cumberland Federal S & L Assn., Louisville, Ky.	910,565	877,149	283	
287	Roslyn Savings Bank, N.Y.	906,082	872,216	285	
288	Richmond Hill Savings Bank, Floral Park, N.Y.	903,235	760,191	335	+ 47
289	Springfield Institution for Savings, Mass.	902,276	839,000	298	+9
290	Central Federal Savings, FSB, Long Beach, N.Y.	899,270	881,595	281	
291	First Federal Savings & Loan Assn., Austin, Tex.	882,742	864,170	288	
292	United Federal Savings Bank of Iowa, Des Moines	876,765	921,705	270	
293	Capital Federal S & L Assn., Sacramento, Calif.	875,238	714,286	...	
294	Ponce Federal Bank, FSB, P.R.	874,097	716,613	...	
295	Unifirst Bank for Savings FA, Jackson, Miss.	872,453	750,648	336	+ 41
296	Frontier Fed. Savings & Loan Assn., Ponca City, Okla.	860,076	857,546	291	
297	St. Bernard Federal S & L Assn., Chalmette, La.	858,377	65,345	...	
298	Standard Federal Savings & Loan Assn., Chicago	855,694	805,366	312	+ 14
299	Home Savings Association of Florida, Hollywood	854,274	769,704	327	+ 28
300	Fidelity Federal Savings & Loan Assn., Nashville, Tenn	854,204	797,459	315	+ 15

Summary of Survey Findings

Top 10 Deposit Gainers

	(Dollar Amounts in Millions)	Deposits 12/31/86	Deposits 6/30/86	Incr. (%)	Rank
1	American Pioneer Savings Bank, Orlando, Fla.	1,338.4	786.0	70.27	147
2	Apple Bank for Savings, New York	2,451.8	1,667.9	47.00	62
3	First Federal Savings Bank, Cleveland	1,289.0	877.0	46.98	154
4	Citizens Federal Savings & Loan Assn., Miami	1,904.1	1,328.5	43.32	94
5	Investors Savings Bank, Richmond	1,203.2	847.5	41.97	169
6	Poughkeepsie Savings Bank FSB, N.Y.	750.2	532.5	40.87	283
7	ComFed Savings Bank, Lowell, Mass.	850.4	607.7	39.93	253
8	Franklin Savings Assn., Ottawa, Kan.	1,961.5	1,410.4	39.08	89
9	Dixie Savings & Loan Assn., New Orleans, La.	1,193.2	872.9	36.69	170
10	Household Bank FSB, Westminster, Calif.	1,568.2	1,155.4	35.72	117

Percentage changes based on unrounded deposit figures.

Top 10 Deposit Losers

	(Dollar Amounts in Millions)	Deposits 12/31/86	Deposits 6/30/86	Decr. (%)	Rank
1	Broadview Savings & Loan Co., Cleveland	1,238.8	1,676.8	-26.12	164
2	Citicorp Savings of Florida, FS&LA, Miami	1,584.5	1,884.8	-15.93	114
3	American Diversified Savings Bank, Lodi, Calif.	637.7	746.0	-14.52	328
4	Freedom Savings & Loan Assn., Tampa, Fla.	1,546.0	1,807.9	-14.48	119
5	CrossLand Savings, FSLA, Bradenton, Fla.	780.8	898.1	-13.07	272
6	Security Federal S & L Assn., Columbia, S.C.	712.5	790.7	-9.89	296
7	Dollar-Dry Dock Savings Bank, Bronx, New York	3,957.0	4,364.3	-9.33	30
8	Gibraltar Savings, Beverly Hills	5,727.0	6,280.7	-8.82	17
9	Home Savings Bank, Brooklyn, New York	1,191.2	1,285.4	-7.33	171
10	Sooner Federal Savings & Loan Assn., Tulsa, Okla.	1,177.8	1,270.7	-7.31	177

Percentage Changes based on unrounded deposit figures.

10 Best Net Worth-to-Asssets Ratios

	(Dollar Amounts in Millions)	Net Worth 12/31/86	Assets 12/31/86	Ratio (%)	Rank
1	Citicorp Savings of Florida, FS&LA, Miami	984.9	2,947.9	33.41	114
2	Citicorp Savings of Illinois, FS&LA, Chicago	1,694.9	5,527.6	30.66	34
3	Banking Center, Waterbury, Conn.	237.1	1,290.8	18.37	232
4	Citicorp Savings, FS&LA, San Francisco	907.3	4,978.6	18.22	47
5	Peoples Heritage Savings Bank, Portland, Me.	214.0	1,345.9	15.90	204
6	First Federal Bank of Connecticut, New Haven	215.9	1,398.1	15.44	194
7	Home Savings Bank, Brooklyn, New York	221.6	1,461.2	15.17	171
8	Richmond Hill Savings Bank, Floral Park, N.Y.	135.4	903.2	14.99	292
9	Washington Federal Savings & Loan Assn., Seattle	173.4	1,310.0	13.24	254
10	Jamaica Savings Bank, FSB, Lynbrook, N.Y.	172.9	1,381.0	12.52	180

10 Worst Net Worth-to-Assets Ratios

	(Dollar Amounts in Millions)	Net Worth 12/31/86	Assets 12/31/86	Ratio (%)	Rank
1	Independent American Savings Assn., Irving, Tex.	-468.4	1,085.4	-43.16	139
2	Commodore Savings Assn., Stamford, Tex.	-235.1	815.9	-28.81	207
3	Vernon Savings & Loan Assn., Tex.	-349.6	1,347.0	-25.95	115
4	Western Fed. Savings & Loan Assn., Gatesville, Tex.	-398.5	1,582.5	-25.18	120
5	Bell Savings & Loan Assn., FS&LA, San Mateo, Calif.	-256.6	1,169.6	-21.94	182
6	Southern California Savings, FS&LA, Beverly Hills	-159.8	983.8	-16.24	203
7	Beverly Hills Savings, FS&LA	-316.2	1,961.8	-16.12	143
8	Savers Fed. Savings & Loan Assn., Little Rock, Ark.	-118.4	936.3	-12.64	260
9	City Savings & Loan Assn., San Angelo, Tex.	-73.8	784.8	-9.41	263
10	Security Savings & Loan Assn., Scottsdale, Ariz.	-89.5	1,029.0	-8.70	195

TOP 300 THRIFTS: The bulk of the data are from American Banker's questionnaire sent to the 500 largest thrifts in the nation. Data from the Federal Home Loan Bank Board were used for those thrifts not responding to the questionnaire. **(a)**— The Dec. 31, 1986, data for Goldome are on a consolidated GAAP ("generally accepted accounting principles") basis. **(b)**— Prior to 1986, data for Goldome were on an unconsolidated regulatory basis. Since these data are not comparable with the 1986 data, they are not shown here. **(c)**— Part of Empire of America FSB's financial service network. Empire of America FSB had consolidated assets of $9.10 billion at the yearend. Had the consolidated asset figure been used, Empire of America FSB would have ranked 18th in assets. **(d)**— A de novo institution established 12/5/86. Its predecessor was FirstSouth FA. **(e)**—A de novo institution established 9/12/86. It assumed the deposits of Sunrise S&L Assn., West Palm Beach. Sunrise was placed into receivership on 9/12/86.

THRIFTS & MORTGAGES

AN AMERICAN BANKER WEEKLY FEATURE

> *We have to get people thinking like that — like they are from Missouri. You know. Show me.*
> — Robert Sahadi, Federal Home Loan Bank Board

Newswatch

PSA Sets New Schedule

The Public Securities Association announced on Thursday it has set up a new settlement date system for mortgage-backed securities to be settled in October 1987 through February 1988. The new system, developed by the association's mortgage-backed securities division, increases the number of settlement days from three to five per month and regroups the securities affected into five classes.

"The new system has been developed to further alleviate the work load of operations personnel during the heaviest settlement periods," said Brian Hays, chairman of the mortgage-backed securities division and manager for all mortgage products at Drexel Burnham Lambert Inc.

He said the efficiency of the system will be evaluated and is therefore being set in four- or five-month intervals.

SecurNet Sells Securities

SecurNet Financial Corp., a mortgage securities company formed earlier this month, said on Wednesday that it has sold $191 million in Federal National Mortgage Association securities to Salomon Brothers Inc.

SecurNet obtained the securities by swapping a pool of loans with Fannie Mae. The company said this is the first time a group of lenders has joined together in advance to swap a pool of conventional conforming mortgages with Fannie Mae. Fannie Mae normally pools loans from unrelated lenders for resale into the secondary market.

Goldome Realty Credit Corp., Buffalo, was the largest participant in the issue, the first brought by SecurNet. Other members of SecurNet that joined include Lincoln Service Corp., Owensboro, Ky.; Commonwealth Mortgage Company of America LP, Houston; CenTrust Savings Bank, Miami; North American Mortgage Co., Houston; and Northeast Savings Bank, Hartford, Conn.

High Priced Homes Sell Better

Higher priced homes generally sold faster and appreciated more in 1986 than lower priced homes, according to a survey by the Coldwell Banker Real Estate Group. Homes in the East and West Coast areas ranging in price from $170,000 to $385,000 remained on the market for an average of 58 days and increased in value by 20.2% during the year.

Nationally, homes ranging in price from $74,817 to $775,000 were on the market for an average of 81 days and appreciated by 9.6%.

The survey showed that home values increased in 80% of the markets surveyed, while decreasing in 14% and remaining the same in 6% of the markets. It also said that 29% of the homes surveyed were on the market for 60 days or less, 55% were on the market for 61 to 116 days, and 16% sold in 120 days or more.

Central Holding Buys Superior

Central Holding Co., Mount Clemens, Mich., said its thrift subsidiary, Colonial Central Savings Bank, has signed a letter of intent to acquire Superior Mortgage Inc., based in Grand Island, Neb.

Colonial Central already owns a mortgage company with nine offices in four states and a servicing portfolio of more than $500 million. Superior Mortgage has 10 offices in five states and a servicing portfolio of more than $400 million.

Mass. Bank Forms Mortgage Unit

University Bank and Trust Co., Newton, Mass., said it is forming a mortgage company subsidiary that will begin operations on June 1. The unit, called University Mortgage Corp., will originate conventional and jumbo residential mortgages in Massachusetts. It expects to originate $60 million in new loans in its first 12 months of operation.

William Pirraglia, former vice president in charge of mortgage lending at Patriot Bank in Boston, will be president of University Mortgage.

WASHINGTON BRIEFING

Bank Board Wants Safer Environment For Thrifts Hedging Their Portfolios

By JIM McTAGUE
Washington Bureau

THE staff of the Federal Home Loan Bank Board held two days of hearings last week to get a simple answer to a simple question. It took them that long to get it, too.

The question in general had to do with mortgage portfolio hedging techniques and in particular with those newfangled securities like IOs, which pay the interest-only cash stream from underlying mortgages, and POs, which pay the principal portion.

How can we, the regulators asked, prevent your average thrift executive from being sweet-talked into a roll-the-dice hedging deal by some slick-haired, gilt-tongued securities salesman?

The question was first posed to a panel of Wall Streeters, most of whom, in almost Pavlovian response, magnanimously offered to sell their respective firms' services to the inexperienced S&L managements. The Wall Street guys are natural closers.

One major house's representative, rearranging his face into a most serious expression, announced that his outfit was not in the business of selling securities at all, but was rather a purveyor of just the sort of financial information needed by the thrift industry's hedgers.

This just goes to prove the old saying: Ask a securities man about the weather and he'll try sell you stock in a barometer manufacturer.

Toward the end of the second day of testimony, the staffers finally got the simple answer they'd been looking for all along. It came from Ernie Fleisher, a savings and loan executive from Ottawa, Kan., with an enviable hedging track record. Mr. Fleisher explained that he never speculates, but bases his decisions to buy IOs or POs or options or futures on thorough research.

Mr. Fleisher's remarks made a deep impression on Robert Sahadi, director of the Bank Board's office of policy and economic research.

"We have to get people thinking like that — like they are from Missouri. You know. Show me."

Mr. Sahadi said the staff perceived common threads in testimony from diverse quarters, all suggesting the need for prudence when highly interest-rate-sensitive hedging devices are employed.

He noted that panelists seemed to recommend that:

- People selling or issuing mortgage securities provide detailed information on the performance of such instruments in a variety of interest rate climates.
- S&L buyers of such volatile instruments analyze their effect on the company's entire portfolio.
- S&Ls implement strong internal controls, monitoring both the investments and the people who make them.
- The Bank Board establish a "swat team" to examine the asset/liability risks of larger thrifts that make extensive use of hedging devices.
- The uninitiated be prevented from leaping into the hedging game unprepared.

The Bank Board staff is likely to recommend that these proposals be drafted into some sort of regulation.

The regulators fear that S&Ls advertently or inadvertently will position themselves in a speculative situation where a big move in interest rates will either make or break the company.

But the people who market hedges and

Briefing: Page 28 ➝

Thrifts Still Stocking Up

Conversion Continues From Mutual Ownership in Scramble for Capital

By L. MICHAEL CACACE

FOR the third year in a row, the nation's top thrifts continued to convert from the mutual form of ownership to stock ownership at a rapid rate, *American Banker's* annual survey of the top 300 thrifts shows.

Among the top 300 thrifts in deposits, 177, or 59%, were stock companies at yearend 1986, compared with 155 institutions, or 52%, a year earlier. Just three years earlier, only 97, or 32%, of the top 300 institutions were stock-owned. Thus, from yearend 1983 to yearend 1986, the number of stock-owned thrifts ranked among the top 300 has risen by more than 82%.

The Top 300 Thrifts
Tables Begin on Page 11

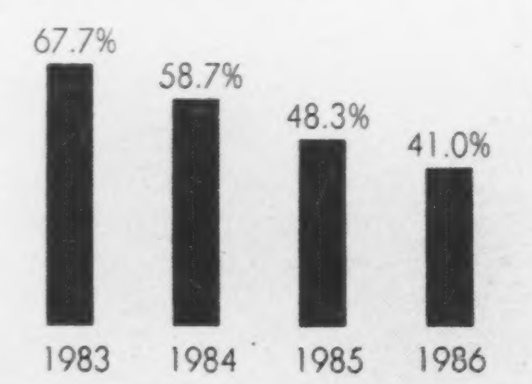
Thrifts have been converting to stock ownership primarily to recover capital lost during industry-wide hard times in the early 1980s.

The *American Banker* survey ranks savings and loan institutions and savings banks by their deposits and assets on Dec. 31, 1986.

For the top 300 thrifts in deposits, total deposits rose 6.9% to $642.9 billion on Dec. 31, 1986, from $601.4 billion a year earlier. The assets of these institutions rose 12.1%, while their regulatory net worth was up 13.9%.

Vanishing Mutuals

Percentage of Top 300 Thrifts With Mutual Ownership



The higher growth in net worth compared with deposits is attributable, in part, to the recent conversions from mutual to stock ownership. As reported in *American Banker* on March 6, when a listing of the top 100 thrifts in deposits was published, as institutions converted from mutual to stock form of ownership, not only did net worth increase but deposit growth slowed, since some depositors converted their deposits into equity.

For the top 300 thrifts ranked by assets, total assets rose $12.5% to $892.6 billion on Dec. 31, 1986, from $793.7 billion a year earlier.

Among the these thrifts, 297th-ranked St. Bernard Federal Savings and loan Association, Chalmette, La., had the largest percentage gain in assets, more than 1,200% from $65.3 million on Dec. 31, 1985, to $858.4 million on Dec. 31, 1986.

St. Bernard grew after it was acquired by Landmark Land Co., Carmel, Calif., in the third quarter of 1986. Landmark, which also owns Louisiana's largest thrift, the $1.6 billion-asset Dixie Savings and Loan Association, New Orleans, bought St. Bernard after being contacted by the Federal Home Loan Bank Board of Dallas. The Bank Board had been seeking buyers for several Louisiana S&L's with low or negative net worths.

The Bank Board granted a number of forbearances to Landmark to assist in its acquisition. Most significantly, it permitted Landmark to capitalize St. Bernard Federal with approximately 31,700 acres of land. Most of the land was in Louisiana and was undervalued at

Thrifts: Page 28 ➝

Unitization Plans May Help the British Digest Massive Property Developments

By HOLLY SMITH

IT'S EASIER to sell a big building if you can divide it into bite-size units. So goes the theory in Britain, where the technique is being called the unitization of the property market. Over the last year and a half, no less than three separate approaches to carving up the properties have been developed. One has already been used; the others are expected to be applied later this year.

Promoters say unitization will bring a healthy liquidity to the commercial market, while critics say it could just pave the way for owners of big buildings to dump unprofitable properties on a naive public.

The increasing size of developments is a key reason for this sudden urge to unitize properties. Projects are getting so big that financing can be difficult to arrange, and the finished product is so expensive that only a few large institutions, such as pension funds, can afford to buy it.

Unlike the situation in the United States, there are few firms in the United Kingdom large enough to swallow a $112 million building whole. Also in contrast to the United States, taxation rules and partnership law have made it difficult for one building to be parceled out to numerous investors.

A year ago a group of financial institutions, property companies, and other real estate experts, led by Mercantile House Holding chairman John Barkshire, called for the creation of a stock market where units of single buildings could be bought and sold. The group proposed that this would be done through a unit trust arrangement, where a trustee would hold the ownership of the building and act as a custodian for the members of the trust. He would hire managers to run the building and be responsible for distributing dividends.

Because the unit trusts wouldn't be redeemable, the Barkshire committee proposed that they be traded in a secondary market to be created in the future. Characteristics such as rent income and the building's current value would dictate the value of the shares.

The Barkshire committee report got a warm reception, but the ideas needed legal sanction before they could be put into practice.

Then midway through last year two other unitization plans came on the scene.

One was property income certificates, or PINCs, proposed by County Bank and Richard Ellis Financial Services. Under this system an investor would buy taxable securities that would have two elements: an income certificate that would give the investor a share in the rental income of the property, plus a share in the management company set up to oversee the running of the property.

PINCs had the advantage of not requiring new legislation, and neatly sidestepped double taxation problems for the rental income that could otherwise have resulted in both the vehicle and the end investor being taxed on the income.

The other plan was one that has already been put into effect. America's Goldman, Sachs and Co. and Britain's Baring Brothers sold a $118 million London office building in June through a specially created company called Billingsgate City Securities, whose sole asset is the office building. The company issued three kinds of security: deep-discounted mortgage debentures, secured by the property; ordinary shares that involved more risk but gave investors 70% of rent increases and appreciation in the building's value; and preferred share, which had yield of 6% plus 30% of rent increases and appreciation.

This so-called "securitization" of a property was promoted as being similar to unitization, but offering more flexibility, since investors could choose the level of risk they wanted to assume.

From the start of the unitization movement, property observers warned that those most excited about the possibilities of the new market were the large institutions that were lumbered with huge buildings that were difficult to sell.

Spokesman Robert Rees of Greenwell Montague Securities, a member of the Midland Bank group, agreed with that assessment in a recent report on unitization: "Current expressions of interest from potential places must be considered in the light of a general desire for divestment of property holdings," he wrote.

Mr. Rees said the property units such as PINCs and the Barkshire-style unit trusts are shaping up to be a dull investment, since they are tax transparent and offer no prospect of any active management initiative. It's the securitization of property debt, he said, that seems to be the best way to introduce liquidity into the property market. ■

Cooper of TCF Banking Wants to Grow Eastward

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insurance relating to financial needs, credit life, and so forth. The finance company business is synergistic. We'd like to do mutual funds, either startups or buying existing ones."

As a unitary holding company — owning only one S&L — we would sell or spin off or merge TCF Banking, and then the regulators permit a wide variety of activities," Mr. Cooper said.

"We can then do anything any commercial company can do at the holding company level, but we will stick to financial kinds of businesses. No windmills, no Wendy's."

TCF also hopes to trade up by moving its stock from the over-the-counter market to the New York Stock Exchange. ■

Stock Prices of Many Midwest Thrifts Seen as Low Compared to Other Areas

What Analysts Say

Shares of many thrifts in the Midwest are trading at attractive prices these days, with prices averaging only 77.3% of book value and 6.8 times earnings, according to statistics compiled by Blunt Ellis & Loewi, a Milwaukee investment banking firm.

The discounts that can be found in the north central part of the country contrast with New England, where thrift stock prices are averaging at 103.7% of book value and 13.4 times earnings, and California, where prices average 100.6% of book value.

John G. Cornwell, an analyst with Blunt Ellis & Loewi, said that one of the reasons for this disparity is the smaller size of midwestern institutions. "Market trading volume for shares is a definite deterrent to buying by major mutual funds and others who prize liquidity," he said.

Thrift stocks in the West, outside of California, are trading at prices in line with the Midwest, with prices at 77% of book value and seven times earnings. But Blunt Ellis' western region includes economically depressed states such as Texas, Oklahoma, and Colorado.

The national average for thrift stocks, using data from the end of April, is 89.6% of book value and 8.9 times earnings.

Mr. Cornwell said that most smaller midwestern thrifts have little goodwill on their balance sheets and are underpriced, based on their financial strength and outlook. "It's an excellent hunting ground for true investors."

He picks out five midwestern thrifts, all with net worth-to-assets ratios of more than 8%, as good buys. They are:

- Deerfield Federal Savings & Loan Association, Deerfield, Ill. At $16 a share, it's trading at 73% of book value and 8.2 times earnings.
- Indiana Federal Savings & Loan Association, Valparaiso, Ind. At $10.375 a share, it's trading at only 59% of book value and 7.4 times earnings.
- Federated Financial Savings & Loan Association, Butler, Wis. It's trading at $8 a share, 53% of book value and 6.7 times earnings.
- Republic Savings & Loan Association of Wisconsin, Milwaukee, which is trading at $19 a share, or 68% of book value and six times earnings.
- Horizon Financial Services Inc., Beachwood, Ohio. It's trading at $7.50 a share, or 59% of book value and six times earnings.

Breakdown of Top 300 by Thrift Type

Shown by Form of Ownership and Type of Institution

	Top 300 Thrifts		Savings and Loans			Savings Banks		
	Mutual	Stock	Total	Mutual	Stock	Total	Mutual	Stock
Dec. 31, 1986	123	177	190	71	119	110	52	58
Dec. 31, 1985	145	155	205	85	120	95	60	35
Dec. 31, 1984	176	124	205	105	100	95	71	24
Dec. 31, 1983	203	97	207	123	84	93	80	13

Thrifts' Public Conversions Continue

➜ Continued from Page 26

$750,000 on the company's books because it was last appraised in 1919 and 1920.

According to St. Bernard's quarterly financial report filed with the Bank Board, regulatory net worth went from a negative $2.9 million on June 30, to $701.8 million on Sept. 30, as $689.4 million was added to the thrift's paid-in surplus account. At yearend 1986, net worth totaled $711.7 million.

The thrift's net worth has funded its asset growth, since deposits dropped from $49.2 million on June 30, to $38.4 million on Dec. 31. Asset growth has been centered in two areas — ADC loans (acquisition, development, and construction loans for land and developed building lots) and equity investments in service corporation subsidiaries.

According to the Bank Board data, ADC loans totaled $486.1 million on Dec. 31, compared with only $3.4 million on June 30. And equity investments in service corporation subsidiaries totaled $299.3 million on Dec. 31, compared with $0.4 million on June 30. ■

Insurance Shifts For Top 300 Thrifts

	FDIC	FSLIC	State
Dec. 31, 1986	60	240	0
Dec. 31, 1985	54	246	0
Dec. 31, 1984	57	242	1
Dec. 31, 1983	65	233	2

Bank Board Wants Safer Way to Hedge

➜ Continued from Page 26

asset/liability management services think the greater risk is in institutions not being hedged at all.

One respected consultant said that in cases with which he is personally acquainted, thrifts that seemed perfectly hedged according to generally accepted accounting principles were in fact gravely mismatched and thus vulnerable to upward rate moves.

"The S&Ls often misclassify assets in terms of maturity," he said.

For example, a fixed-rate 30-year mortgage might be booked as a 20-year loan for maturity purposes when prepayment models suggest it is more likely to be paid off in three to four years.

Warren Lasko, executive vice president of the Mortgage Bankers Association of America, said that most of his membership is hedged constantly but that savings and loans that make mortgage loans and hold them in portfolio for the most part are not hedged.

"Mortgage bankers are more knowledgeable about hedging because their capital relative to the loans they make is much thinner than thrift capital. A sharp run-up in rates could very rapidly eat into this capital and company earnings," he said.

Mr. Lasko added that it was nearly impossible to hedge against the "incredible roller-coaster rate ride" of the past several weeks, and that many in the business lost substantial amounts of money.

□□□

The next big crisis facing the S&L industry is a loss of liquidity. Regulators are keeping their fingers crossed that Congress will pass a Federal Savings and Loan Insurance Corp. recapitalization plan before a cash squeeze develops.

March statistics showed a sharp drop in thrift deposits, and April figures are not expected to show any improvement. Furthermore, the Federal Home Loan Banks are unable to make any more unsecured advances to thrifts until the FSLIC gets new funds.

Regulators estimate that even with recapitalization, the FSLIC technically might remain insolvent for five or more years. ■

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SPECIAL REPORT

Point-of-Sale Developments

Supermarkets

Convenience Stores

Gas Stations

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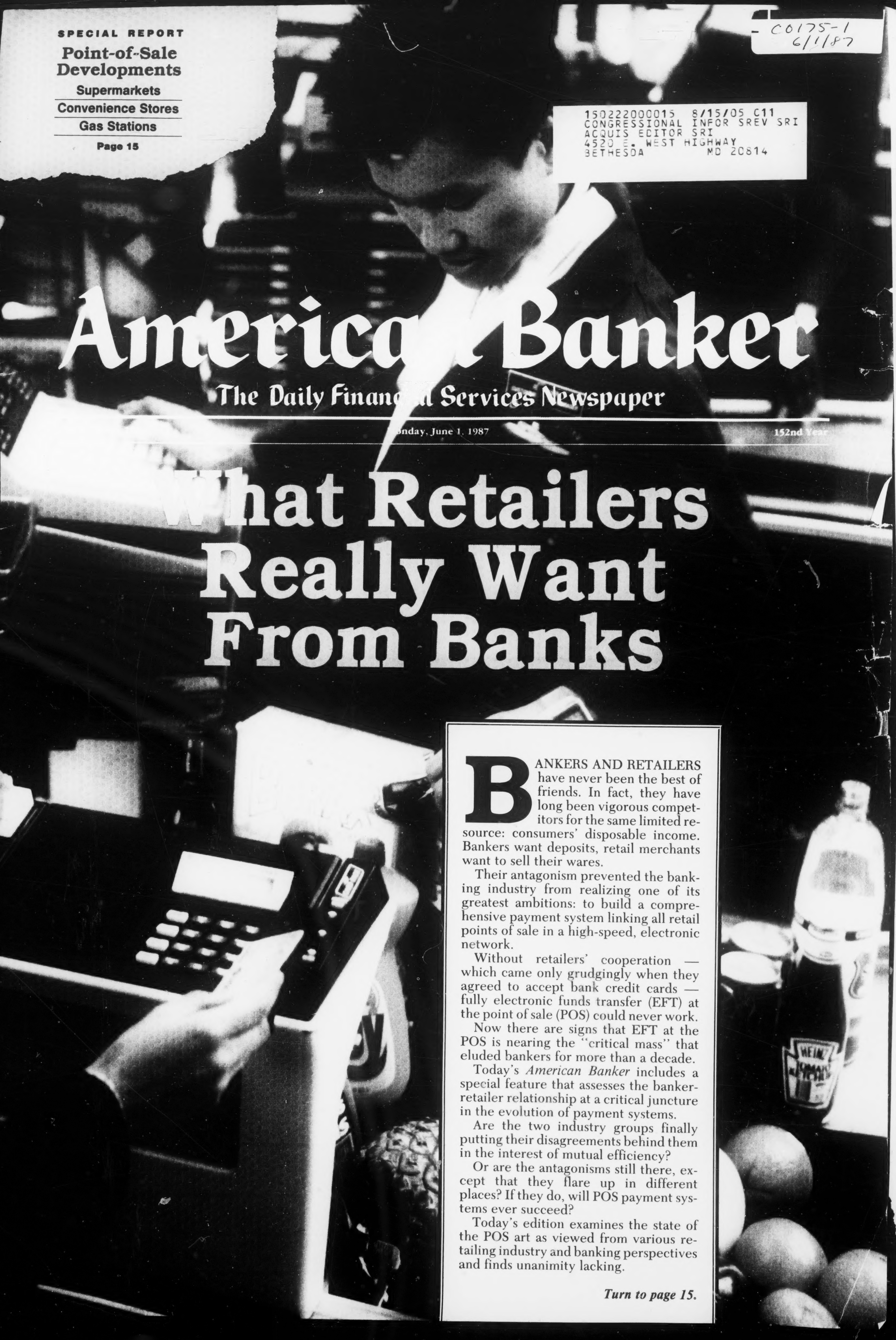
American Banker

The Daily Financial Services Newspaper

Monday, June 1, 1987 152nd Year



What Retailers Really Want From Banks

BANKERS AND RETAILERS have never been the best of friends. In fact, they have long been vigorous competitors for the same limited resource: consumers' disposable income. Bankers want deposits, retail merchants want to sell their wares.

Their antagonism prevented the banking industry from realizing one of its greatest ambitions: to build a comprehensive payment system linking all retail points of sale in a high-speed, electronic network.

Without retailers' cooperation — which came only grudgingly when they agreed to accept bank credit cards — fully electronic funds transfer (EFT) at the point of sale (POS) could never work.

Now there are signs that EFT at the POS is nearing the "critical mass" that eluded bankers for more than a decade.

Today's *American Banker* includes a special feature that assesses the banker-retailer relationship at a critical juncture in the evolution of payment systems.

Are the two industry groups finally putting their disagreements behind them in the interest of mutual efficiency?

Or are the antagonisms still there, except that they flare up in different places? If they do, will POS payment systems ever succeed?

Today's edition examines the state of the POS art as viewed from various retailing industry and banking perspectives and finds unanimity lacking.

Turn to page 15.

American Banker

The Daily Financial Services Newspaper

VOL. CLII NO. 105

Monday, June 1, 1987

152nd Year

TODAY

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American Banker

TECHNOLOGY REVIEW: Retailers are optimistic about point-of-sale services and technology, which almost everyone believes are on the verge of significant growth. See Page 15.

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I offer no excuses for the performance of this corporation.

A.W. Clausen, BankAmerica Corp. chairman, to shareholders at the corporation's annual meeting [Page 3]

Unquote

Biggest Banks Dominate in Technology

Smaller Institutions May Not Close Gap

By JEFFREY KUTLER

NEW YORK — A few large bank holding companies have become so dominant in their acquisition and use of technology that the rest of the industry may never be able to catch up.

But it remains uncertain whether the major technology banks — the top 14 accounted for almost one-third of all commercial banks' systems expenditures in 1985 — can convert their current advantage into long-term competitive gains.

McKinsey & Co., the New York-based management consulting firm, sounded these warnings in a report currently circulating among its clients. The study was partially funded by Salomon Brothers, which itself has published some of the findings in a booklet, "Technology and Banking: The Implications of Strategic Expenditures."

The report portrayed an industry that is throwing money at technology, increasing annual budgets seven-fold between 1980 and 1990. But it said that individual institutions face "a difficult strategic choice" in deploying automated systems, and that "no single [technology strategy] will be appropriate for all lines of business."

The nation's biggest banking company, Citicorp, typifies the large banks' grab for technological preeminence. It is currently spending an estimated $850 million to $900 million per year on computers and related systems, almost twice the sum of its closest rival,

Biggest Banks: Page 52 ➸

High-Tech Banks: The Big Spenders

Rank		Annual Systems Expenditures ($ Mil., est)
1	Citicorp	$850-900
2	BankAmerica	$450-550
3	Chase Manhattan	$350-375
4	Manufacturers Hanover	$250-275
5	Chemical New York	$225-250
5	Security Pacific	$225-250
7	First Interstate	$200-225
8	First Chicago	$145-165
9	J.P. Morgan	$140-155
10	Mellon	$130-145
11	Wells Fargo	$120-135
12	Bankers Trust	$110-125
12	Bank of Boston	$110-125
12	Norwest	$110-125

Source: McKinsey & Co. study for Salomon Brothers

Third World Loan-to-Equity Switch Faces Federal Reserve Limitations

By JED HOROWITZ

NEW YORK — Banks wanting to swap their troubled Third World loans for equity investments in Third World companies are hitting a regulatory roadblock.

The Federal Reserve Board's Regulation K — which covers international banking operations — limits bank companies and their subsidiaries to 19.9% of the voting shares in nonfinancial companies, with a maximum investment in each company of $15 million. In addition, it restricts the banks to "passive investments," which, according to bank attorneys, appears to prohibit banks from placing directors on a company's board or otherwise influencing business policy.

"They're not prepared to swap their debt for millions of dollars of equity in a manufacturing company when they have no say in running the company," said a lawyer who represents a major bank seeking to trade its Brazilian debt for equity.

Meanwhile, Congress has been reacting to the problem.

On Thursday, Reps. Alex McMillan, R-N.C., and Tom Carper, D-Del., introduced a bill in the House that would allow bank companies to buy, through debt-for-equity swaps, 100% of the voting stock in nonfinancial companies based in heavily indebted nations. It would also raise the dollar investment limit from $15 million to either $50 million or 2% of a bank company's capital, whichever is smaller. The bill directs the Fed to maintain oversight in each swap.

The proposal would also extend the period of investment from the Fed's current two-to-five year limit to ten

Third World: Page 55 ➸

Thrift Conversions Could Be Hindered By Tax Reform Act

By MARK BASCH

NEW YORK — A technicality in the 1986 Tax Reform Act is throwing some thrift conversion plans up into the air, because the public stock offering could limit the use of the thrifts' net-operating-loss carryforwards.

"It raises a tremendous cloud as to what will become of the NOLs post-conversion," said Frederick Remeschatis, chief financial officer of First Federal Savings and Loan Association, Madison, Wis. First Federal is in the process of converting.

The new law states that if a change of ownership in a thrift institution occurs, the institution loses some of its net-operating-loss carryforwards, which are tax benefits that can be used because of

Tax: Page 47 ➸

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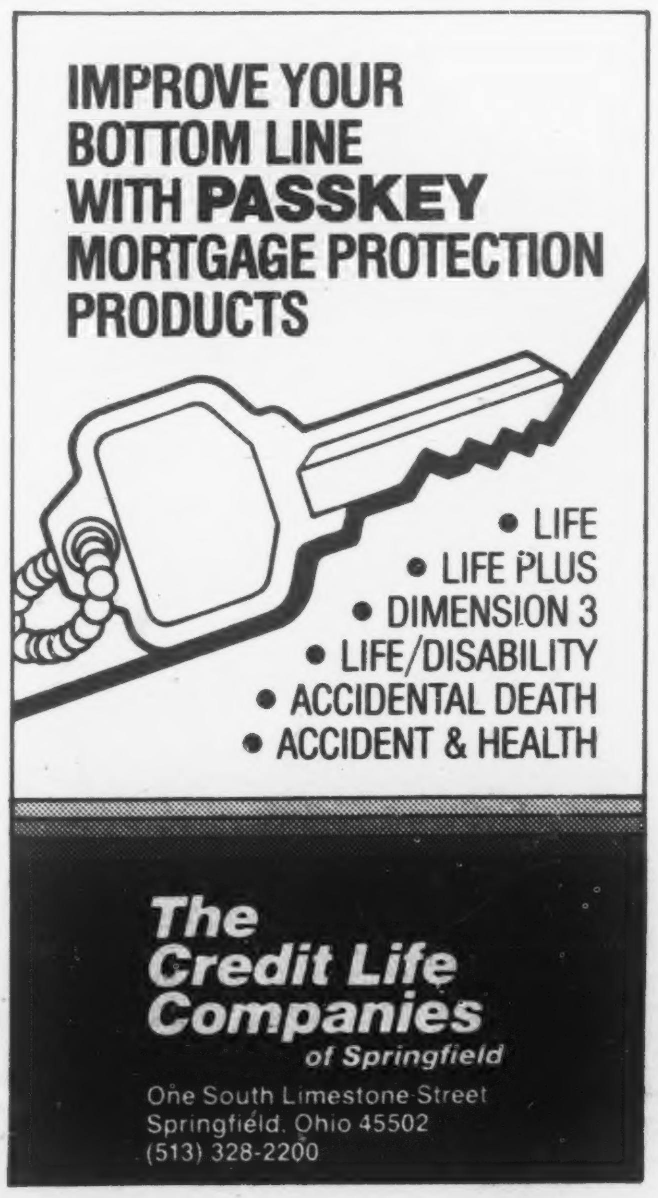

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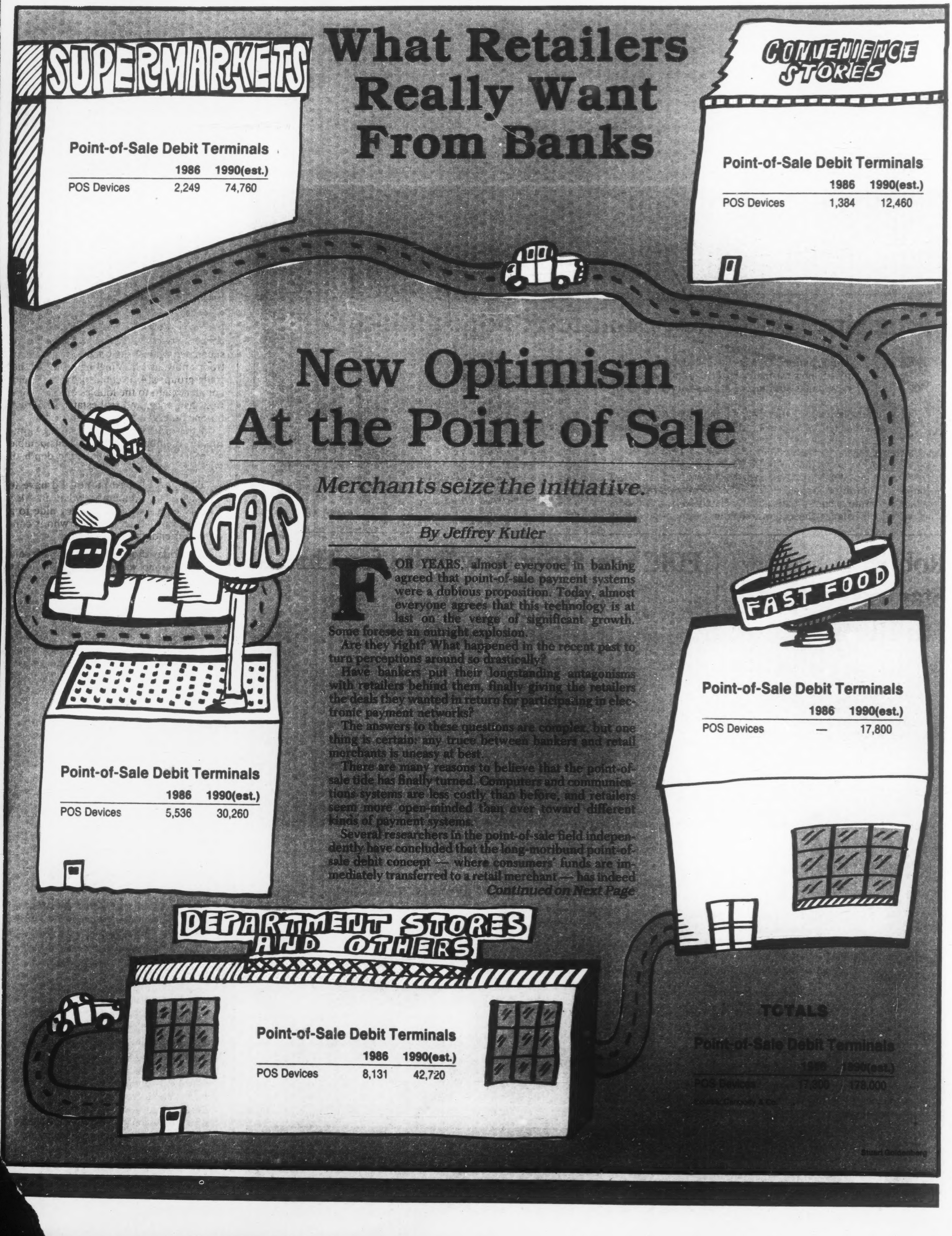
FEATURE
American Banker
SECTION

PULL OUT AND SAVE

Retailers' expectations and views concerning point-of-sale services offered with banks are examined in this feature edition.

Cover photo: Andrea Brizzi
Equipment and location: Diebold Inc., D'Agostino Supermarkets Inc.

What Retailers Really Want From Banks



Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	2,249	74,760

Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	1,384	12,460

Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	5,536	30,260

Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	—	17,800

Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	8,131	42,720

TOTALS

Point-of-Sale Debit Terminals

	1986	1990(est.)
POS Devices	17,300	178,000

Source: Carnody & Co.

Stuart Goldenberg

New Optimism At the Point of Sale

Merchants seize the initiative.

By Jeffrey Kutler

FOR YEARS, almost everyone in banking agreed that point-of-sale payment systems were a dubious proposition. Today, almost everyone agrees that this technology is at last on the verge of significant growth. Some foresee an outright explosion.

Are they right? What happened in the recent past to turn perceptions around so drastically?

Have bankers put their longstanding antagonisms with retailers behind them, finally giving the retailers the deals they wanted in return for participating in electronic payment networks?

The answers to these questions are complex, but one thing is certain: any truce between bankers and retail merchants is uneasy at best.

There are many reasons to believe that the point-of-sale tide has finally turned. Computers and communications systems are less costly than before, and retailers seem more open-minded than ever toward different kinds of payment systems.

Several researchers in the point-of-sale field independently have concluded that the long-moribund point-of-sale debit concept — where consumers' funds are immediately transferred to a retail merchant — has indeed

Continued on Next Page

Growth in Point-of-Sale Debit Terminals

Merchant Type	Mid-1986 POS Devices	Mid-1986 Share of Total	Mid-1986 Monthly Trans. Per Terminal	1990 (est.) POS Devices	1990 (est.) Share of Total	1990 (est.) Monthly Trans. Per Terminal
Supermarket	2,249	13%	200	74,760	42%	624
Retail gas	5,536	32%	475	30,260	17%	1,764
Convenience	1,384	8%	475	12,460	7%	1,470
Fast food	nil	<1%	200	17,800	10%	400
Others*	8,131	47%	60	42,720	24%	140
Totals	**17,300**	**100%**	**243**	**178,000**	**100%**	**734**

*Includes major department stores, with 15% of terminals in 1986 and 4% in 1990.

Source: Carmody & Co.

Continued from Previous Page

made a breakthrough.

Whether this gives bankers cause to rejoice, however, remains an open question.

The retailing industry may already have stolen the march from bankers who thought that no payment system could work without their help. Sears, Roebuck and Co., J.C. Penney Co., and others are continually shaking bankers from that historical complacency with competing payment systems of their own.

Recently publicized advances for point-of-sale payment systems, in the petroleum and fast-food industries, arose more from retailers' initiatives than from financial institutions'. Meanwhile, department store executives fume at every mention of debit cards, as they have for well over a decade.

The banking-retailing rivalry is not new in the United States. Bankers and retailers alike want access to consumers' disposable income, whether in the form of deposits or purchases. Bankers also want to profit from payment systems, notably the credit card infrastructure that they built over the past 20 years, much to the chagrin of retailers whom bankers ask to pay card-transaction fees.

Today, in the debit card era, this factional competition has taken on a different form. In this sense, the point-of-sale struggle may be far from over.

Retailers are quick to point out that they invented credit cards. It is the bankers who invaded *their* turf.

Sears was among the first stores, early in this century, to give its customers metal charge plates. The customers could use them to spread out their payments over time. Retail stores invented not just charge plates, which eventually came out in colorful plastic versions that made cardholders feel loyal to particular merchants, but the entire revolving consumer credit market.

It was not until the 1950s that innovative banks started muscling in on the credit card business. Early entrants, beginning with Franklin National Bank on New York's Long Island, served smaller merchants in local markets, mainly because larger retailers refused to let bank sales representatives in the door.

In the 1960s, Bank of America took its BankAmericard, which later evolved into Visa, nationwide. Other banks countered with Master Charge, now MasterCard. The two increasingly powerful ventures, now boasting almost 300 million cardholders worldwide between them, eventually persuaded many larger merchants to accept bank credit cards.

In 1979 J.C. Penney became the first of the major mass merchandise chains to take bank cards, first Visa and later MasterCard. Montgomery Ward & Co. Inc. quickly followed. K mart Corp. was already in the fold.

Sears made diversified payment plans of its own, built around the Discover card that it introduced in 1985. For Sears, accepting bank cards was less imperative than for J.C. Penney and others because most creditworthy bank customers also carry Sears credit cards.

Even such holdouts as Bloomingdale's, which had repelled bank card marketing efforts for many years, signed up last year after a "full-court press" orchestrated by both MasterCard and Visa. The bank card ventures still have about 20 retailers with an upscale image on their list to sign, but the banks' biggest credit card victories have already been won.

By the end of 1986, commercial banks controlled 64% of the $127.9 billion in revolving consumer loans outstanding, compared with retailers' 28% share. In 1986 alone, the banks gained 1.5 percentage points of that market, the retailers lost 1 point, according to Federal Reserve Board data.

Gasoline companies also climbed earlier than banks onto the plastic bandwagon. Competition and, because of lower oil prices, decreasing business volume has meant trouble for the petroleum marketers' credit programs.

The oil companies that extend revolving credit to consumers not only lost market share in 1986, they also lost loan assets. Gasoline revolving credit fell to $3.4 billion, or 2.6% of the market, from $4.3 billion, or 3.6% of the market, in 1985.

While bankers have been complaining about losing mortgage loans to insurance and automobile companies, and losing automobile loans to the auto manufacturers' captive finance companies, bankers have made the market for credit cards and other revolving loans their own at the expense of their retailing rivals.

The Debit Card Irritant

When debit cards came along, they only exacerbated banker-retailer tensions held over from the early credit card era.

Except for some local experiments in the early 1960s, notably at the Bank of Delaware and at Hempstead Bank on Long Island, the first wave of debit cards were those that banks began issuing in the late 1960s and early 1970s for cash withdrawals at automated teller machines (ATMs).

The point-of-sale debit concept remained mostly in the minds of "cashless society" futurists until 1974, when First Federal Savings & Loan Association of Lincoln, Neb., put direct-debit terminals inside Hinky Dinky supermarkets. The Hinky Dinky experiment became known more for the political furor it touched off than for any technological breakthrough. It put legislators and regulators in the quandary of deciding whether the presence of those terminals turned the supermarkets into branches, and if so, whether the branches were legal.

Meanwhile, the financial industry itself had internal strife over debit cards.

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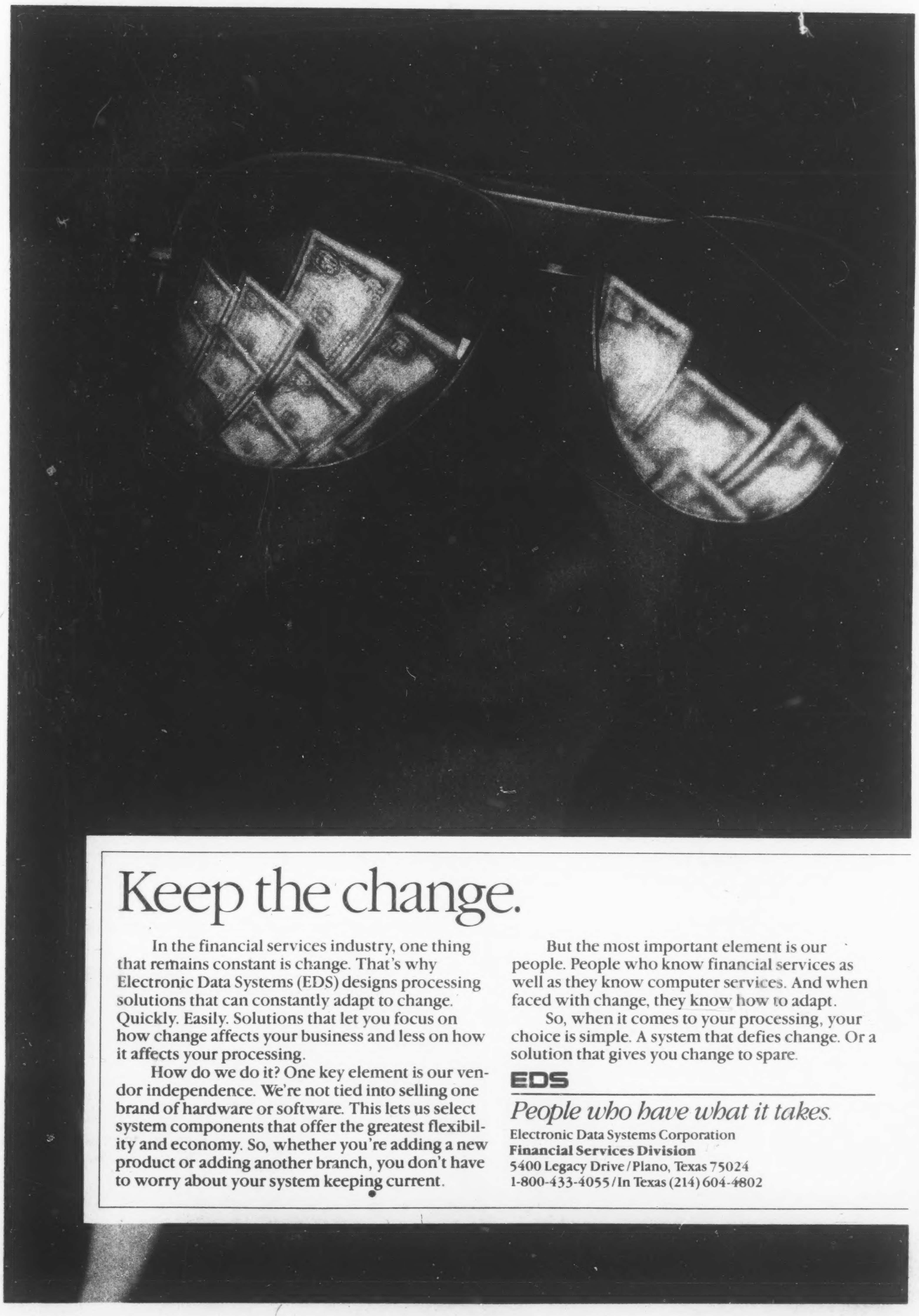
Jeffrey Kutler is an American Banker staff writer.



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Continued from Page 16

Dee W. Hock, the visionary chief executive of BankAmericard, which changed its name to Visa in the mid-1970s, regarded debit and credit as two variations on the generic theme of "value exchange." Mr. Hock wanted Visa to be the leading value exchange system in the world, and he did not care how his member banks approached that goal.

In other words, Mr. Hock saw no reason to differentiate between debit and credit cards. Visa's electronic network would handle any transaction regardless of the account out of which payment was made.

Retailers revolted at Mr. Hock's suggestion that debit and credit cards could look exactly the same. The retailers accepted cash and checks without paying bank fees like the discounts charged on credit card transactions. They saw no reason to pay credit card-like discounts on debit cards, which were, in effect, replacements for cash or checks.

MasterCard, always eager to offer a competitive alternative, proposed a separately identified debit card, first known as Signet, then as MasterCard II.

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"She tried to pay by check in the express lane."

Courtesy of Tribune Media Services Inc.

These, as well as an earlier Visa debit product called Entree, flopped in the national market.

But local and regional financial institution ATM cards proliferated, along with the machines and the interchange networks connecting them. Today there are an estimated 140 million bank ATM-debit cards in circulation — enough to form the nucleus of a national debit system if they can all be brought together in a technically workable, cohesively marketed program.

The Banks Come Together

Within the past two years, bankers have become more cooperative with each other, and more unified in their approach to a potential direct debit program whose appeal might approximate that of the universal cash and check systems.

Banking industry cooperation asserted itself in two places: an American Bankers Association (ABA) standards committee; and MasterCard and Visa's joint debit card project, which resurrected the old Entree name.

The ABA brought together MasterCard, Visa, and the Plus and Cirrus ATM networks to set technical guidelines for debit cards accepted at the point of sale. The proposed technical guidelines were published last year to wide acclaim from the banking industry.

MasterCard and Visa are currently seeking commitments from banks and regional ATM-POS networks to join Entree, which they hope to have up and running later this year. It remains to be seen whether they have smoothed over the old national-regional disagreements.

Entree sought a middle ground — Entree's logo that will be added to participating banks' ATM-debit cards, denoting their acceptance at merchants that display the same logo. There will be no single, national debit card per se — not even a single, national ATM card or service mark, which some critics complain will dilute the value of the chosen identity.

What do retailers have to say about all this? Some are cautiously optimistic, others lukewarm at best.

Most of the optimism is found in the petroleum industry, where companies such as Mobil Oil Corp., Exxon Corp., and Arco Petroleum Products Co. have installed electronic point-of-sale terminal systems. The more transactions that flow through these systems, the more cost-effective they are. So the major oil companies have struck deals to accept numerous credit and debit cards.

Some, such as Amoco Corp. and Shell Oil Co., are connecting their stations with J.C. Penney's electronic network, which allows the flexibility to accept any number of cards of different kinds if the outlets so choose.

Arco, which was so disenchanted with the costs of credit cards that it stopped accepting them after the second Arab oil embargo, has gone the debit route. In California and Nevada, more than 600 Arco stations welcome any of 18 million ATM-debit cards issued by financial institutions.

The most noteworthy supermarket debit system is Lucky Stores' E-Z Checkout in more than 300 California groceries. Lucky has spent a reported $9 million advertising its system, which accepts cards issued by the big California banks that own Interlink, a point-of-sale debit network also connected to Arco's system known as PayPoint.

Lucky has not disclosed its operating results, but officials say the system has increased sales volume and improved employee productivity.

The fast-food industry is now opening itself to debit cards, with Wendy's International Inc. outlets in Ohio and California and the Carl's Jr. chain in California taking the first steps.

Department store operators, perhaps showing scars of earlier card battles and reeling from erosion of their proprietary credit card balances, remain skeptical of debit cards. They do not like the pricing arrangements that bankers have presented them, and they resist adding PIN pads — the small keyboards where debit cardholders enter personal identification numbers — to service counters already crowded with POS hardware.

Michael Sweeney, director of corporate credit for Federated Department Stores in Cincinnati, told the recent Electronic Funds Transfer Association Expo that most Federated divisions — including Bloomingdale's, Burdine's, Filene's, and Rich's — have come around to accepting credit cards, but debit cards are a different story.

"The customer always gets what the customer wants," he said. "To date, we have not seen sufficient interest on the part of our department store customer

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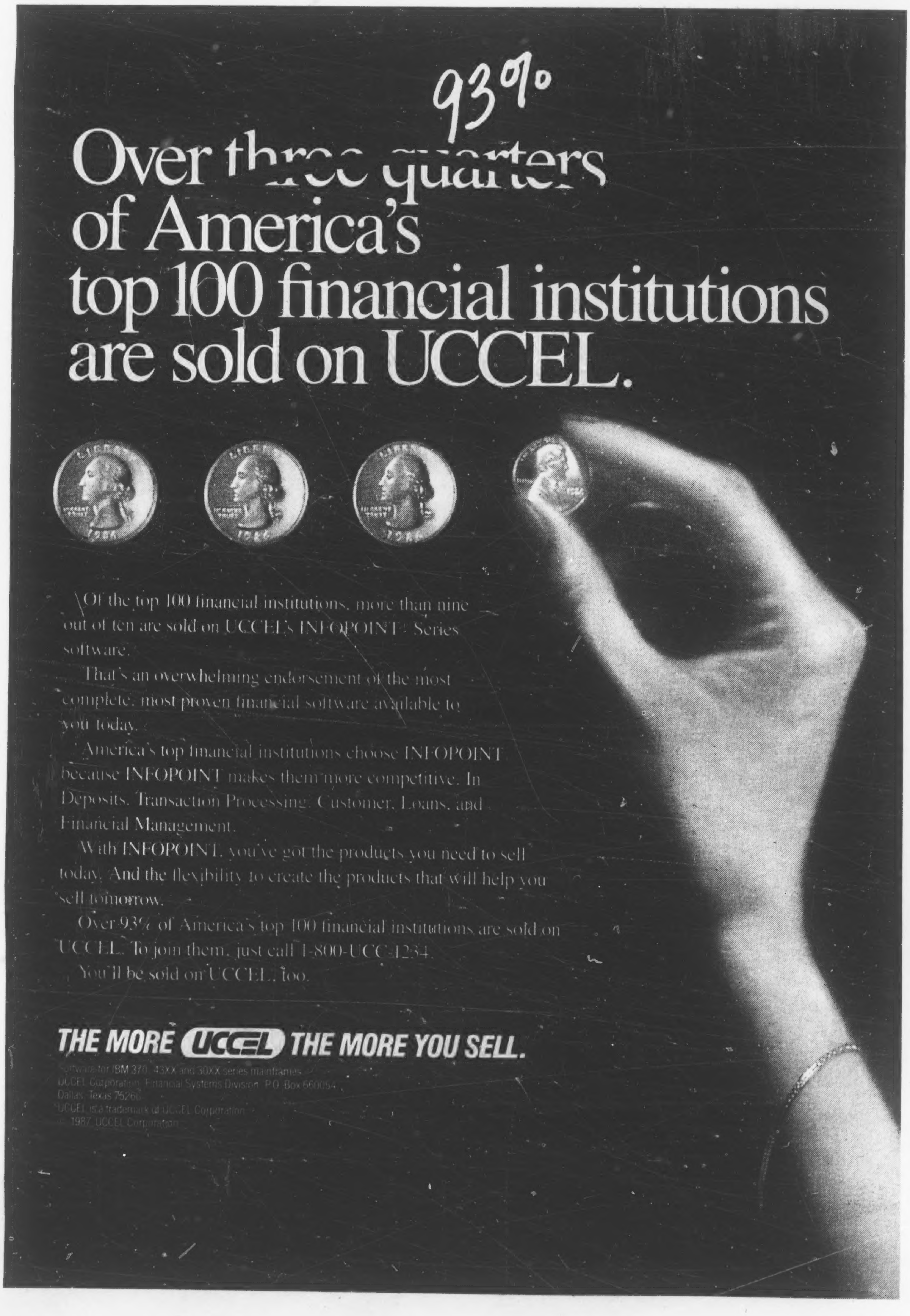
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Continued from Page 18

to warrant, to any great extent, attention to the issue of debit card acceptance.

"We have too many other things on our minds these days, such as the interest-rate issue, the impact of third-party credit cards [bank cards and American Express cards] on our sales, and bad debts."

Mr. Sweeney also complained that in a recent presentation about Entree, "I heard nothing about any input from retailers, and particularly from department stores, in the process. I don't see that systems such as Entree are going to succeed very quickly without some input from the people who are going to have to work with those systems."

Despite the progress — and there has been a lot, much of it at the retail merchants' initiatives — the two industries remain divided for political and economic reasons. Until they coalesce, debits at the point of sale will not match the success of credit cards, something they must do to be truly cost-effective. ■

TECHNOLOGY REVIEW

Grocers Make it Easier To Buy Bread and Butter

Installation of EFT systems enhances customer services and store operations.

By Bill Atkinson

SUPERMARKETS

DON LEWIS WHEELED his grocery cart down the check-out lane at Lucky supermarket in San Jose, Calif.

Instead of paying for his two bags of groceries with cash or a check, Mr. Lewis slipped a plastic bank card through an electronic system called E-Z Checkout. The system debits customers' accounts and makes cash withdrawals.

"I think this is great," says the 46-year-old Mr. Lewis, referring to the system. "I never bring my checkbook and I use this [system] wherever it's available."

With electronic funds transfer (EFT) systems, grocery stores like Lucky are aiming to provide more services, such as automatic approval of checks, speedier check acceptance by grocers, and the ability for customers to buy food with special plastic debit cards.

Why all the fuss about the electronic systems? Grocery store chains are trying to capture more customers by offering improved convenience services, reduce the number of bounced checks, and boost employee productivity.

EFT service "is the wave of the future," says Bob Huck, vice president of retail operations at Fry's Food and Drug Stores, a retail chain based in El Sobrante, Calif. "In time every store will have this service. At some point, stores are going to have to have this or they won't be competitive."

Fry's Food plans to install an electronic system soon in its 25 stores. Mr. Huck would not be specific about the type of system the chain will use or when equipment installation will begin.

"Any time you can give your customer more service and better service, you have a competitive advantage," he says.

Customers Indicate Success

But the key to success with the electronic systems will be customer acceptance. "This is really uncharted waters," says Virginia Miller, treasurer of Vons Grocery Co., based in El Monte, Calif.

Vons installed a test system that approved checks electronically in five stores in July 1985. The company's goal was to establish a check cashing card that customers could use throughout the Vons chain.

"We were pleased with the results" of the test system, says Ms. Miller. It accomplished improvements in check-out time. "Customer acceptance has been favorable. We have seen continued growth in the percent of transactions that are processed electronically."

After having worked out the bugs in the system, the company is gearing up to expand the system to three more stores in Burbank, Calif. It then plans to equip all of its 180 stores with the system.

"We think the [electronic balance system] concept is really a good fit for the supermarket business," Ms. Miller says. "It allows a couple of things. I think there are still a lot of our customers who like to write checks on uncollected funds. This [system] gives them two days of float. Also, I think people perceive it as a new benefit for them to make check-out [transactions] faster."

She added that the electronic check-approval system speeds up the check-out line 10 seconds per customer.

Meanwhile, Lucky Stores Inc. of Dublin, Calif., and Safeway Stores Inc. in neighboring Oakland are not about to fall behind Vons.

Safeway launched a pilot study last January in two of its stores, installing a system that electronically debits a customer's bank account.

Bill Atkinson is a reporter for the San Jose Business Journal.

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Biggest Banks Hold Dominant Position in Use of Technology

→ **Continued from Page 1**

BankAmerica Corp.

Citicorp alone spent between 10% and 11% of the $8.2 billion that the entire banking industry spent on systems technology in 1985. McKinsey predicted that Citicorp's share will rise to 14%-15% of an industrywide technology budget that should exceed $17 billion in 1990.

McKinsey said that the technological gulf between big and small institutions has exacerbated the decline in small banks' profitability while leaving the bigger banks in a stronger position to compete.

"We believe that this deterioration in performance of [smaller] banks is due to the competitive weakness of the smaller banks relative to the large banks in a deregulated environment," McKinsey concluded.

McKinsey regarded technology, or lack of it, as a contributor to this deterioration, which occurred concurrently with weakness in the agriculture, petroleum, and some real estate loan markets. While this was happening, Citicorp and several other leading holding companies in effect took control of the technology market, leaving less resourceful competitors behind in the dust.

After many years in which the small banks' return on assets exceeded that of major money center and regional firms, the ROA of Salomon Brothers' 35-member "large bank universe" in 1985 equaled the .61% ROA of the nation's other 14,435 commercial banks.

Since 1979, the smaller banks' return on equity has trailed that of the Salomon group. In 1985 the big banks' ROE was 12%, almost half again as much as the rest of the industry's 8.5%.

"The divergence in economic performance between the large banks represented by the Salomon Brothers 35-bank universe and other banking institutions has been paralleled by a similar schism in effective investments in technology," the investment banking firm said. Its report was written by a team of banking analysts led by Thomas H. Hanley.

From 1981 to 1985, the 35 big banks spent $16.2 billion on computer hardware, applications development, telecommunications, and related support. The 35 outspent the more than 14,000 other banks by $2.1 billion.

Between 1986 and 1990, the big banks will spend an estimated $40 billion, Salomon said, 2.5 times their technology spending in the first half of the decade and almost double the $22.8 billion that the rest of the industry will spend in the same period.

The $8.2 billion spent by the entire industry in 1985 "represents more than 10% of total industry operating expenses of $80 billion and more than half of all estimated discretionary expenditures," Salomon Brothers said.

"Over the 1981-85 period, the 17.6% annual growth rate of systems expenses was significantly higher than the 10.5% growth rate of industrywide operating expenses," the firm added. "In our opinion, this differential in growth rates reflects a transfer of the work effort to automated systems from traditional manual processes. We expect this differential to remain constant, and to possibly even increase, over the next five years."

Concentration at the Top

As in its last small book on the subject — "Technology in Banking: A Path to Competitive Advantage," May 1985 — Salomon Brothers analyzed bank performance in a technological context.

McKinsey's data showed that technology spending is highly concentrated even within the group of 35 major institutions on Salomon's list. The 14 holding companies with at least $100 million in annual technology expenditures accounted for 51% of the entire industry's technology spending in 1985.

The analysts separated those top 14 into two groups: seven "superplayers" whose individual spending exceeds $200 million and who together accounted for 32% of total industry spending in 1985; and seven "big players" with 19% of the aggregate.

The first 13 institutions on the McKinsey-Salomon ranking were the nation's 13 biggest holding companies at the end of 1986. J.P. Morgan & Co., fourth when ranked by assets, fell into the lower tier of technology spenders, while First Interstate Bancorp, the ninth biggest in assets, earned "superplayer" status.

Norwest Corp., Minneapolis, despite its rank as the 24th largest holding company by assets, was 14th in technology spending.

Greater Performance Disparity

McKinsey characterized most of the big banks as "running well in a fast pack."

"Nevertheless, we also believe that the pattern of increasing disparity in performance shown over the past five years will continue," said the report, the principal author of which was McKinsey principal Thomas D. Steiner. "In other words, in a deregulated environment the winners will win by a greater and greater margin, and conversely the losers will fall increasingly far behind."

While it deemed banks' attention to technology essential, McKinsey urged technology managers to learn "the new rules of the road for competition in a deregulated, highly electronic environment."

The consultants warned against "overcapacity and overcompetition," which result when too many banks duplicate each other's investments in similar areas. It has already happened in international funds transfer systems, McKinsey said, affecting most money center banks.

"We believe that large banks generally, and the superplayers particularly, will need to develop new approaches to avoiding overcapacity," the report stated.

Seven companies — six of them not in the top 14 — won praise for using technology in specialized niches to increase their returns on equity. They are:

- State Street Boston Corp., which McKinsey said gets 40% of net income from services to mutual funds, credit card customers, and other data processing clients. These raised what would have been a 13% return on equity a full five percentage points, to 18.1%.
- The Bank of New York Co., whose mutual fund processing, government securities clearing, and institutional trust and custody services accounted for 30% of 1985 net income and raised ROE by about three percentage points to 14.6%.
- CoreStates Financial Corp., Philadelphia, whose Mac electronic banking network, payments clearing, and trust processing operations brought in 31% of net income and raised ROE three points to 13.4%.
- PNC Financial Corp., Pittsburgh, whose corporate cash management, corporate trust, and mortgage servicing business contributed 13% of net income and two points of a 17.3% ROE.
- First Chicago Corp., whose information products, payment systems, and remittance processing businesses produced 18% of net income, raising ROE by 150 basis points.
- First Wachovia Corp., Winston-Salem, N.C., whose student loan processing, mortgage servicing, and trust services added 7% to earnings and 1.4 points of a 19.6% ROE, highest of the 35 banks.
- Banc One Corp., Columbus, Ohio, whose check and credit card processing services added an estimated 8% to net income and one full point of a 17.3% ROE. ■

MEMORY BANK

Following are the answers to the Memory Bank Quiz on page 4.

1. Great American. (Great American Bancorp will sell its name to Great American First Savings Bank.) **May 26, page 6 : column 3.**

2. Mr. Magnani was denying parts of a story from Japan's Kyodo News Service, which reported last week that on a business trip to that nation on May 30, BankAmerica chief executive A.W. Clausen would solicit buyers for a portion of at least $1 billion in securities that BankAmerica plans to issue. **May 27, 1:4.**

3. Provident Bank of Maryland. **May 27, 20:1.**

4. Under the amendment, foreign bank operations that were grandfathered under the 1978 International Banking Act would not be permitted to expand during the bill's one-year moratorium period. **May 28, 1:2.**

5. Norwest Corp. **May 28, 2:1.**

6. Chase Manhattan Corp. **May 28, 3:1.**

7. Commercial and retail banking. **May 28, 3:2.**

8. Reuters. **May 28, 5:1.**

9. Canadian regulators do not include specific or general loss provisions in capital. **May 29, 2:3.**

10. The suspect wrote his holdup note on the back of a card from his parole officer. The card had the officer's name on it, along with the date and time of their next appointment. **May 29, 25:1.** ■

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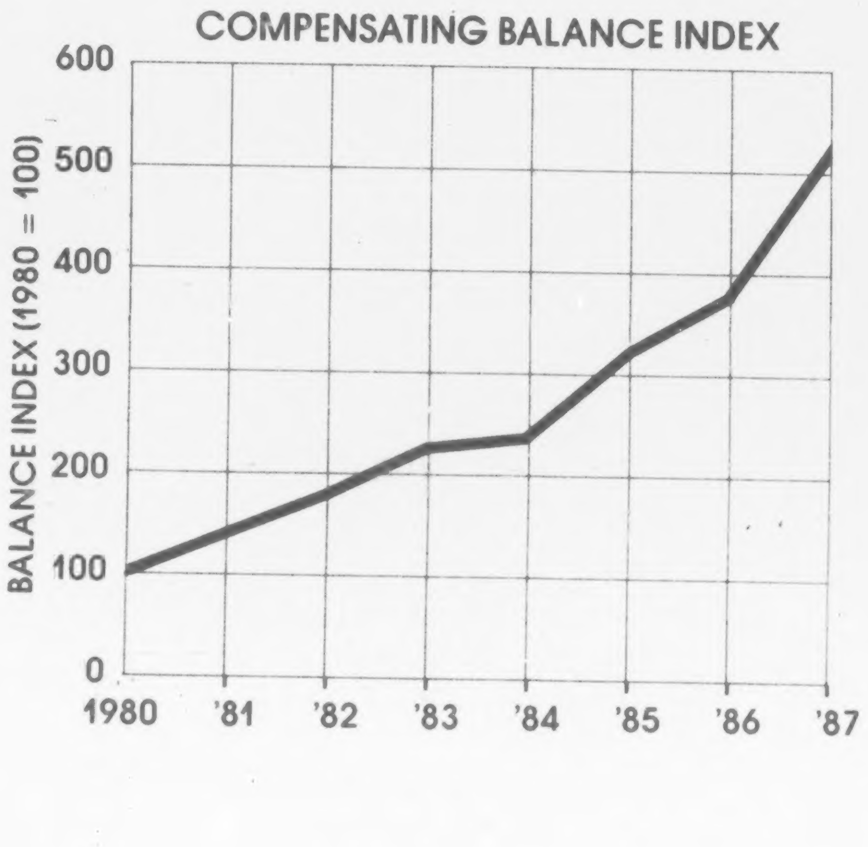

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Quote

We don't want to operate under a cloud.

Ken Herz, a Chemical New York vice president, on the ambiguity created when the Fed approves but Florida still bans acquisitions of limited-service banks by bank holding companies [Page 1]

Unquote

Chemical Challenges Florida Law On Nonbank-Bank Acquisitions

By BARBARA A. REHM
Washington Bureau

WASHINGTON — With a Federal Reserve Board victory in hand, Chemical New York Corp. charged in a federal court on Monday that Florida's 1984 law banning acquisitions of limited-service banks by bank holding companies is unconstitutional.

The Fed on Friday voted unanimously to permit a Chemical subsidiary, Chemical Trust Company of Florida NA, Palm Beach, to become a limited-service bank and thereby accept deposits and make consumer loans. Chemical Trust will not be allowed to make commercial loans, which means it will not be a "bank," according to the Fed.

Since 1982, Chemical Trust has operated as a federally chartered trust company, offering investment advice, as well as fiduciary, custody, and agency services.

Chemical's new limited-service facility is an expansion of an existing subsidiary, not a new entity. In October 1986, an appeals court in Atlanta ruled that the Fed was authorized to allow New York's U.S. Trust Corp. to expand the powers of its Florida trust company. The Fed's decision does not violate a February 1985 court order prohibiting the Office of the Comptroller of the Currency from chartering any new nonbank banks.

In its approval, the Fed devoted 15

Chemical: Page 30 ➼

Dollar Dry Dock's Financial Centers Are NY's First 'Branches of the Future'

By JEFFREY KUTLER

NEW YORK — Neither Citibank nor Chemical Bank nor any of the other big commercial banks will be the first in New York to convert all of its retail branches into futuristic financial service centers.

That distinction will go to the Dollar Dry Dock Savings Bank, the eighth largest thrift institution in New York State.

By the end of this year, all 23 Dollar Dry Dock offices will breathe life into the artists' renderings that many bankers have been using to project the "branch of the future."

Next week, Dollar Dry Dock heralds its financial center strategy with a grand opening celebration at one of its largest midtown branches, coinciding with a television advertising blitz that is rare for this bank.

As in the artists' drawings that have circulated widely in the bank marketing community, Dollar Dry Dock offers everything from stocks to airline tickets in a setting that more resembles a department store than a typical bank branch.

"We have created a true retail environment. We wanted it to be as inviting to a customer as if he or she were coming in to browse for shoes or a shirt," explained Bruce C. Long, a Dollar Dry Dock executive vice president.

To make the financial center pleasing to the eye, the bank retained Turner Associates as design consultant. It is the architectural firm used by Bloomingdale's, whose flagship department store sits across Lexington Avenue from the headquarters of the old Dry Dock Savings Bank.

The bank, reconstituted since the

Dollar Dry Dock: Page 10 ➼

Merger Will Create Largest Software Firm

Computer Associates to Acquire Uccel with Stock

By DAVID O. TYSON

SAN FRANCISCO — Computer Associates International Inc. and Uccel Corp. announced on Monday that they plan a merger to form the biggest independent vendor of software.

In their latest fiscal years, the two companies had combined revenues of $450 million. Computer Associates proposes using about $800 million in stock to acquire Uccel, a major seller of systems software and bank applications packages.

The merger plan was disclosed at a press conference in New York, not at the national operations and automation conference here. But when word spread, it was Topic A among those attending the annual gathering sponsored by the American Bankers Association.

Investors enthusiastically greeted the announcement. In late afternoon trading, Uccel stock changed hands at $43.50 on the New York Stock Exchange, up $11.50 from its closing price on Friday.

Computer Associates, based in Garden City, N.Y., is a major international vendor of systems software for IBM mainframes, primarily the DOS operating system. It also sells applications software and microcomputer software, but none for banks.

The Dallas-based Uccel, in addition to its prominent position in the market for bank applications software, is a major vendor of systems software for IBM mainframes. Its systems division deals mostly with the OS operating system, although an acquisition has put it into DOS systems as well.

DOS is an operating system for

Merger: Page 30 ➼

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American Banker

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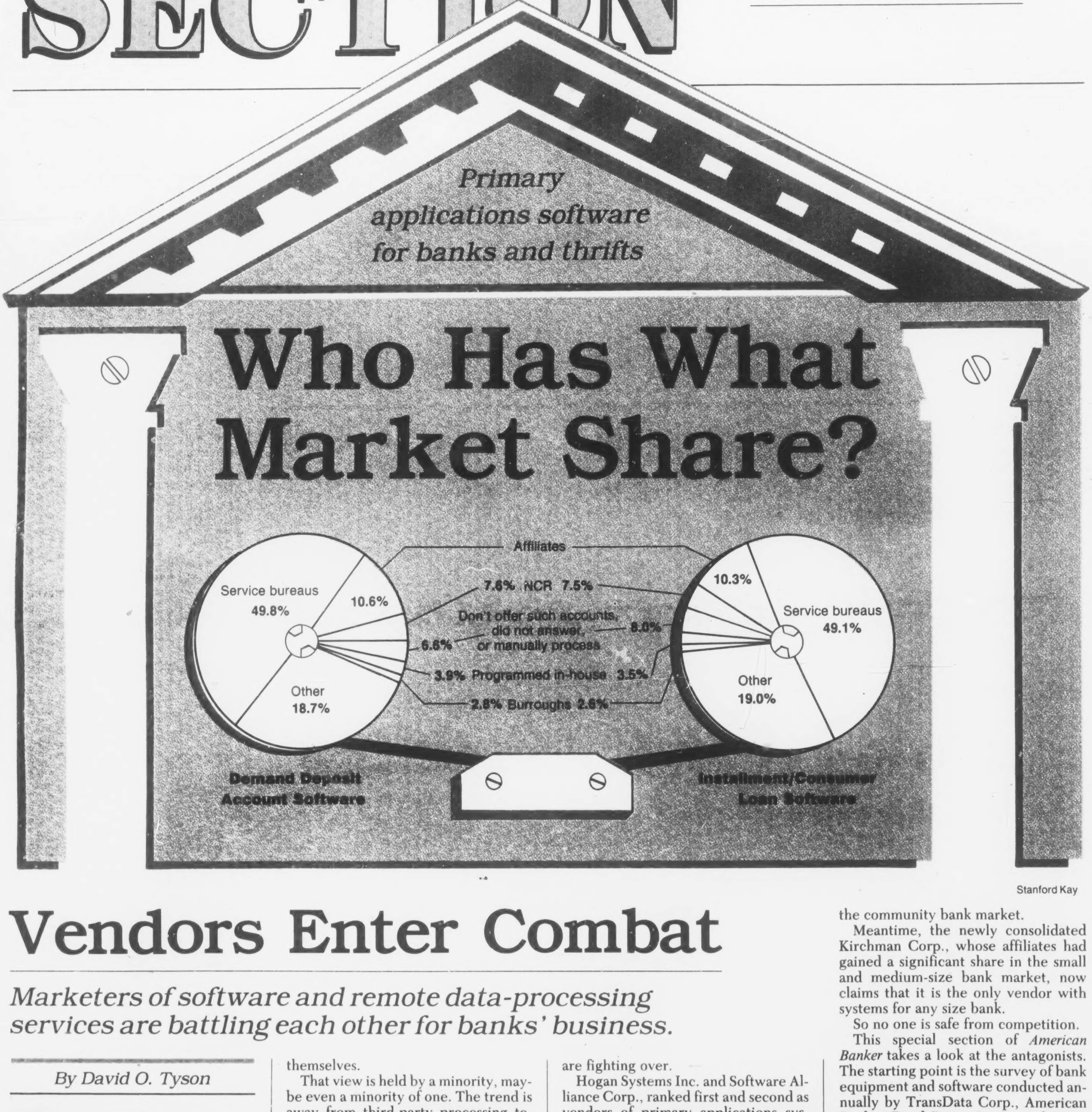


Stanford Kay

Vendors Enter Combat

Marketers of software and remote data-processing services are battling each other for banks' business.

By David O. Tyson

IT MAY NOT be as unsavory as free-for-all mud wrestling, but a battle royal is under way in the arena of banking applications software.

The combatants are mostly the vendors of the software. But joining in also are the vendors that use their own computers to do the job for the banks by remote processing, relieving the institutions of the expense and bother of acquiring and running their own systems.

MTech, the biggest remote processor of all, vows to win back banks that have shifted to in-house processing. Darwin Deason, MTech chairman, predicts only 50 banks will end up doing it themselves.

That view is held by a minority, maybe even a minority of one. The trend is away from third-party processing toward in-house processing. And the in-bank market is what software vendors are fighting over.

Hogan Systems Inc. and Software Alliance Corp., ranked first and second as vendors of primary applications systems to the largest banks, are breaking out of their niche and expanding into the community bank market.

Meantime, the newly consolidated Kirchman Corp., whose affiliates had gained a significant share in the small and medium-size bank market, now claims that it is the only vendor with systems for any size bank.

So no one is safe from competition.

This special section of *American Banker* takes a look at the antagonists. The starting point is the survey of bank equipment and software conducted annually by TransData Corp., American Banker•Bond Buyer Inc.'s market research subsidiary in Salisbury, Md. It shows who held what share of the market last year.

In the TransData tally for year-end 1985 — the latest available — NCR Corp. was far and away the leader in demand deposit account systems. Since this is the most basic bank applications software, it is useful as a market share proxy.

According to TransData, NCR systems are used in 23% of the banks that

Continued on Next Page

David O. Tyson is an American Banker associate editor.

Banks May Do More In-House Processing

A comprehensive survey of the market for banking applications software shows NCR Corp. is the leader by far in sheer numbers of clients.

Though banks are considered pioneers in automation, the TransData Corp. survey also reveals that little more than a third of them use their own computers to run such basic banking functions as checking accounts and consumer installment loans. In-

Continued on Page 18

> ***"The trend is away from third-party processing toward in-house processing."***

Continued from Previous Page

do their checking account processing in-house. Its clients are bunched at the low end of the market.

Tables summarizing the TransData survey of demand deposit account and installment/consumer loan software appear on pages 18 and 19. Accompanying articles discuss the results (page 11) and explain the methodology (page 19). A related table with article shows the overall market for mainframe host computers among banks and thrifts (page 17).

Software Agreements

Unlike NCR Corp. and Unisys, International Business Machines Corp. (IBM) sells no banking applications software of its own. Until last year, it sold scarcely any such software at all, leaving the market entirely to the legions of third-party vendors. But a widely accepted precept is that software sells hardware. Recognizing this, IBM has entered into two key marketing agreements with developers of banking applications systems.

In May 1986, IBM struck its famed deal with Hogan, in effect making a partner of that Dallas firm. IBM now markets all Hogan software in North America, so it has plunged into the market for applications systems at the big banks, Hogan's niche. And on March 1 this year, IBM and Kirchman signed an agreement to jointly market systems to community banks.

Bradley Stertz discusses what this means to Kirchman, in an article on page 16. The 19-year-old Orlando, Fla., company is owned 100% by its founder, Kenneth P. Kirchman, whose Dimension line of software is designed for different size banks, from smallest to largest.

Mr. Kirchman expects Dimension 5000, a package still in development, to solve the problem of meshing incompatible systems when banks merge. It will act as a computer bridge so a big bank's systems can communicate with any small bank's Dimension systems.

Though NCR has more mainframes installed in more depository institutions than any other manufacturer, it has been losing market share, mostly to IBM. Why? It had no software for big banks. So when big banks have acquired little banks using NCR, they both have ended up on the big banks' IBM systems, as John Byczkowski reports in an article on page 20.

NCR is coming out with its answer to that problem, breaking out of its small-bank niche to introduce an integrated package called Universal Financial System, or UFS. It is in beta test at seven sites and slated for delivery in September or October. Not surprisingly, in view of the experience of Anacomp Corp., Hogan, and Uccel Corp., NCR has run into delays in bringing the integrated system to market. The target is medium-size banks, with $250 million or more in deposits.

UFS has a feature that enables bankers instead of programmers to write programs. Using what NCR calls Element Structured Programming, a marketing manager and systems analyst can sit at the keyboard of a personal computer and create a new deposit or loan product by selecting blocks of code already in the machine.

Such capabilities in this and other fourth-generation software systems are expected to spur the move toward in-bank processing. They do away with much of the expense of maintaining a staff of professionals to rewrite and modify software as the market demands new products and regulators demand new procedures.

Introducing New Software

One software vendor using fourth-generation languages to shorten the development cycle is Unisys, formed last year in the merger of Burroughs Corp. and Sperry Corp.

As Marc Meltzer reports in the article on page 14, Unisys was to take the occasion of the American Bankers Association's National Operations and Automation Conference in San Francisco to introduce international banking software packages developed completely from fourth-generation languages.

Unisys sees spending for financial software growing by 20% to 25% annually, much of it coming from institutions updating their old software. And it believes the central information file, or customer information file, will be most in demand as the pivot for integrated systems.

A number of software vendors also are in the service bureau business, doing the data processing for banks either on-line or in batch mode, either by themselves or through affiliates. One of these is Systematics Inc. of Little Rock, Ark., which the TransData results show to be a major factor in the medium-size bank and thrift applications software market.

Others are M&I Data Services, Milwaukee; Datalink Systems Inc., a Mellon Bank affiliate; and NCR. But the biggest is MTech, a subsidiary of MCorp, the Dallas bank holding company.

MTech last year realized about 20% of its $200 million revenues from software. But as David LaGesse reports in the article on page 13, it now will emphasize the software that enables its data processing customers to interface with its own computers.

In-house processing will fade, in the MTech view of things to come. Mr. Deason says that by 1990, no bank with less than $10 billion in assets will depend on its own computer.

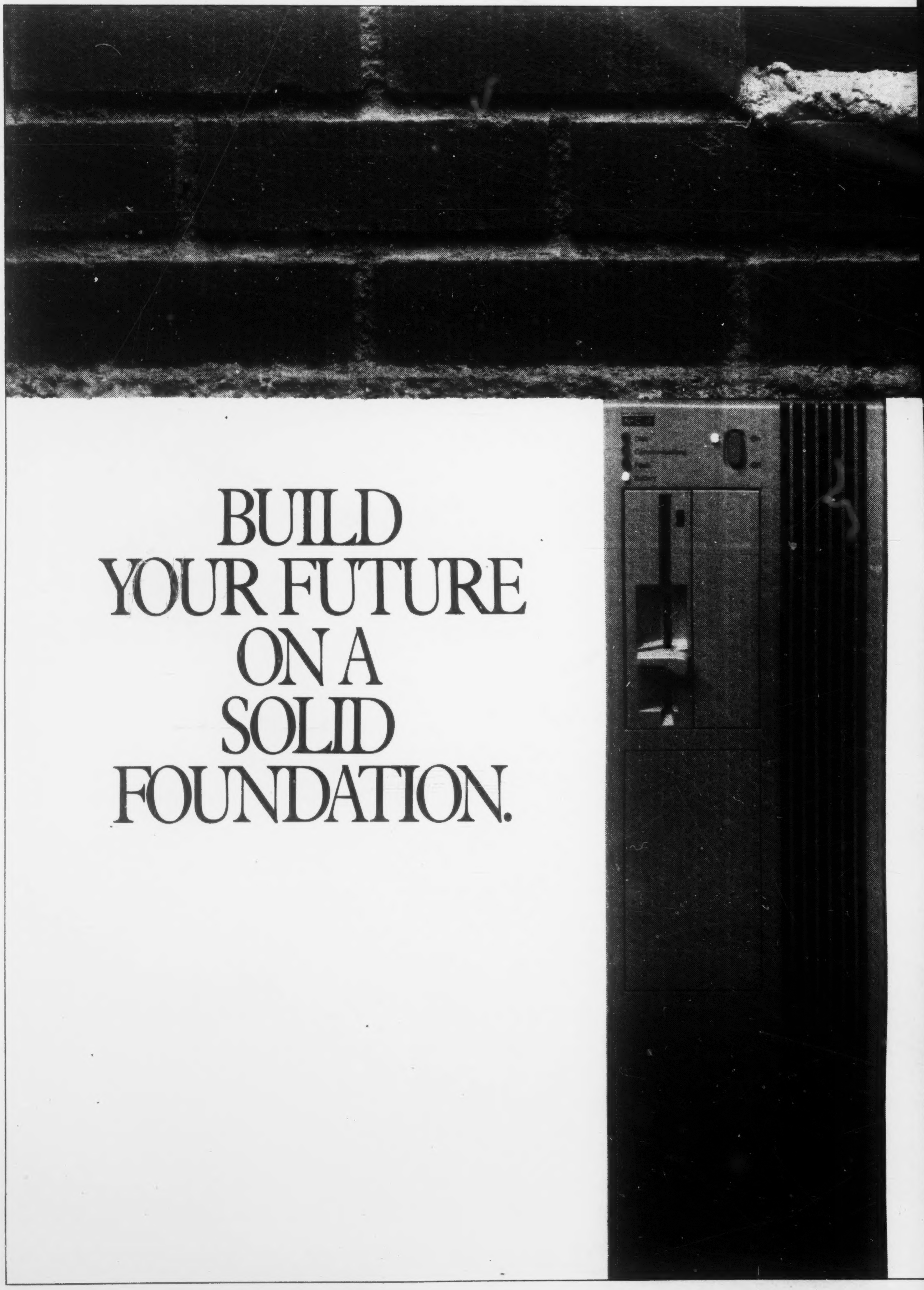
MTech is one of a number of software vendors that trace their origins to the programming departments of banks. Their founders had written the applications software for their institutions and, when it worked well, they figured "Hey, why don't we sell this to others and make some money?"

Yvette D. Kantrow profiles four of these bank-affiliated vendors, starting on page 22. They claim to have a better appreciation of bankers' needs because, after all, they were bankers themselves at one time.

Mellon Bank is the maverick of the group. It is about to offer integrated software developed outside its own shop, by Data-Link Systems of South Bend, Ind., which it acquired in February 1986.

Furthermore, Mellon does not subscribe to the MTech view that most banks will rely on service bureaus eventually. Its strategy is to convert its service bureau clients to software licensees.

Maybe the two could strike a deal: Mellon takes over MTech's software licensees, MTech takes over Mellon's remote processing clientele. ■



TECHNOLOGY REVIEW

The Heart of Processing?

Though many disagree, a vendor of remote data processing says banks will abandon in-house processing.

By David LaGesse

THE COMPUTER ROOM of MTech's new building outside Dallas features walls with windows to allow visitors a look at the Buck Rogers-like equipment inside. The view is one that may impress customers with what MTech officials are convinced is the future heart of financial data processing.

Armed with its impressive hardware and a wide array of software, the company bases its strategy on the view that more banks will abandon in-house computers for the service of a third-party processor to address their basic needs. MTech already is the largest vendor of data processing services for banks.

Software markets will largely fragment, and the widest opportunity is in specialized applications — pieces of the bigger pie, according to the MTech scenario.

The company, which earned about 25% of its $200 million in 1986 income from software, will concentrate on programs that control electronic funds transfers and manage credit cards and credit unions. It also will focus on such new specialties as electronic distribution of food-stamp benefits.

"We think it has paid off not trying to be all things to all people," says Charles M. Young, president of the corporate services group at MTech, which includes its software products.

The market instead will shrink for all-purpose programs that serve banks, predicts Darwin Deason, MTech's chairman.

"Maybe only 50 banks in the country will end up with their own computers that run a fully integrated system," says Mr. Deason.

In this view, Mr. Deason and MTech fly in the face of the widely held belief that a trend is under way for service bureau customers to bring their data processing in-house.

Flush with cash from a stock offering in December, his company is staked to widen its swath through the world of computers in financial institutions. Combined with a $103 million debenture offering in March, the capital gives MTech a formidable war chest that will continue its 30% annual growth — with about half to continue coming from buyouts.

Most of the acquisitions will come in data processing, or the support services that bring recurring income, such as the purchase in May of a microfilm company, says Mr. Deason.

"We're concentrating on the long-term contracted types of services," he says.

Running Software with a Smile

MTech

To encourage use of its processing centers, MTech has gone so far as running any major banking software on its IBM computers, with a smile.

Only in the last year and a half has the communications technology been available to allow banks to decentralize their data facilities, says Mr. Deason. Satellites have provided for timely transmissions from remote sites.

Banks with assets of $500 million to $2 billion will largely convert to the MTech type of service within the next couple of years, he says. (Of the 312 banks in that size group at the end of 1985, a TransData Corp. survey shows 146 used vendor software, 84 used in-house software, 40 did their processing through holding company affiliates, and 26 used third-party processors, such as MTech. The remaining 16 did not respond.)

The urgency will vary because of a bank's location, says Robert A. Heckman, MTech executive vice president. The farther a bank is from a large, perhaps money center competitor, the more likely it will feel it can compete locally with data processing facilities, he says.

Recent surveys indicate that the trend of banks taking their basic computer needs in-house in recent years "is substantially slowing now," says Mr. Heckman.

By 1990, Mr. Deason predicts, no bank with less than $10 billion in assets will depend on its own computer.

Third-party processors, then, "I think are the key to survival for midsize banks," he says.

MTech has de-emphasized its own bank integrated applications software. MTech will enhance its own system designed for a bank's basic needs — its Bank Management Information System. "But we won't be enhancing it to sell it as a software product as such," says Mr. Young.

About 600 banks now use the MTech integrated software that interfaces with the firm's data processing service.

The bulk of its specialized software customers come in the funds-transfer area, which complements the MPact network of automated teller machines that MTech also operates. MTech's wire transfer systems have attracted a number of the nation's largest banks, and the company acquired its specialty in serving credit unions through an acquisition in 1986.

Acquisitions come more easily in a decentralized view of data processing, says Mr. Deason. They fit more easily into his description of MTech as a "holding company" for a variety of data services, each a product in its own right.

Interplay between the business lines at MTech becomes less important. The economies of scale will come in common hardware and support.

"Every key manager is still here from 16 acquisitions so far," he says.

David LaGesse is American Banker's bureau chief in Dallas.

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Addressing the Needs Of Financial Services

Unisys plans to aggressively market software that answers the diverse requirements of financial concerns.

By Marc Meltzer

EVERY BANKER who wants to compete with a brokerage firm, an insurance company, or a travel agency, or wants his bank to merge with another, becomes a target for Mark Roberson.

For Mr. Roberson, vice president of the Detroit-based financial systems division of Unisys Corp., change cannot come quickly enough.

"Bankers today may not be doing the same kind of things next year and the year after," he said. "They may be offering insurance, offering brokerage services, offering travelers services.

"They will need a computer system with the architecture that lets them grow the product, enhances the product quickly, and is responsive to the requirements of the market, and that enables them to do this without great expense. They're looking for systems that are flexible, easily modifiable, and can accommodate to the changing environment in which they operate.

"And it is also important that the software and the system they buy be able to coexist with systems from other companies and other banks. As they get into a network with merger and acquisition activity, it is important to tie systems together of different institutions, without converting to new systems."

Mr. Roberson sees Unisys playing an important role helping banks that are changing rapidly to change successfully.

Unisys was formed last year from the merger of Burroughs Corp. and Sperry Corp. Besides commercial banks, the company is addressing change in the savings and loan, savings bank, and mortgage banking industries. But analysts are unsure about the role Unisys will play in financial services.

"It's never been terribly clear to me what the Burroughs software product really is," said Cato D. Carpenter, computer services analyst at Alex. Brown & Sons, Baltimore. "Since vendors are selling all the IBM software, it's of little consequence what Burroughs is up to."

Noting that IBM mainframes dominate the financial services industry, Mr. Carpenter declared: "No IBM mainframe user would convert to Burroughs. So they [IBM end-users] don't really care what Burroughs is doing. So much software runs on IBM [systems] that Burroughs customers are converting to IBM" products.

Mr. Carpenter said Unisys likely will press on with a defensive strategy and continue to be successful selling software to its existing base of hardware users.

About one-third of the former Burroughs business was in the financial services industry, and Sperry served big banks overseas, said Michael Geran, a computer analyst at E.F. Hutton & Co. Inc.

"Historically, Burroughs has had good operating systems and very efficient software, but they've been a little bit of a laggard versus independent third parties in software applications," he said.

Mr. Geran said the company is "devoting more resources, trying to expand the product software it works on, working more aggressively with third parties."

Old Software, New Opportunity

Unisys stresses the financial services business largely because it believes many institutions are candidates for updating their computer software.

"These are areas that have older software application packages that are looking for updated solutions," said Mr. Roberson.

"The spending rate by these institutions for new software is high. They're looking for solutions and looking for packages now as opposed to doing inhouse developments.

"We see the growth rate of expenditures for financial software running at 20% to 25% annually, a very attractive rate for many ventures," he said.

UNISYS

The cost of developing software and maintaining it is escalating, largely because of the age of many users' systems. "The talent to maintain the old software is getting scarce as new packages have become available," Mr. Roberson said.

Many banks developed existing software internally, but Mr. Roberson said the trend is away from that because of the cost of developing and maintaining it. Also, because of rapid change, banks are finding that software can have a short product life.

The industry's greatest demand, he said, is for central information file systems, sometimes called customer information files. The software provides a data base on customers to enhance cross-selling and account profitability analysis.

Many older software packages were not integrated so they could not offer effective central filing. Some of the packages go back 20 years, although they have been updated over time.

"That is why it is important to have a central information file," Mr. Roberson said. "You can pull [information about] an entire relationship a custom-

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Marc Meltzer is a business writer based in Philadelphia.

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> ***"The talent to maintain the old software is getting scarce as new packages have become available."***
>
> ***— Mark Roberson***

er has with a bank. If a customer service representative sees that you have a checking account, a loan, and a credit card, she might suggest you open a savings account or a Christmas Club."

$40 Million Plus from Licensing

Newer packages also have been created by the company for demand deposit accounting, savings accounting, time deposit accounting, mortgage loans, installment loans, commercial loans, general ledger, trusts, check processing, and wholesale banking.

Like NCR Corp. but unlike IBM, Unisys writes applications software for its hardware. Other software products come from third-party developers, and Unisys sells those products through marketing arrangements.

Newer software addresses needs for branch automation and networking. It ties together tellers, the new account desk, loan desk, and bookkeeping department, linking them into a centralized system.

Software that provides departmental solutions also is being sold to assist in specialized operations in the bank, such as insurance, trust, and brokerage.

Mr. Carpenter said Unisys likely will grow at an acceptable rate simply because the market for software is so good. "But it's bleak in terms of gaining market share," he said.

The TransData Corp. hardware and software survey for 1985 shows Burroughs had its mainframes in 22% of the banks and thrifts that do their data processing in-house, and about 8% use Burroughs' software for two of the most basic applications — checking accounts and consumer installment loans.

The Unisys financial systems division sells software, hardware, and installation and support services through the 1,500 sales and sales-support personnel throughout the world. They come from inside the company, from banks, and from consulting firms.

Customers do not actually buy the software. The company licenses it, with an option to obtain support services.

About $40 million to $50 million in revenues will come this year from software licensing, including professional services and consulting. Mr. Roberson said he could not provide a breakdown for international operations.

"One of the challenges we face is the stream of products, the diverse requirements of the financial services industry," he said. "Certainly, the cost of developing these is a challenge. To combat that, we're utilizing fourth-generation languages to shorten the development cycle."

Such fourth-generation-language packages are software for writing software. They enable end-users to do the programming themselves, without depending on professional programmers.

Part of the expense, Mr. Roberson said, is development time. The longer the time, the more risk the producer takes that the software, when it does appear in the marketplace, will be out-of-date.

A Neglect of Marketing

Mr. Roberson said there is "no clear leader today in applications software. There are a lot of people with a little piece of the market for software. That is why an opportunity for a leadership position can be claimed."

However, he noted that a number of third parties represent formidable competition, such as Hogan Systems Inc., which has an agreement to provide software for IBM to sell.

Unisys has entered into a number of such joint-marketing agreements. For thrift industry software, it has deals with Information Technology Inc. of Lincoln, Neb., for Infotech software; and with Modular Information Systems Inc. of Orlando, Fla., for Miser software. For commercial bank software, it has an agreement with McDonnell-Douglas Banking Systems Inc. of Birmingham, Ala., for PBS and Premier software. And for credit union software, it has an agreement with Electronic Processors Ltd., also of Birmingham, for Vision software.

"We believe we're going after niche markets with key products," Mr. Roberson said. "We believe the big guys won't massively convert, but there are a lot of opportunities to supplement and augment our growth."

For example, at the American Bankers Association National Operations and Automation Conference in San Francisco, the company was to introduce software packages for international banking developed completely from fourth-generation languages.

Mr. Roberson said Unisys, and its predecessor company, Burroughs, failed to adequately inform the financial services industry about its products.

"Not enough people recognize that we're not only a major computer supplier but also a supplier of software solutions," he said. "So we're trying very hard to correct that mistake."

The company is advertising its products more and seeking industry marketing awards that it overlooked previously.

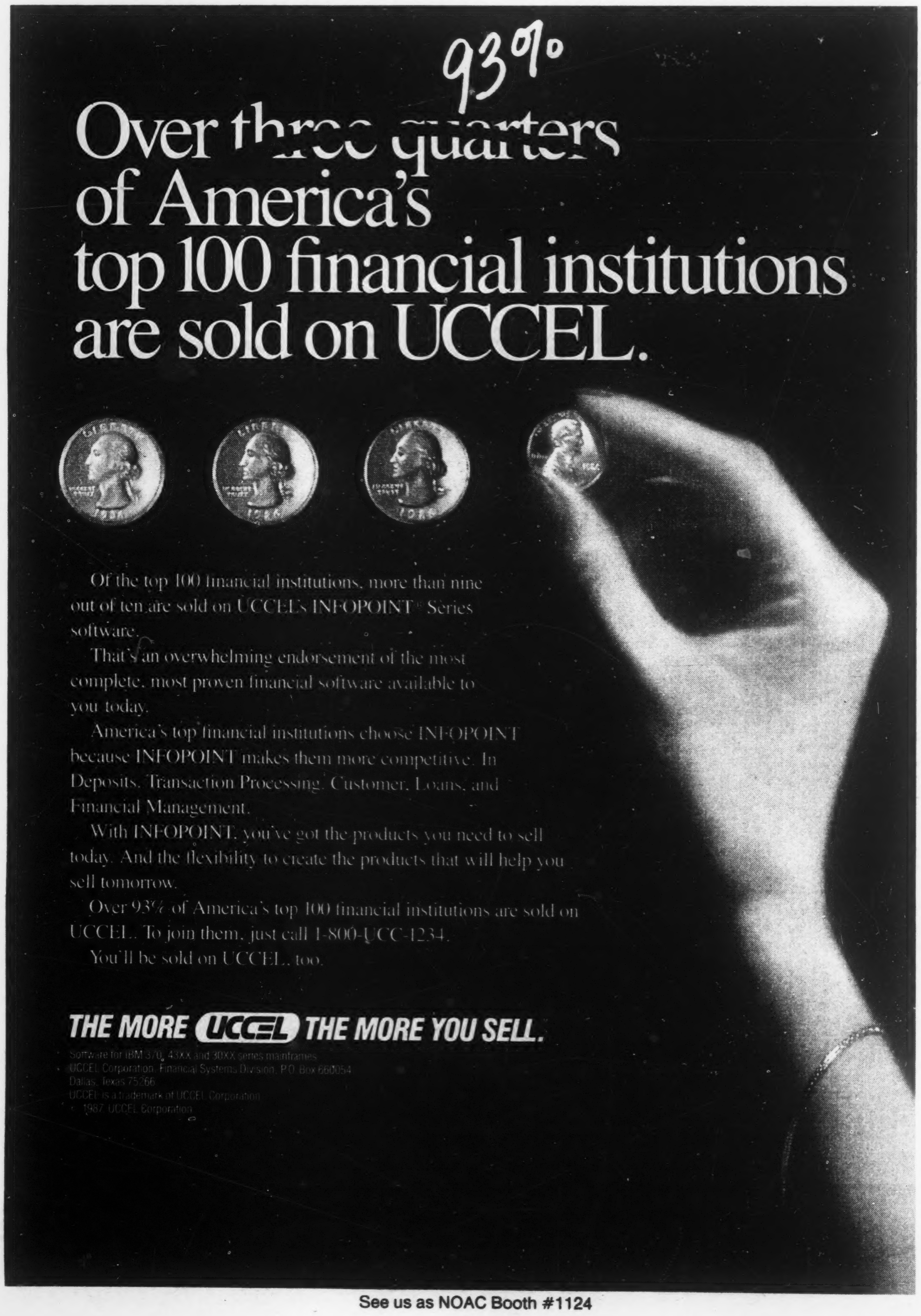
For example, the company was cited by International Computer Programs Inc. for more than $1 million in sales of its Global Financial System and more than $10 million in sales of its Item Processing System software.

But Mr. Carpenter said the company also should learn other lessons.

"The company that spent more time on marketing and sales than on being technically superb was the one that came out ahead," he said. "I imagine IBM always had the edge on sales and marketing over its rivals.

"The customers don't understand what is in the box. The sales guys make the difference. That is true in many ways in the software business, too.

"Some of the more successful software companies didn't necessarily build the best product, but had the best salesmen." ■



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A House Divided By Itself Undergoes Unification

One of the largest bank software companies has consolidated its divisions to improve overall business.

By Bradley Stertz

WHEN GLENS FALLS National Bank & Trust Co. in New York considered changing its computer system, it got strong bids from Florida Software Services Inc., which already was its vendor, and Kencom Inc., which badly wanted a new account.

The problem was that Florida Software and Kencom were really the same company — both subsidiaries of Orlando-based Kirchman Corp. Although privately held Kirchman developed into a major player in banking software in the last few years, the company lost some momentum by competing with itself for the same contracts.

"It reached a point where the setup was self-defeating," Kenneth P. Kirchman, founder, president, and chairman of the company, said in an interview. So on Jan. 1 this year, Kirchman's Florida Software Services, Omni Resources Inc., and Kencom Inc. merged into Kirchman Corp.

The consolidation has helped Kirchman streamline its corporate operations. Rather than having three overlapping sales, support, and finance teams, Kirchman is able to focus all its resources on one overall strategy.

"Eliminating conflicts has allowed us to better respond to what a bank needs for its software," Mr. Kirchman said. "The competitiveness was creating a delay in being able to select the best solution for a bank."

Kirchman's restructuring also could foreshadow an initial public offering for the 19-year-old firm. The company currently ranks among the nation's largest bank software companies, but it bumps up against far larger publicly held corporations. In primary applications software for banks with less than $500 million in deposits, Kirchman's Florida Software a year ago ranked third behind NCR Corp. and Burroughs Corp., now a part of Unisys.

But Mr. Kirchman, 52, strongly denies having plans to issue stock to raise capital to compete against the larger firms.

"I still own 100% of this company and don't see any need for having it any other way," he said. "We have a nice-running company right now without the pressure of shareholders and a board of directors only interested in what their stock is worth and whether it is earning dividends."

Indeed, the corporate structure of Kirchman might not work well under public ownership. Of the firm's 300 employees, only about 20 are involved in sales. About one-third of the staff works in research and development.

"Public software companies will typically spend only 12% to 15% on research," said Michael Newes, senior vice president for Kirchman Corp. "The way we're set up, that would be a big constraint."

Mr. Kirchman insists he has not felt the need for additional capital. One big reason is a recent agreement signed with IBM to jointly market community bank systems.

THE
KIRCHMAN
CORPORATION

Dealing with IBM

The IBM deal basically calls for Kirchman Corp. to provide software when IBM provides hardware. Kirchman gets the benefit of marketing help from IBM, while IBM can go to small banks and offer a total computer package.

Kirchman also expects the IBM pact to boost its market share along with IBM's. Software from Kirchman companies currently is used by 6,000 banks, including banks that rely on other banks for their servicing. Kirchman has discontinued its software for Burroughs systems.

> ***"It reached a point where the setup was self-defeating."***

"We're now a partnership with IBM," Mr. Kirchman said, "in contrast with our previous relationship where we worked at arm's length. We can go in to a banker together and give a total solution. They have a strong track record with hardware and we have the only software that has an answer for a bank, no matter what the size."

The IBM agreement, a major accomplishment for Kirchman Corp., stems from a technological development that saved the company.

From the start, Kirchman's affiliates wrote custom software for each banking client. The strategy worked, but the business had large swings up and down. The growth of the companies was stagnating.

Then Mr. Kirchman struck upon a solution on an airplane trip. Rather than change the data processing packaging for each bank, he wanted software that

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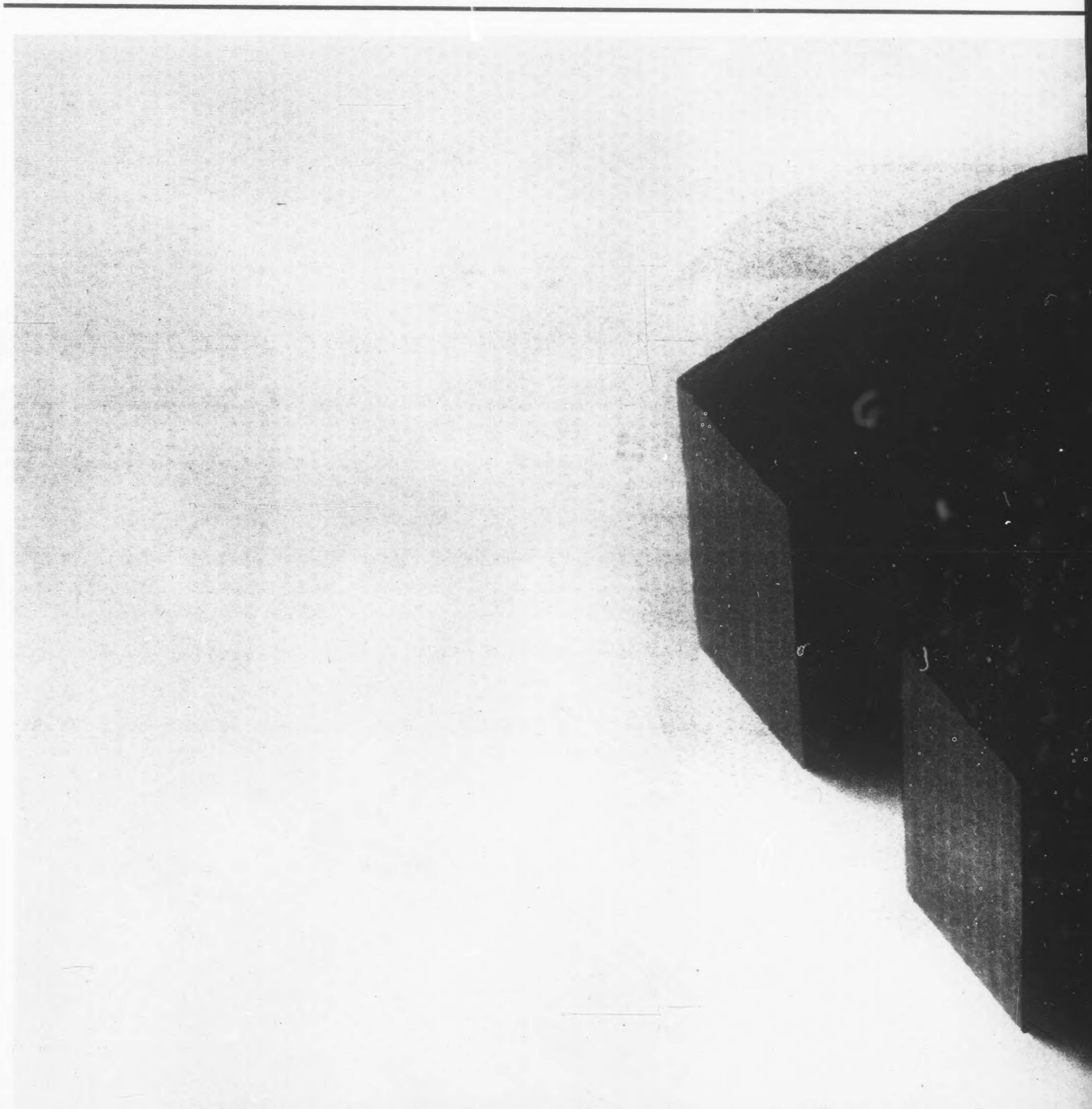
Bradley Stertz is a financial writer for the St. Petersburg Times.



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> **"Our dream is to bring local control and management closer to the holding company."**
>
> **— Kenneth P. Kirchman**

would let banks set their own control-records parameters with processing that would fall in line.

The concept was not unique, but it led to the formation of Kirchman Corp.'s various Dimension software packages for different sized banks. The packages range from Dimension 1000 (originally an Omni Resources product) for community banks to Dimension 4000 (originally a Florida Software product) for large banks.

It was Dimension that propelled Kirchman Corp. to become one of the largest companies in its field and attracted IBM.

Now Kirchman is working on a software line that will make transitions easier when major banks acquire smaller banks that use a Dimension system. The still unfinished Dimension 5000 will act as a computer bridge that can communicate with smaller Dimension packages at the acquired banks across the country.

"Our dream is to bring local control and management closer to the holding company," Mr. Kirchman said. "It will set up a communications system that's the same for Citicorp in Florida as it is in California. It's really not that complex. Airlines have been doing this for years."

Management Problem

Completion of the Dimension 5000 system is at least 2 1/2 years off. Meanwhile, Mr. Kirchman said he must confront the difficulty of developing qualified management.

"When we get to the next product, the question is not whether we have the capital to carry it through," Mr. Kirchman explains, "but do we have the management to handle everything?"

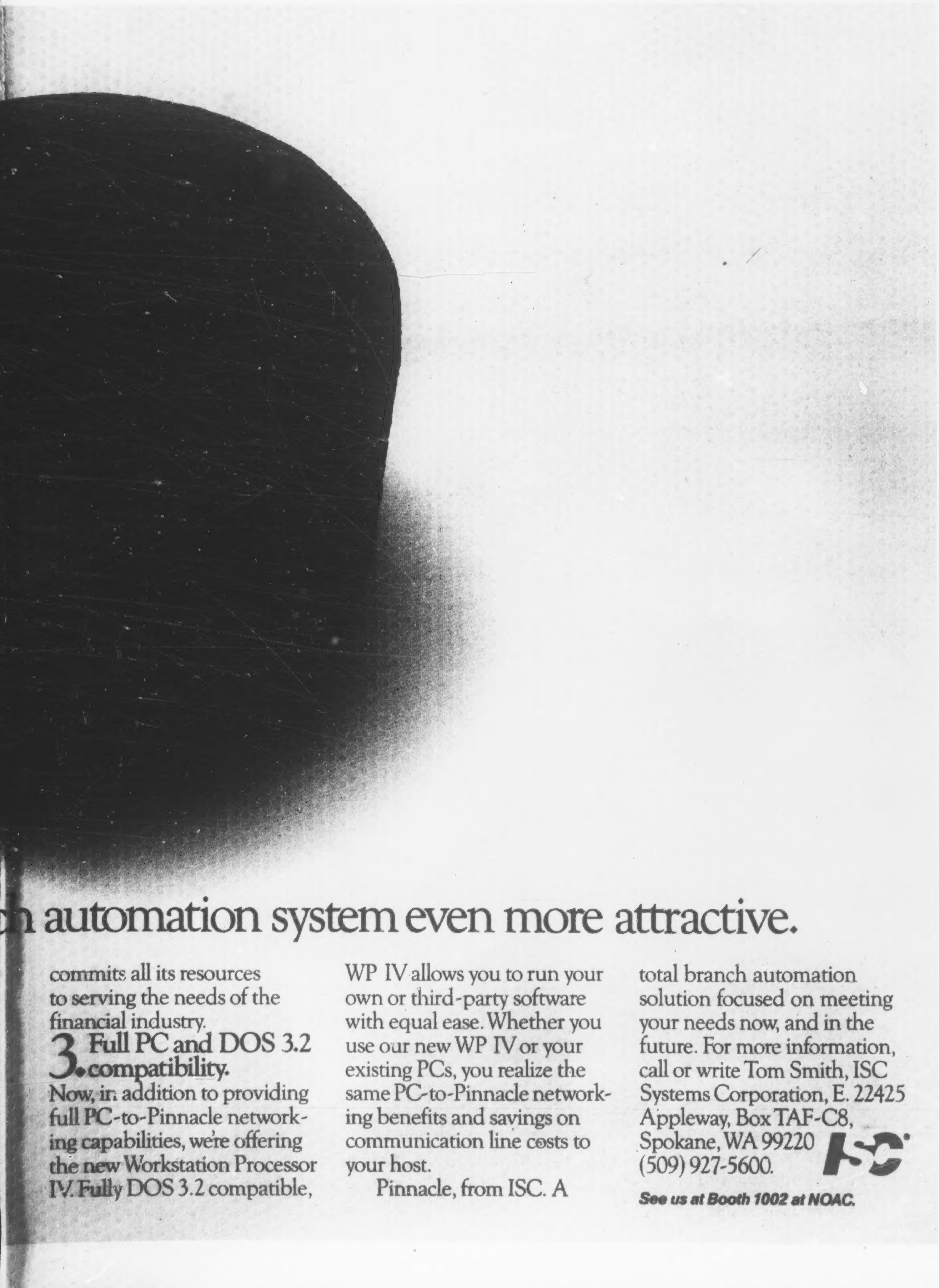
But relations with former managers have not always been so rosy at Kirchman.

A little more than a year ago, Bonnie McIntire Smith resigned as president of Kirchman Corp. shortly after Mr. Kirchman returned from a sabbatical in February 1985.

Two years ago, Omni sued a software company founded by former Omni Resources president Larry C. Prince. Kirchman Corp. charged that Prince's Lasine Financial Solutions stole corporate secrets and clients. Lasine countersued, saying Omni practiced unfair trade tactics. Parts of the suit are still outstanding, but two Lasine officials named in the suits have returned to jobs at Kirchman.

Even with the restructuring, the company has rehired 50 former employees in the past year, including a former chief financial officer who had been gone for six years.

"Decentralization had its advantages for us," Mr. Kirchman explains. "Centralization just seems to be the answer for us now to unify things so we can all move in the same direction." ■



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Survey Shows Mainframe Distribution

In its equipment and software survey last year, TransData Corp. found that 3,959 mainframes were installed in 3,156 commercial banks, savings banks, and savings and loan institutions.

The summary table shows NCR Corp. computers are in 46% of those institutions, far more than IBM Corp. systems, which are in 34%. Burroughs Corp., now a part of Unisys Corp., was third, with 22%.

The totals in the table add up to more than 3,156 institutions and the percentages to more than 100% because some institutions have mainframes from more than one vendor.

Also, the 3,156 population differs from the bigger base numbers shown in the market-share tables for demand deposit account software and installment-/consumer loan software. The reason for this is that only 47% of the institutions covered by TransData run the software on host mainframes, while 40% use minicomputers and 2% use microcomputers. An additional 11% did not respond when questioned about the issue.

NCR is the principal host-computer vendor to small institutions. Of the 1,445 using its mainframes, 1,208 were banks with deposits of less than $500 million. By contrast, IBM had only 399 banks in that size group.

At the upper end — the 119 institutions with more than $2 billion in deposits — NCR was the vendor to only 15, or 13% of the market. But IBM's 3080 series was installed in 72 institutions, its 4300 in 36 institutions, its 3090 in 30 institutions, and other models were in yet more banks. Again, these numbers reflect multiple installations by some banks.

— David O. Tyson

Vendors of Host Mainframes At Banks and Thrifts

Vendor	Number	Percent
Amdahl	13	0.4
Burroughs	686	21.8
Honeywell	18	0.6
IBM	1,062	33.7
NCR	1,445	45.7
Other	170	5.4
Don't know/refuse to say	75	2.4

The survey in early 1986 included 3,156 institutions, some with more than one mainframe vendor.
Source: TransData Corp.

> ***"As the cost of processing hardware drops and the capabilities of low-end systems rise, we are going to have more institutions that can justify bringing software in-house."***

Continued from Page 11

stead, the institutions have their data processing done remotely, either through holding-company affiliates or independent service bureaus.

Some observers believe the modest market penetration of in-bank computers into these activities is an opportunity for vendors. They see a trend away from service bureau processing toward banks doing it with their own computers and software. New systems are more powerful and versatile than their predecessors, and cost less. Some community banks now do what some big banks cannot. "In-house systems are outselling service bureaus five to one," says M. Arthur Gillis, consultant.

According to TransData, a research subsidiary of American Banker•Bond Buyer Inc. located in Salisbury, Md., more than 60% of all institutions do their data processing remotely, either through holding company affiliates or independent service bureaus, labeled "Third Party" in the accompanying tables. The remaining 6% to 8% either still handle the work manually or do not offer demand deposit accounts or consumer loans.

MTech, a subsidiary of MCorp., a Dallas-based bank holding company, is one of the biggest vendors of data processing services and makes a diametrically opposite forecast about the future of that business, as David LaGesse reports elsewhere in this section. (See page 13). It expects banks to get away from in-house processing.

Within the group that does its own processing, NCR furnishes the computers for 46% and the primary applications software for nearly a quarter, most of them small banks and thrifts.

TransData since 1981 has conducted an annual survey of equipment and software at banks and thrifts. The year-end 1986 project is still under way, so the latest available results are from the year-end 1985 survey.

The nationwide survey a year ago sampled 1,535 institutions and projected results across a population of 19,903 commercial banks, savings banks, and savings and loan associations. Credit unions were not covered.

Of the total sample, 47% of the institutions run applications software on host mainframes, 40% on minicomputers, 2% on microcomputers, and 11% did not answer that question.

TransData does not identify participating institutions but is releasing publicly for the first time the aggregate results on what it considers the two most basic software applications — demand deposit accounts and consumer installment loans.

As arrayed in the tables on this page and page 19, the results show the market share of applications software vendors in three size groups — institutions with less than $500 million deposits, between $500 million and $2 billion deposits, and more than $2 billion deposits.

NCR Corp. leads the overall head count, with a 23% share of both the deposits and installment/consumer loan systems.

International Business Machines Corp., an acknowledged computer giant in banking as well as in other industries, lags behind NCR in hardware at the low end of the size scale. However, it dominates the upper end, but does not sell applications software of its own. It strikes deals to market software developed by others, such as Hogan Systems Inc., Dallas.

But most of the banking applications software that runs on IBM machines either comes from other third-party vendors, such as Uccel Corp. and Systematics Inc., or is written in-house by banks.

As a matter of fact, about 11% of the institutions using their own computers write their own software for deposits and installment loan systems. For banks, the proportion is 9%. For thrifts, it is 24%, a surprisingly high figure since they gained checking account powers only in recent years and consumer lending powers even more recently.

The Market Shares

For demand deposit systems, the combined market shares after the 23% from NCR and 12% from in-house sources are Burroughs Corp. 8%, Florida Software Services Inc. (now part of Kirchman Corp.) 5%, Tymshare 3%, and Electronic Data Services 3%.

Another 3% identified IBM as their software vendor, despite the fact that IBM markets hardware, not software. Some of those who cited IBM may have been using the community bank system developed by NuComp Systems Inc., St. Paul, Minn. IBM was the exclusive NuComp marketing agent for two years, ending in April 1985. Or perhaps since the institutions had IBM hardware, they have assumed their applications software was IBM's, too.

H. Leon Majors 3d, research associate in the TransData financial systems and equipment division, said the survey until now has reflected respondents' perceptions, which can be faulty. This year TransData is doing a more detailed analysis of each software function.

At the upper end, the banks with more than $2 billion in deposits numbered 128 at the time of the year-ago survey. Of these, 106, or 83%, did their own data processing. Their applications software supports many more terminals, handles many more accounts, and costs much more than that of the small banks.

The top vendors of demand deposit account systems to this group are Hogan with nine; and Software Alliance, which markets Marshall & Illsley systems, with eight.

But 71, or more than 67%, of the top-tier banks process their demand deposit accounts on in-house software. These are the money center institutions with their own staffs of programmers. In some instances, they develop a system they consider saleable, so the

Demand Deposit Account Software

Vendors to Institutions Using Demand Deposit Account Software

		COMMERCIAL BANKS				THRIFT INSTITUTIONS			
	Total Population	Total Banks	Under $500M	$500M To $2B	Over $2B	Total Thrifts	Under $500M	$500M To $2B	Over $2B
BASE	5,915	5,140	4,804	230	106	776	599	120	57
Anacomp	11 0.2%	11 0.2%	5 0.1%	5 2.2%	1 1.1%				
Broadway & Seymour	96 1.6%	96 1.9%	96 2.0%						
Burroughs (Unisys)	493 8.3%	385 7.5%	380 7.9%	5 2.3%		107 13.8%	86 14.3%	17 14.1%	5 8.4%
Credit Card Systems	11 0.2%	11 0.2%	11 0.2%						
Cullinet	3 0.1%	2 ...		2 0.8%		2 0.2%			2 2.8%
Data Link	11 0.2%	11 0.2%	11 0.2%						
EDS	161 2.7%	160 3.1%	158 3.3%	2 0.8%		1 0.2%			1 2.5%
Florida Software (Kirchman)	304 5.1%	250 4.9%	205 4.3%	44 19.0%	1 1.2%	54 6.9%	42 7.0%	8 7.0%	3 5.3%
Hogan Systems	28 0.5%	24 0.5%	5 0.1%	9 3.9%	9 8.9%	5 0.6%			5 8.1%
IBM	155 2.6%	140 2.7%	133 2.8%	5 2.3%	1 1.2%	16 2.0%		13 10.5%	3 5.3%
M&I (Software Alliance)	8 0.1%	8 0.2%			8 7.5%				
Management Science America	1 ...	1 ...			1 1.2%				
MTech	1 ...	1 ...			1 1.3%				
NCR	1,366 23.1%	1,175 22.9%	1,174 24.4%	2 0.8%		191 24.6%	183 30.6%	4 3.5%	3 5.6%
Pacesetter Systems	2 ...	2 ...		2 0.8%					
Systematics	69 1.2%	45 0.9%	26 0.5%	18 7.7%	1 1.2%	23 3.0%	15 2.4%	4 3.5%	5 8.1%
Tymshare	167 2.8%	152 3.0%	150 3.1%	2 0.8%		15 1.9%	15 2.4%		
Uccel	39 0.7%	38 0.7%	15 0.3%	21 9.1%	1 1.3%	2 0.2%			2 2.8%
Weiland Software	40 0.7%	36 0.7%	10 0.2%	25 10.7%	1 1.3%	4 0.5%		4 3.5%	
In-House	698 11.8%	480 9.3%	324 6.8%	84 36.6%	71 67.5%	218 28.1%	159 26.5%	44 36.8%	15 27.0%
Other	2,250 38.0%	2,111 41.1%	2,099 43.7%	5 2.2%	7 6.2%	139 18.0%	100 16.7%	25 21.1%	14 24.2%

Institutions Not Purchasing Demand Deposit Account Software

		COMMERCIAL BANKS				THRIFT INSTITUTIONS			
	Total Population	Total Banks	Under $500M	$500M To $2B	Over $2B	Total Thrifts	Under $500M	$500M To $2B	Over $2B
BASE	11,988	9,295	9,191	82	22	2,692	2,507	167	18
Holding Company/Affiliate	1,900 15.8%	1,799 19.4%	1,754 19.1%	40 48.9%	5 23.9%	100 3.7%	86 3.4%	15 8.7%	
Manually Process	416 3.5%	361 3.9%	361 3.9%			56 2.1%	56 2.2%		
Third Party	8,914 74.4%	6,690 72.0%	6,665 72.5%	26 31.3%		2,224 82.6%	2,105 83.9%	111 66.1%	9 49.0%
Don't Offer Such Accounts	346 2.9%	171 1.8%	171 1.9%			175 6.5%	175 7.0%		
Don't Know/Refuse to Answer	411 3.4%	274 3.0%	241 2.6%	16 19.8%	17 76.1%	137 5.1%	86 3.4%	42 25.2%	9 51.0%

Data is based on a survey conducted over several months, centered on February 1986, of a sample of 1,535 institutions projected across a total population of 17,903 U.S. commercial banks, savings banks, and savings and loan associations.

Source: TransData Corp.

Tracking Bank Equipment and Software

TransData Corp., which did the survey reported in this section, is a research firm located in Salisbury, Md., that was founded in 1979 and acquired by American Banker-•Bond Buyer Inc. in 1984.

It has conducted this annual survey of bank equipment and software since 1981; this is one of the many studies it does of banking, other financial services, and their providers.

The year-end 1986 equipment and software survey is still in progress. The tables published here present some of the data from the year-end 1985 survey.

This is the first time TransData has released aggregate results of the survey in such detail. It does not disclose the identity of respondents.

The firm surveyed 1,535 institutions, including 1,304 commercial banks and 231 thrifts. The results were projected across a total population of 17,903 institutions, including 14,435 commercial banks, 549 mutual savings banks, and 2,919 savings and loan institutions.

Within each of these groups, TransData explains, it established five strata based on total institution deposits reported to the Federal Deposit Insurance Corp. (FDIC). It set no deposit size cutoff at the bottom, so the survey encompasses institutions down to the $500,000 minimum deposit size needed for FDIC coverage.

"Within each of the deposit strata," TransData says, "the proportion of institutions to be surveyed was calculated and established based on a target confidence level for population projections of 80%, with a confidence interval of no more than 2% error."

The tables show three size groups for both banks and thrifts. The full TransData report breaks them down into seven size groups for banks and six for thrifts. The percentages of total size populations surveyed ranged from 2.4% for one of groups of small thrifts up to 89% for the nine banks with more than $20 billion in deposits at the time.

TransData says the overall response rate — the percentage of institutions originally contacted that completed the survey without being replaced because they refused to complete it — was more than 85%, except for thrifts with more than $2 billion in deposits. A 48% response rate was achieved there.

The TransData staff of 35 professional interviewers conducted the survey by telephone. Data entry, editing, and analysis was done on the firm's own computers.

TransData is located at 530 Riverside Dr., Salisbury, Md., 21801. Telephone: (800) 562-5652.

— David O. Tyson

bank itself becomes a vendor to others. M&I Marshall & Ilsley Bank, Milwaukee, is the preeminent example.

Bringing Software In-House

Mr. Majors said a lot of the in-house software is written from scratch, and a lot that was originally bought from vendors has been modified so heavily over time as to lose its original identity.

"Many use spaghetti code: rewrites on top of rewrites on something that somebody wrote 20 years ago," he said.

"Vendors are going after them for a fourth-generation language that allows them to rewrite more efficiently. We now have fourth-generation packages that you can use to generate in-house software more easily than [you could] a year ago."

NCR itself has introduced such capability, which it calls Element Structured Programming, in its new Universal Financial System.

Whether the processing ends up being done on vendors' software or on what are known as roll-your-own systems, the trend is to bring the processing into the bank.

"As the cost of processing hardware drops and the capabilities of low-end systems rise, we are going to have more institutions that can justify bringing software in-house," Mr. Majors said.

"It's going to change the consistency and makeup of the market. The overall effect is going to be an increase in the distribution of these various types of software. Part of it is the thrust toward distributed data processing. If that works, it will drive a tremendous increase in the software market."

William G. Seymour, vice chairman of the software development and consulting firm of Broadway & Seymour, Charlotte, N.C., notes that software systems for small and medium-size banks these days tend to be fully integrated and of a more advanced design than some of the larger systems.

"We work with large and small banks and are acutely aware that when we get through installing an independent bank, they often have more capability than large banks in such basics as knowing the profitability of customers and the ability to keep a customer information file in good, clean order," he said.

"Big banks have more sophisticated products and get into more exotic applications. But in mainstream financing, the community bank likely will have more capability than the larger banks. When you get that kind of capability and it's easier to use and you can put it in-house under your own control, we think that's what's driving the trend."

— David O. Tyson

Installment/Consumer Loan Software

Vendors to Institutions Using Installment/Consumer Loan Software

		COMMERCIAL BANKS				THRIFT INSTITUTIONS			
	Total Population	Total Banks	Under $500M	$500M To $2B	Over $2B	Total Thrifts	Under $500M	$500M To $2B	Over $2B
BASE	5,839	5,068	4,740	230	98	771	614	111	46
Anacomp	46 0.8%	46 0.9%	10 0.2%	19 8.3%	17 17.6%				
Automated Financial Systems	1 ...	1 ...			1 1.4%				
Broadway & Seymour	96 1.6%	96 1.9%	96 2.0%						
Burroughs (Unisys)	473 8.1%	357 7.0%	348 7.3%	9 3.9%		116 15.1%	100 16.4%	13 11.3%	3 6.9%
Credit Card Systems	11 0.2%	11 0.2%	11 0.2%						
Cullinet	5 0.1%	3 0.1%		2 0.8%	1 1.3%	2 0.2%			2 3.4%
Data Link	11 0.2%	11 0.2%	11 0.2%						
EDS	160 2.7%	158 3.1%	158 3.3%			1 0.2%			1 3.0%
Florida Software (Kirchman)	333 5.7%	257 5.1%	200 4.2%	49 21.4%	8 8.0%	76 9.8%	42 6.9%	27 24.4%	6 13.8%
Hogan Systems	6 0.1%	6 0.1%	5 0.1%		1 1.2%				
IBM	127 2.2%	122 2.4%	117 2.5%	5 2.3%		4 0.5%		4 3.8%	
MTech	1 ...	1 ...			1 1.4%				
NCR	1,348 23.1%	1,159 22.9%	1,157 24.4%		1 1.3%	189 24.5%	183 29.9%	4 3.8%	2 3.4%
Shaw Systems	20 0.3%	20 0.4%		12 5.3%	8 8.2%				
Sterling	5 0.1%	5 0.1%		5 2.2%					
Systematics	69 1.2%	45 0.9%	26 0.6%	18 7.7%	1 1.3%	24 3.1%	15 2.4%	4 3.8%	5 10.3%
Tymshare	160 2.7%	145 2.9%	145 3.1%			15 1.9%	15 2.4%		
Uccel	69 1.2%	63 1.2%	15 0.3%	37 16.0%	11 10.9%	6 0.8%			6 13.4%
Weiland Software	5 0.1%	5 0.1%	5 0.1%						
In-House	620 10.6%	438 8.6%	324 6.8%	74 32.0%	39 40.4%	183 23.7%	144 23.5%	25 22.7%	14 29.4%
Other	2,272 38.9%	2,116 41.8%	2,109 44.5%		7 6.8%	156 20.2%	115 18.7%	34 30.2%	8 16.4%

Institutions Not Purchasing Installment/Consumer Loan Software

		COMMERCIAL BANKS				THRIFT INSTITUTIONS			
	Total Population	Total Banks	Under $500M	$500M To $2B	Over $2B	Total Thrifts	Under $500M	$500M To $2B	Over $2B
BASE	12,064	9,367	9,256	82	30	2,697	2,493	176	29
Holding Company/Affiliate	1,841 15.3%	1,756 18.7%	1,712 18.5%	38 46.7%	5 17.5%	86 3.2%	86 3.4%		
Manually Process	491 4.1%	372 4.0%	372 4.0%			119 4.4%	118 4.7%		1 4.9%
Third Party	8,795 72.9%	6,681 71.3%	6,659 71.9%	22 27.0%		2,114 78.4%	2,014 80.8%	92 52.3%	9 31.5%
Don't Make Such Loans	511 4.2%	272 2.9%	267 2.9%	5 6.6%		239 8.9%	190 7.6%	42 23.8%	8 26.5%
Don't Know/Refuse to Answer	426 3.5%	287 3.1%	246 2.7%	16 19.8%	25 82.5%	138 5.1%	86 3.4%	42 23.9%	11 37.0%

Data is based on a survey conducted over several months, centered on February 1986, of a sample of 1,535 institutions projected across a total population of 17,903 U.S. commercial banks, savings banks, and savings and loan associations.

Source: TransData Corp.

TECHNOLOGY REVIEW

NCR Corp. Gives IBM A Run for Its Money

With its new software, NCR competes with IBM for dominance in the bank automation arena.

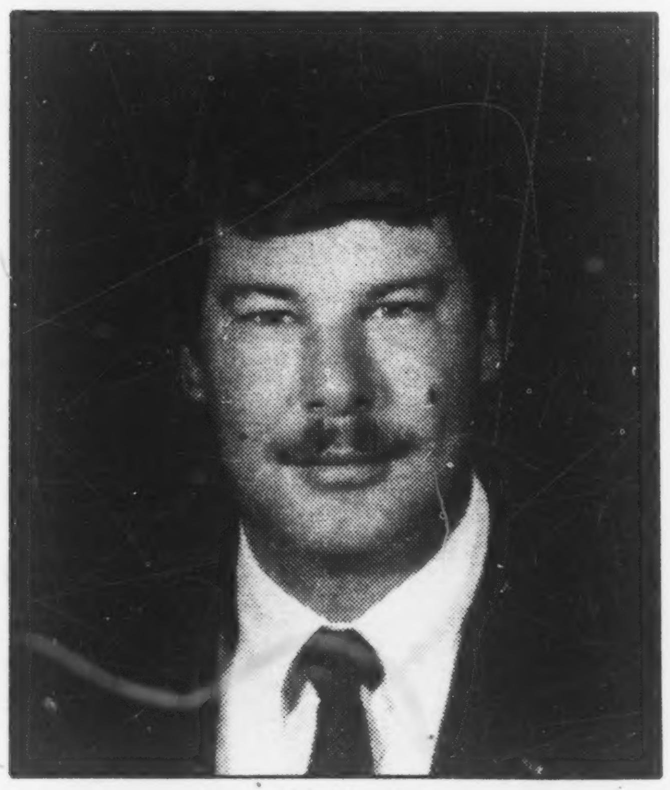
By John Byczkowski

THE NCR CORP., which started out as a cash register maker 103 years ago, today is the biggest obstacle to International Business Machines Corp.'s (IBM) overwhelming domination of bank automation.

The Dayton, Ohio, company reigns supreme among community banks and thrifts. Its host mainframe computers outnumber IBM's in that sector. And its own applications software is installed on more of them than any other vendor's.

For the NCR enterprise, which has operations worldwide and 63,000 employees, banking and financial services is the largest customer group. Last year some 31% of NCR's more than $2.5 billion in sales and rentals of computer hardware and software came from the financial services industry.

Explaining the company's sales, NCR managers speak of the "solution sell." In dealing with bankers, the company can sell entire packages of both hardware and software to address virtually any area of the bank — branch automation, item processing, work stations, customer files.


Kevin M. Karcher

Recognizing that it is software that sells hardware, NCR since the early 1970s has relied on two account processing programs of its own to sell its hardware to banks. One program is Customer Information File, or CIF, for commercial banks. The other is a similar program for savings and loan associations, called Customer Loan and Savings System (CLASS).

The programs have been a success. With CIF, CLASS, and the company's Banker 80 software line for small banks, NCR has been able to sell 1,575 host mainframe installations to 1,445 institutions, according to TransData Corp. of Salisbury, Md., a market research subsidiary of American Banker Inc. IBM is second with 1,324 installations in 1,062 institutions.

But the age of bank consolidation has taken its toll on CIF and CLASS, and exposed weakness in NCR's strategy. NCR had no product for big banks, which tended to use IBM systems. And when big banks have bought small banks that use NCR products, the loser has been NCR.

At one time, nearly 1,000 institutions used CIF and CLASS. The number is now down to "several hundred," with 80% to 90% of the loss attributable to mergers and acquisitions, said Peter J. Augusta, assistant vice president in charge of marketing and development for NCR's Universal Financial System (UFS) in the financial systems division.

The other 10% to 20% of the loss is blamed on customers switching to more up-to-date software. "Sometimes they'd say 'We want something new,' and we didn't have new," Mr. Augusta said.

CIF and CLASS "are quite old, so we've been in a stagnant position for a while," he said, putting that period at about five years.

With a new product under development, NCR has been trying to keep its current users as up-to-date as possible, with new CIF enhancements and new hardware, he said.

The Universal Financial System

For NCR, a solution is on its way. On April 13, NCR told its users' conference in Chicago that its new product, UFS, would be released soon.

Like other vendors, NCR has suffered delays in the introduction of such an integrated banking system. Mr. Augusta said CIF and CLASS were supposed to be replaced earlier, but UFS took a lot longer to develop than anticipated.

Now the product has been released. Mr. Augusta said NCR salesmen are selling it, there are a few orders in for it, and UFS will be generally available in September or October.

The system is undergoing a beta test at seven sites, including Jefferson Data Services in Charlottesville, Va., and The First FA, a savings and loan association based in Orlando, Fla. In Mr. Augusta's view, the system puts NCR back in the ball game, allowing the company to update its current customer base and win new users.

NCR will not discuss the number of employees in its bank software division or the division's revenue or market share. But the company, long successful among smaller institutions, had begun to lose market share to others, particularly IBM. Now it may be recovering some of the market.

"We saw some erosion at one point," said Jack Ivers, vice president for Cincinnati-based Software Clearing House, the largest seller of third-party software for NCR and Unisys computers.

"But we've had some NCR shops convert to IBM, and we have had some coming back now. What happens is that you're looking at a minimum investment of $1 million to go to IBM from NCR, and then you have to double or triple your staff to support the operating system.

"The size of a staff required for an NCR machine, compared to a comparable IBM, is far smaller. And I think NCR's philosophy is to try to keep things such that it doesn't require a whole staff of systems programmers."

That philosophy is embodied in the new UFS program, Mr. Augusta said. UFS software will cost $275,000 to $550,000, depending on the size of the institution purchasing it.

New Products, No Programming

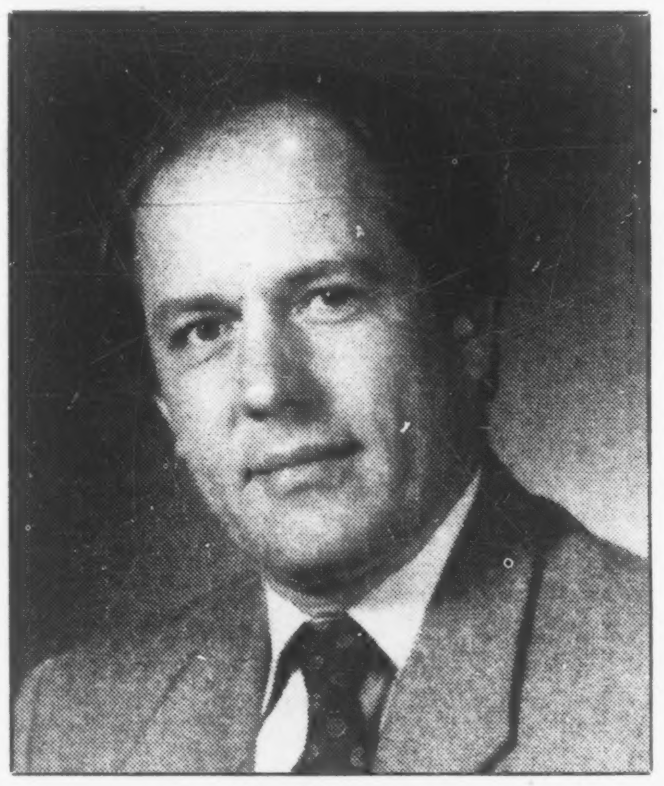
Mr. Augusta describes UFS as "an integrated package that handles deposits and loans, has a central information file concept to it, is transaction-driven," and allows either real-time or memo posting.

UFS can serve as a common data base for a general ledger; and can be interfaced with general ledger systems from Management Science America Inc. and Financial Technologies Inc. of New York, as well as NCR's own general ledger. It will run on NCR's new 9800 mainframe, as well as on older NCR machines, such as the models 18500, 8600, and 8800.

UFS is designed to allow bankers to establish new types of deposit and loan products without doing a lot of programming. A marketing manager and a systems analyst can sit down at a personal computer and, from code already in the machine, create new bank products, working all the while in plain English.

"It puts the banker in charge again, instead of the data processing guy," Mr. Augusta said.

The UFS program features Element Structured Programming (ESP), in which the code is organized into blocks, or elements, that perform specific tasks. The UFS system contains hundreds of such elements.

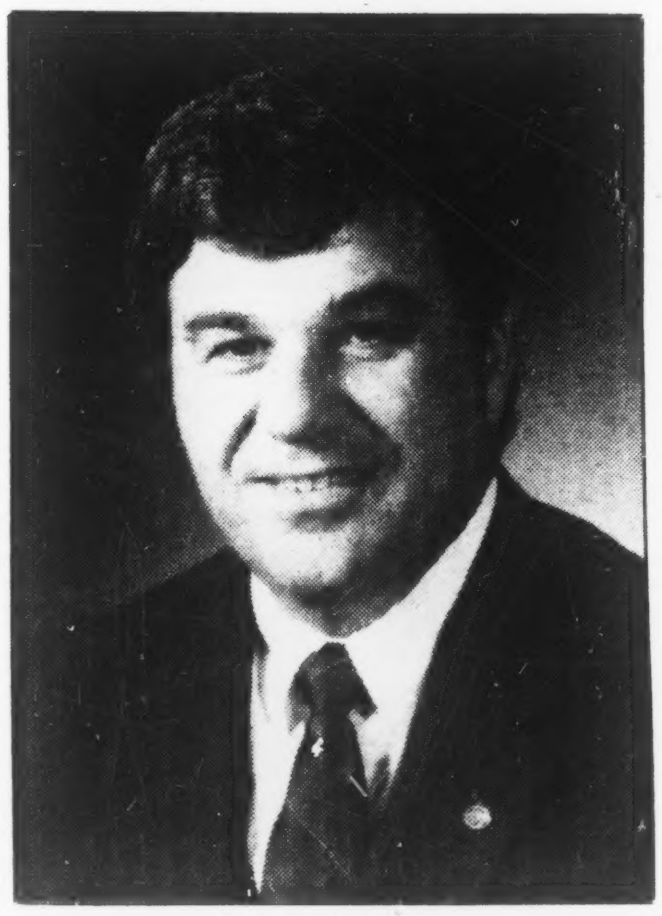

Win Billingsley

Rather than creating a new product from scratch, users select the elements required for a specific bank product and put them in the proper sequence. This is accomplished through a series of plain-English menus. The user selects from the menus the elements he needs for the product.

For instance, consider the NOW account. "We'd have to write a whole set of code before this, even though we know the NOW account is a demand account with some interest payments, some interest accruals in it," Mr. Augusta said. "Rather than go through the savings subsystem — which has all that interest-accrual logic — we pull it out and throw it into demand deposit accounts. We end up writing it again.

"With ESP, we can simply go and look at all our demand deposit logic and then call up the savings and accrual logic, and be able to pick up by number those elements we want to use to accrue interest for a demand account, and we could then move them over.

The program will not eliminate the writing of code. Some new elements that are not contained in UFS will have to be written, but even that will be easier, Mr. Augusta said. UFS is written in COBOL, a common business computer language.


Peter J. Augusta

The system, Mr. Augusta said, will reduce the time it takes to bring new products to the market. The backlog on work in a bank's data processing department averages two years, he said. Because UFS eliminates much of the writing of code, the time to bring out new bank products will be in terms of weeks and months rather than months and years, he said.

The system will allow users to control their data processing staffs, keeping them at a constant level, if not reducing them somewhat, Mr. Augusta believes. "Low-level coders will not be necessary to the extent that they're necessary today," he said.

Additional capabilities for UFS are in the works. One is improved report writing, including customer profitability. Mr. Augusta would not discuss the other capabilities.

But Win Billingsley, assistant vice president of NCR sales west of the Mississippi River, said bankers today want software to have much more than operational value.

"They want it to be an integral part of how they improve the profitability of the bank," he said.

"They want to have reports, and information that tells them whether they're making money or whether they're losing money. They want to know is Joe Smith a good customer or a bad customer? Who are my top 1,000 most profitable customers, and who are my 1,000 least profitable customers? They want software that gives them that ability to look at customers on a profitability basis."

UFS is aimed at medium-sized banks, those with assets of $250 million or more, though Mr. Augusta said NCR is not aiming at the top 100 banks in the nation. The major competitors include Hogan Systems Inc. on the high end, where NCR seldom ventures; Florida Software, which is now part of Kirchman Corp.; Uccel Corp.; Systematics Inc.; and Modular Information Systems Inc. of Orlando, Fla., whose product is called Miser.

NCR will attempt to convert current customers to the new system, as well as win new customers.

"There are users out there who are looking for some kind of solution, and they need both a hardware and software solution," Mr. Augusta said. "And there are some IBM banks who have software that's antiquated that we'd like to move, and we can compete directly with some of the software houses that supply IBM software."

The Banker 80 Packages

In the Banker 80 product line, aimed at banks with less than $250 million in assets, are NCR's Banker 80 and Banker 80-II packages. The former is designed for smaller banks in that niche, where one person in the bank is the primary user. The latter is designed for the larger banks in that niche, those that have more employees and a higher degree of specialization. NCR has more than 1,000 installations of the

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John Byczkowski is assistant business editor of the Cincinnati Enquirer.

Banker 80 software.

Kevin M. Karcher, director of account processing for NCR's financial systems division, said competition in that small-bank niche is tough and getting tougher, with 20 companies — some national, some regional — seeking the business.

Small banks, Mr. Karcher said, are demanding more sophisticated tools to help them run their banks and produce better report writing. They are also seeking the ability to manage new investment opportunities, such as selling mortgages on the secondary market, and better tools for asset-liability management.

But in an age of consolidation in banking, the Banker 80 line has taken on a new significance, Mr. Billingsley said.

"There's developing a strong will for independent banks to stay independent," he said. "They don't want big banks doing their processing work for them, because they have the advantage of knowing exactly the details of the bank. So [other] than processing through the big banks, they'll put in their own system."

In its push to remain a force in the bank computing business, NCR is known for encouraging development of software by third parties. Mr. Karcher said that right now, for users of the Banker 80 products, the best program available for managing sales of mortgages in the secondary market is a third-party product. NCR is negotiating a licensing agreement with the developer, whom NCR declines to identify.

"We really try not to compete with the third-party developers," Mr. Augusta said. "We try to supply meat-and-potatoes applications, the real guts applications, while allowing third parties to develop a lot of ancillary products."

Cooperating With Developers

Mr. Ivers, of Software Clearing House, said NCR "is far and away more cooperative" with third-party developers than many other companies.

"In the past five years, they've been increasingly cooperative," he said. "They give us discounts on software. They release operating system information. We have our conflicts. We compete against NCR's UFS and Banker 80 with our Super CIF. But on the other hand, they realize the competition is really good for them. They've been very cooperative."

For the customer, the decision to buy new software is filled with anxiety, Mr. Billingsley said.

"When you put a piece of software in a bank, you are impacting every customer and every organization in that bank," he said. "So you are in effect betting the company. It's a big decision.

"These things take a lot of study. The selling cycle is six to 18 months, and I have grave concern about people who make the decision in six months. I wonder if they really know what they're buying. Have they really thought about the implications of converting to it? Do they really have an education plan for their employees?"

Mr. Billingsley advises banks to involve the key department heads in the decision to buy new software.

"No one guy is smart enough to be able to evaluate all that software's capabilities," he said. "You've got to have the loan guy look at the loan module to see if it does everything he wants to run his loan department. You need to have the savings guy look at the savings module.

"Many times today, the decision is made by the computer guy, who understands computers but knows very little about banking." ■

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Banks in the Business of Selling Software

By Yvette D. Kantrow

IF IT'S GOOD enough for us, then it's good enough for you.

That seems to be the sales pitch used by banks that sell their major software systems to other institutions.

Whether or not banks should involve themselves in nonbanking endeavors has been debated for more than a decade. But no matter what the industry watchers say, many banks are involved in and committed to the business of selling software.

And it is no wonder. Some two-thirds of the nation's largest banks write their own demand deposit accounting software. More than a third write their own loan systems. These figures, supplied by TransData Corp. of Salisbury, Md., indicate that banks are spending a bundle on developing software. Vending the results of their efforts seems like a logical way to recover some of those costs.

But, warns Robert A. Heckman, an executive vice president of MTech Corp., unless a bank makes a firm commitment to the business of selling software, it would be wiser not to enter that market at all. MTech is a partly owned subsidiary of Dallas-based MCorp, the parent of MBank.

"Run it as a business, not a cost center," he says. A commitment to selling software involves more than merely saying software development is very expensive so lets recover those costs by selling, and let's do it in our spare time, he adds.

Mr. Heckman's sentiments are echoed by other bankers in the software business. Kerry Ryan of Mellon Bank Corp. also stresses the importance of a commitment to the business. And, he adds, it is more than just a strategic or management commitment — it is a financial one.

"You must be of a certain size to sustain the business," he says. "We are spending a lot of money now and it won't be the end of it." Mellon is spending approximately 20% of its service bureau's data processing revenues on product development, he adds.

Other problems can arise when banks enter the software business. Los Angeles-based Security Pacific Corp., for example, found that when it had to support the products it was selling outside the company, it was at the expense of users within its own organization. Security Pacific says it remedied that problem by seeking out external vendors to distribute its products to the marketplace.

Marshall & Illsley Corp., the parent of M&I Marshall & Illsley Bank in Milwaukee, has followed that approach for some time now, selling its products through Software Alliance Corp.

What follows is a brief look at the software entities of the four bank holding companies mentioned here. Each has its own strategy and philosophy for entering the software business. But they share one common piece of ground. When asked how being a bank influences their business, they all say it is a tremendous help.

Perhaps Mellon's Mr. Ryan sums it up best: "We're related to a bank holding company. We know what bankers need." ■

Yvette D. Kantrow is a writer for American Banker.

Mellon's Golden Opportunity

ASK A BANK WHY it would want to sell its in-house software to other institutions and, more likely than not, the given reason will be to recoup steep development costs. But at Pittsburgh-based Mellon Bank Corp., that is not the case.

Mellon, a longtime major player in data processing services, is now gearing up to enter the integrated banking software scene. But the system it will be offering is not one it developed totally in-house. Rather, it is one it purchased to run in the Mellon Datacenter.

In February 1986, Mellon Bank Corp. acquired Carleton Financial Corp., sole owner of Data-Link Systems. Data-Link, based in South Bend, Ind., is both a service bureau and licenser of integrated banking systems. It is best known for its mortgage processing product, currently licensed by approximately 25 banks, including Citibank and Bank of America.

Mellon is now finetuning Data-Link's offerings, and plans to market them this fall. Its strategy largely depends on converting its service-bureau clients to licensees.

"We found Data-Link when we were looking for a new software architecture for the Datacenter," says Datacenter head Kerry Ryan. "We felt some of our software had to be updated for the future, and we scoured the nation for an alternative." Mellon Datacenter currently serves 270 bank clients.

Mr. Ryan, a Mellon Bank senior vice president, stresses that Mellon was not in the market for a software company — just a loan system — when it stumbled upon Data-Link. However, he adds, entering software sales was part of Mellon's long-term strategic plan. With Data-Link, he says, Mellon felt it had found the perfect avenue for doing so.

For one thing, Mellon was impressed with Data-Link because it offered an integrated loan system that Mellon says works. This is no small feat, considering that loan modules are often cited as the Achilles heel of integrated banking packages. Loan systems that did not work properly caused financial troubles for Anacomp Corp. and Hogan Systems Inc.

"We service so many different banks that we have to supply so many different features and functions," Mr. Ryan says. "This loan package allowed us to modify our system in a simplistic way."

Mr. Ryan credits Data-Link's systems architecture with supplying function flexibility. According to Mr. Ryan, the architecture found in all of Data-Link's products provides an overall framework that enables components and features to be looked at in the context of the entire system.

Since Mellon's acquisition of Data-Link, the Datacenter has begun servicing approximately 25 clients on Data-Link's loan software. Mr. Ryan describes these banks as those that sell specialized loans. It has licensed the system to five institutions, including a large thrift in Texas and a $3 billion bank holding company in Denver.

Currently, Mr. Ryan says, the Mellon Datacenter has "been taking the basic software and adding additional resources and a lot of money to it to build it into a total product." The results of those efforts will be marketed to other institutions this fall. It will also be employed by both the Mellon Datacenter and Mellon Bank.

While other data processors, such as MTech, scoff at the integrated banking software market, Mellon views it as a golden opportunity to gain more luster from an economy favoring bank mergers and acquisitions. As banks become larger, Mr. Ryan says, they will look to bring their processing services in-house. Mellon is looking to remain its clients' supplier, even when they outgrow service bureaus.

"Service bureaus traditionally cater to community banks. We've been servicing the high side of that market, with most of our clients in the $300 million range," he says. Because of what Mr. Ryan terms "mergermania," many of those clients are going to grow into large banks very shortly and require their own software tools.

"As our bank customers become $1 billion to $2 billion banks, they ask to license our software in a turnkey type fashion," Mr. Ryan says. "They find installing what we use in their own shop an attractive alternative." ■

Change in Strategy Utilizes Distributors

SECURITY PACIFIC Automation Co. recently changed its strategy regarding the sale of its software, and interestingly, its approach is now similar to the one subscribed to by M&I Data Services. While the company once marketed its software directly to outside users, it now looks to other vendors to sell its wares.

Security Pacific Corp. created the automation company in September 1984, at a time when many banks were abandoning the data processing business. Aside from providing data processing services, it also began to offer software and telecommunications services. From the beginning, the company was more or less guaranteed at least one substantial customer — Security Pacific National Bank.

But Security Pacific, like other banks pouring hefty sums of money into technology development, looked for other ways to recover some of its development costs. And selling its products looked like the logical way to do that.

However, after bringing several products to the external marketplace, problems soon arose, says James E. Watt, vice president and director of software services for the company.

"We wanted to use the same people that developed the products to support them when we sold them," Mr. Watt says.

More than 1,000 of the company's 3,800 employees are development and software professionals. "But we didn't want to degrade the service to our users within the bank," he says.

Unfortunately for Security Pacific, this is what eventually happened. The automation company soon found that it could not offer a high level of service inside, as well as outside, the bank. There simply were not enough product developers and supporters to go around, Mr. Watt says.

In addition, he says, "during 1986, we looked at the specific goals of our company and realized that the bottom line we were supplying to the corporation wasn't as good as we felt it could be."

So, at the end of 1986, Security Pacific changed its strategy. "We decided to work with external vendors that can act as distributors for us," Mr. Watt says.

Other changes took place in 1986 as well. For one thing, DuWayne J. Peterson, a Security Pacific executive vice president who chaired the automation company, moved to Merrill Lynch & Co. Mr. Peterson, who is credited with masterminding Security Pacific's move into the telecommunications business, was replaced by John P. Singleton, who previously served as president under Mr. Peterson.

Security Pacific saw the first fruits of its search for outside distributors in March. That is when the company struck a deal with Software Alliance Corp. of Berkeley, Calif. Under that agreement, Software Alliance — best known for marketing M&I's software line — will sell Security Pacific's on-line item processing reconciliation and adjustment system. Similar deals between Software Alliance and Security Pacific are expected to follow.

According to Mr. Watt, Security Pacific hopes to have somewhere between five and ten distributors selling about 20 of its products by the end of 1987. Because Security Pacific offers a heterogeneous selection of software products, Mr. Watt says, it will be looking for numerous distributors.

"We try to match our products with vendor strengths," Mr. Watt says. "Who we negotiate with depends on what type of products we are trying to sell. Of course, we make sure that our products are not in competition with their product lines."

Pressed to describe Security Pacific's software product mix, Mr. Watt stresses its variety. Rather than choose a target market it wants to sell to, the corporation considers any product it develops for its own use fair game to be sold elsewhere — as long as it is determined not to provide Security Pacific with a competitive edge.

Products designed to address a problem so unique to Security Pacific that they would be of little use to others also are kept away from the market.

As a result of this approach, Security Pacific's software line consists of both applications software and utility products. It offers software for microcomputers, minicomputers, and mainframes. The line is so diversified, Mr. Watt adds, that it includes products that can be used by businesses outside of the financial services arena. ■

Selecting Software

WITH A GLUT of software vendors hawking their wares, choosing the right major applications system is not easy. Vendors speak a language speckled with terms like "user friendly," "responsive," and the ever-popular "state-of-the-art." The words sound glorious rolling off of the tongue of a savvy software marketing executive, but they really do not say much about a system.

So how does a banker wade through the jargon and choose a system that has more than just a good sales pitch?

At The First National Bank of Atlanta, Randall Teteak is a vice president in charge of the bank's retail systems development. When a product group in the retail bank needs a system, it very likely looks to Mr. Teteak's unit.

Mr. Teteak has assembled a list of criteria designed to guide his department's software choices. The process, he says, is not a simple matter. Rather, it is filled with compromises and changing expectations.

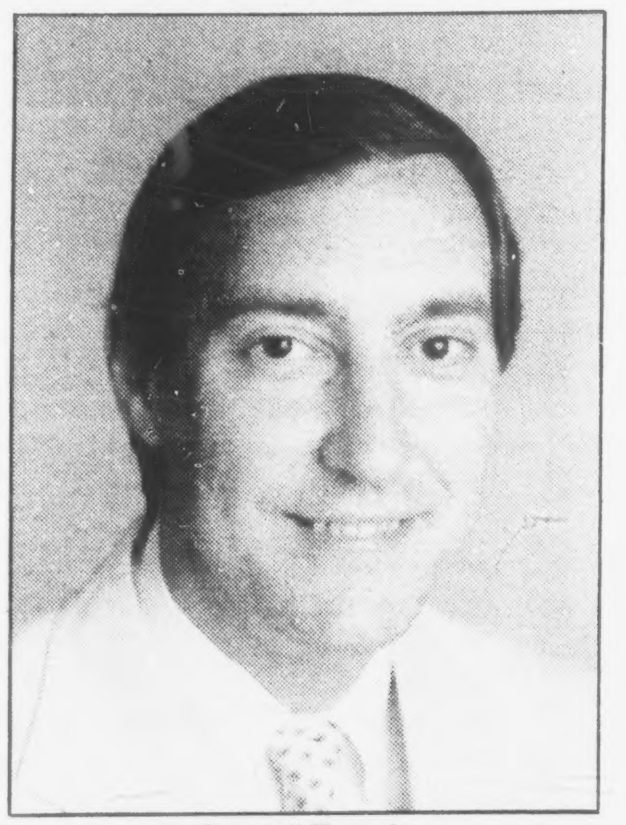
"We look for a product that best meets our business requirements as defined by a project team," Mr. Teteak says. "We may not find one that meets 100% of those requirements. But we may find one that can meet 70% to 80% of them."

But business requirements are not the only ones to address. Technical requirements are just as important.

"Software that satisfies business needs but requires additional hardware expenditures may not at all satisfy a bank's overall objective and project budget," Mr. Teteak says.

"We might have to go with a system that meets only 65% of our business requirements but all of our technical ones. Some tradeoffs may be necessary, depending on the features and flexibility of the package."

After examining a number of offerings, Mr. Teteak's group usually identifies about three packages that meet an adequate percentage of the bank's business needs, plus its technical ones. At that point, the unit puts together a matrix for each possible package, examining the product from a business point of view, a technical point of view, as well as a cost point of view.


Randall Teteak

This evaluation can last anywhere from two to seven months. During that time, the group looks at how well various packages and vendors stand up against these criteria:

- Is the system state-of-the-art? First Atlanta's definition of this often-elusive term is twofold. From a technical standpoint, Mr. Teteak says, banks should look for a system that employs the latest proven technology available. Second, from a business standpoint, banks should look for a system that can adapt to the latest trend in its product area. A loan system, for example, should be flexible enough to accommodate any new loan offerings a bank may want to bring to the marketplace.
- Does it use your hardware resources efficiently? Mr. Teteak says a bank should look for a system that requires a minimum amount of its hardware resources.
- Is the product up and running at another institution? "A larger package should be in production at another bank," Mr. Teteak says. "No one likes to be a pioneer when it comes to using new software. You want to know that a package is debugged and error-free."
- Does the vendor have a good support program? "If a vendor has 15 different customer sites, it probably has a multitude of support personnel," he says. Smaller vendors may not be as well staffed. "Many vendors may support you on-site during initial installation," he adds. "Although some packages may not require that effort, that's always comforting to have."
- Does the vendor have good financials? "You want to do business with a reputable firm. Not someone who is building a system in his garage."
- Does the vendor offer a complete range of maintenance options? "Technology changes, the business changes, laws change. You need someone who can make those modifications on an ongoing basis commensurate with the movement of the industry."
- Does the system easily interface with your bank's other applications, particularly your demand deposit accounting and general ledger systems? "No system will automatically interface with everything, but consideration should have been given to easing other application interfaces," Mr. Teteak explains.
- What type of training programs does the vendor offer? Mr. Teteak points out that someone is going to have to train bank employees to operate the system.
- What type of conversion programs does the vendor offer? "Most organizations will already have some system in existence, whether it's manual or automated but antiquated. They have to convert that to a new one, and any assistance the vendor could offer would be a plus."
- What type of procedural documentation does the vendor supply? "Make sure the documentation is not only excellent on the operations end, but on the business end as well."
- Can you modify the system to meet your needs? Always try to get what is known as source code, Mr. Teteak says. Source code — the written statements that explain a program's logic — will provide the bank with an option to modify the software.

Data-Processing Giant Targets Transaction-Oriented Business

ANY LIST OF BANK holding companies in the software business would not be complete without MCorp. Until recently, that Dallas-based company was the sole owner of MTech. Now, after an initial public offering of 20% of MTech stock in December, MCorp retains 80% of that data processing giant.

MTech's ties to MCorp were never very tight, says Robert A. Heckman, MTech executive vice president for marketing. And that was true, he says, even in the days when MTech was wholly owned by MCorp.

"They encourage us, they want us to do well. They're also our single biggest customer, representing 29% of our business," Mr. Heckman says. "But they're close to us only in that they sit on our board. Physically, MCorp is 15 miles away from here."

MTech provides basic banking applications processing to more than 1,000 institutions. A recent study of the data processing business by Computer Based Solutions Inc. of New Orleans listed MTech as the number one provider in the country, by number of banks served.

But interestingly, the company chose not to sell the proprietary software — called the Bank Management Information System 2000 — that runs its clients' basic bank applications. It opted to sell its electronic funds transfer systems instead.

"Software sales is a very volatile business," Mr. Heckman explains, referring to software for primary banking applications. "Once you sell the system, there is not much revenue to be made off of it, other than on maintenance."

The only way to prosper in the primary applications market is to constantly re-invent your own product, he says. And even then, success can be elusive. To make his point, Mr. Heckman cites the troubles some of the major software vendors have experienced lately.

"Until Uccel got successful recently, nobody was doing that well," he quips.

MTech's philosophy involves going after a more transaction-oriented business — electronic funds transfer. The company develops, maintains, and markets an electronic banking software line under the name Action 2000. The line includes systems for electronic funds transfer, credit card, wire transfer, and credit union processing.

Its licensees include financial industry giants, such as MasterCard International; retailers, such as Lucky Stores; and petroleum companies, such as Exxon Corp. MTech is also well-known as the operator of the MPact automated teller machine network.

MTech plans to continue its 30% annual growth, with much of that coming from company buyouts. While most of those purchases will strengthen the company's already mammoth data processing efforts, some will contribute to MTech's electronic funds transfer software line.

Currently, according to Mr. Heckman, about 300 banks license MTech's electronic funds transfer software. He describes the company's customers as the large money centers and anybody in the $1 billion-asset range — a target market that in this era of mergers and acquisitions gets more fruitful every day.

Mr. Heckman adds that much of its new product development efforts are joint ventures between MTech and a bank customer. "An institution will come to us interested in whether we do something or not," he says. If what the bank is looking for seems viable, MTech will try to get that institution to partly fund its development.

Although MTech has always played down its relationship with MCorp, Mr. Heckman says, "we occasionally still get asked the question [by potential licensees], 'aren't we fraternizing with the enemy when we come to you?' But we've proven our confidentiality, so it's not such a big factor anymore."

Selling Software

MARSHALL & ILLSLEY Corp., the $5 billion-asset holding company for M&I Marshall & Illsley Bank, has taken an unusual approach to selling its software to other institutions. The Milwaukee-based company operates M&I Data Services — a business that processes accounts for 370 banks nationwide. But when it decided to market the bureau's systems to other institutions, it looked outside its own organization to an established software vendor — Software Alliance Corp., Berkeley, Calif.

"When we made the decision in 1981 to sell our software, it was critical that we get out in the marketplace quickly," says Dennis J. Kuester, president of M&I Data Services. "Deregulation was in its heyday and we designed our systems to accommodate deregulation quickly."

The faster M&I could hit the market, the better it would be able to use deregulation as a selling point, he reasons.

According to Mr. Kuester, marketing the systems through a vendor that already had the right bank contacts in place was the fastest way for M&I to strike the iron of deregulation while it was hot. Software Alliance, he says, had a list of clients that included the nation's largest banks — precisely the market M&I was targeting. It also had a trained sales force scattered around the country.

M&I bills itself as a provider of integrated banking systems. They include deposits and loan processing, customer information files, branch automation, wire transfer, and other smaller systems, such as those for profitability analysis. Software Alliance sells and installs the systems. M&I writes the programs and provides maintenance and development.

More than 35 banks have licensed M&I systems. That figure includes five of the country's 12 largest banks, Mr. Kuester boasts. TransData Corp., in its hardware and software survey a year ago, found that M&I's demand deposit accounting system was used in eight banks, second only to Hogan Systems Inc.'s system, which is installed at nine institutions.

M&I realizes the importance of using a bank's hardware resources efficiently, something he says other vendors often neglect. "Other systems designers don't have the responsibility of considering the need for hardware in a bank, so they don't design systems with the same efficiency," he says.

While M&I's bank affiliation has helped the company in some ways, it has presented some problems. But, Mr. Kuester is quick to add that they have been minor. For instance, because other banks have entered this business and then hastily retreated from it, potential customers sometimes question M&I's commitment to staying in.

"Some other banks have gotten out of the business and customers often question that. But we have some history here," he says.

For one thing, M&I joined Barnett Banks of Florida Inc. to design a trust system in the 1970s. Today, the same system is still in use and being sold by Dyatron. More important, Mr. Kuester says, M&I's agreement with Software Alliance also demonstrates the bank's commitment to the business.

"Software Alliance — that's their mission in life," he says.

The articles on pages 22 and 24 were written by Yvette D. Kantrow.

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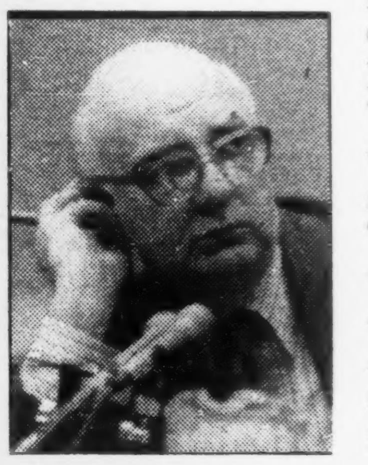
VOL. CLII NO. 107 Wednesday, June 3, 1987 152nd Year

TODAY

VOLCKER — GREENSPAN



PRESIDENT REAGAN ANNOUNCED plans to replace Federal Reserve Board Chairman Paul A. Volcker, who resigned Tuesday, with noted economist Alan Greenspan, a move that could make the Fed more receptive to broad deregulation of the financial industry. Mr. Volcker's decision to reject a third term stunned financial markets, but the shock was eased with Mr. Greenspan's nomination...... 1

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Paul had a long run. He caused inflation to break, but the side effect was the worst recession since the 1930s.

Walter Wriston, on the resignation of Paul A. Volcker as Federal Reserve chairman [Page 1]

Unquote

Greenspan to Replace Volcker at Fed

**By ROBERT M. GARSSON
and JAY ROSENSTEIN**
Washington Bureau

WASHINGTON — President Reagan announced Tuesday that he plans to replace Federal Reserve Board Chairman Paul A. Volcker with noted economist Alan Greenspan, a move that could make the central bank more receptive to broad deregulation of the financial industry.

Mr. Volcker's decision to reject a third term at the Fed stunned financial markets Tuesday, but the shock was cushioned by the decision to nominate Mr. Greenspan, a former White House economic adviser who is well respected in his field.

Mr. Volcker, whose term expires Aug. 6, said he plans to stay on board at the Fed until a new chairman takes office. Mr. Greenspan's nomination must be approved by the Senate Banking Committee and then the full Senate before he can take over at the Fed. He is expected to win approval without difficulty.

Once the transition is completed, President Reagan will have appointed all seven members of the Federal Reserve Board. Mr. Volcker was originally appointed by President Carter in 1979.

Observers interviewed Tuesday said they expected no major changes in Fed monetary policy under Mr. Greenspan. Both Mr. Volcker and Mr. Greenspan are considered tough inflation fighters who are also aware of the benefits of economic expansion.

However, most Fed watchers said they consider Mr. Greenspan to be more sympathetic than Mr. Volcker to financial industry deregulation. That could make the Fed more willing to support regulations and legislation that would permit banking firms to expand into securities, real estate, and insurance.

Also, observers said, Mr. Volcker had been a leader of the opposition to diversified firms entering banking through the so-called nonbank-bank loophole. The Fed stance now could soften under Mr. Greenspan and become more attuned to the administration position, which supports the more free-market approach.

Although Mr. Volcker was a strong advocate of new powers for banks, he had argued that Congress, rather than the Fed, should take the lead in authorizing new products and services. Most recently, Mr. Volcker dissented from a decision in which the board approved new securities underwriting authority for several large New York banks.

Walter Wriston, former chairman of

Reagan: Page 14 ➸

Greenspan Wins Waiting Game To Lead the Fed into New Era

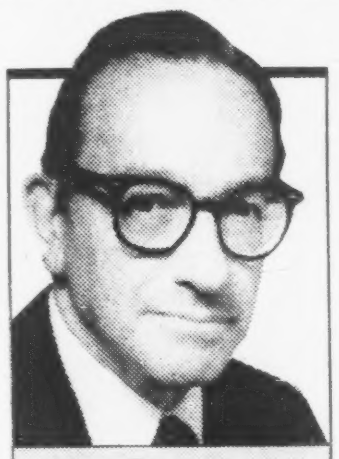
By BART FRAUST

NEW YORK — Alan Greenspan did not earn his doctorate in economics until 1977, 27 years after receiving his master's degree from New York University. Thus, the 61-year-old economist is used to waiting.

For the last five years, he waited as he was mentioned repeatedly as the individual most likely to lead the Federal Reserve Board into the post-Volcker era, whenever that arrived.

That era began on Tuesday when President Reagan announced that Paul A. Volcker had chosen not to seek a new term at the Fed and that Mr. Greenspan will succeed him.

Representatives at Mr. Greenspan's New York economic consulting firm, Townsend-Greenspan & Co., said he was not giving interviews. He told White House reporters on Tuesday that he would not discuss Federal Reserve issues until his Senate confirmation hearings.



Alan Greenspan

Bankers, economists, and other financial analysts were more than willing to talk about Mr. Greenspan, and the comments were universally favorable.

"If a change had to be made, the country is extremely fortunate to have a man like Alan Greenspan waiting in the wings,"

Greenspan: Page 15 ➸

Volcker Exit Will Overhaul Banks' Outlook

By ROBERT TRIGAUX
Washington Bureau

News Analysis

WASHINGTON — Federal Reserve Board Chairman Paul A. Volcker's influence in the banking and financial markets is so pervasive that his resignation will require a complete overhaul of industry issues affected by the central bank, say observers.

The rethinking must include international and domestic policies, ranging from Third World debt to financial deregulation in the United States.

Analysis: Page 16 ➸

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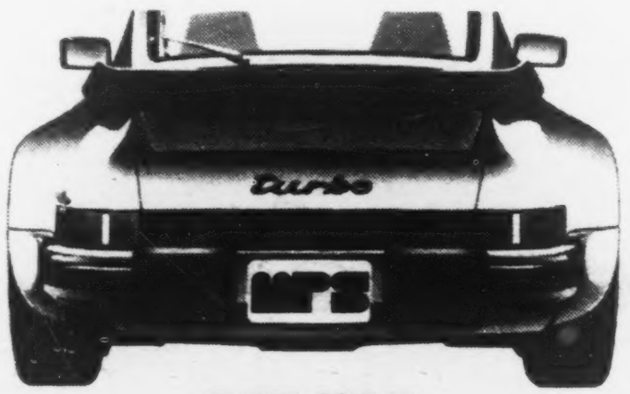

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Technology Topics

TANDEM GETS AVAIL: Tandem Computers Inc., Cupertino, Calif., said that Avail, the statewide electronic funds transfer network in Georgia, has installed a Tandem NonStop VLX mainframe that will begin switching transactions among member financial institutions in late 1987.

The system will process transactions from 2,500 automated teller machines and point-of-sale terminals owned by more than 145 institutions and serving 2.4 million cardholders.

Avail's operator is Georgia Interchange Network Inc., a consortium of 12 financial institutions.

The network currently switches 2.2 million transactions per month.

Avail's own Tandem VLX will take the place of a three-year data processing service contract, which expires in December, with Citizens & Southern National Bank of Atlanta.

Ron Dennis, president of Avail, said the company has been happy with C&S service, using its Tandem computer, but growing transaction volumes now make an in-house arrangement more economical.

Software will be provided by MTech of Dallas. MTech is a member of the Tandem Alliance, a program to encourage development of application software that runs on Tandem systems.

□

AUSTRALIANS CONNECT ATMS: Westpac Banking Corp. and Commonwealth Banking Corp., the second and fourth largest banks in Australia, respectively, have signed a nationwide automated teller machine sharing agreement.

Customers of both banks now have access to 1,300 machines throughout the country using Westpac ATM cards, the Westpac MasterCard, Commonwealth Keycard, and Commonwealth MasterCard.

□

NATWEST ANSWERS: National Westminster Bank USA has licensed a modified version of I.T. Answers, an inhouse cash management reporting system offered by Interactive Technology Corp., Atlanta.

The software is the basis for an electronic controlled disbursement reporting system that Interactive Technology developed for NatWest USA. The system, which Interactive Technology plans to market to other financial institutions, provides for immediate processing and reporting of companies' controlled disbursement activity. ■

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Automation Takes Bigger and Bigger Bites

Banking Industry Not Holding Line on Costs, Survey Shows

By JEFFREY KUTLER

San Francisco

THE BANKING INDUSTRY is finding it impossible to hold the line on automation costs, the American Bankers Association's latest national operations and automation survey showed.

Operating expenditures have been growing faster than the United States inflation rate, and automation has been eating up progressively larger slices of that expanding pie since the association started measuring it in 1963.

In 1985, U.S. commercial banks' noninterest operating expenses exceeded $80 billion, up 10% in a year when the consumer price index rose less than 4%.

Seven percent of the industry's aggregate operating budget, more than ever before, went for data processing in 1986. This percentage was twice as high at the largest banks, whose automation needs are the greatest.

The smaller the bank, the more likely it is to rely on larger banks, service bureaus, and consultants for its data processing needs. This factor seems to have loaded more noninterest operating costs on those latter organizations.

Banks in all size categories, but especially the larger ones, expected their automation burdens to worsen in 1986 and 1987, according to results of a questionnaire completed a year ago by executives of 706 commercial banks.

For example, at banks above $500 million in assets, data processing accounted for 12.8% of 1985 operating expenses, compared with 9.1% in 1980.

At banks with more than $5 billion in assets, the 1985 proportion was 15.3%, 1986 budgets showed 16%, and their 1987 estimate rose to 18.2%.

By contrast, banks under $100 million in assets held the line at 6.9%, actually two-tenths of a percentage point below where automation budgets were in 1980 at the time of the last ABA survey. They budgeted for the same 6.9% of operating expenditures to go for data processing in 1986 and expected only a slight upward bump to 7% in 1987.

For medium-size banks — $100 million to $500 million in assets — the 1985 automation percentage of 8.1% widened significantly from 6.6% in 1980 but was only slightly above their 7.9% in 1978. These bankers budgeted for 8% in 1986 and anticipated 8.3% this year.

System Costs as a Percent of Total Operating Expense

(1986 Budgets and 1987 Projections)

Bank Asset Size (In Millions)	Data Processing 1986	Data Processing 1987	Check Processing 1986	Check Processing 1987	Telecommunications 1986	Telecommunications 1987
Under $100	6.9%	7.0%	9.7%	9.6%	2.8%	2.8%
$100-$500	8.0	8.3	7.6	7.5	2.8	2.9
$500-$1,000	11.9	11.8	4.1	4.2	3.2	3.2
$1,000-$5,000	13.0	13.2	5.5	5.0	4.2	4.3
Over $5,000	16.0	18.2	6.0	6.0	2.9	2.9

Source: American Bankers Association national operations and automation survey.

On top of these percentages devoted to data processing, banks spent up to 10% more of total operating costs on check processing and an additional 4% on telecommunications. These statistics did not change in proportion to bank size the way the data processing percentages did.

Smaller banks in 1986 budgeted proportionally more for check processing than did larger banks: 9.7% of operating expenses at banks under $100 million in assets; 7.6% at banks between $100 million and $500 million; 4.1% at banks between $500 million and $1 billion; 5.5% at $1 billion to $5 billion banks; and 6% at those $5 billion and higher in assets.

As a percentage of total operating expense, the average under-$500 million bank spent 2.8%; the average $500 million to $1 billion bank 3.2%; the average $1 billion to $5 billion bank 4.2%; and the average over-$5 billion bank only 2.9%.

Respondents foresaw virtually no change in their check-processing and telecommunications proportions for 1987, in contrast to the anticipated increases for general data processing.

Salaries the Biggest Item

The largest component of operations and automation spending was salaries and fringe benefits for employees. Annual employment budgets ranged from $241,000 for the average under-$100 million bank to $12.9 million for the average over-$500 million institution. Medium-size banks averaged $986,000, the ABA survey showed.

For all survey respondents, the 1986 employment budget was 6.5% higher than actual spending in 1985. They anticipated limiting that increase to 5.2% in 1987. Both growth rates would be higher than secular inflation in recent years but lower than those years' industry-wide salary increases as calculated from Federal Deposit Insurance Corp. income statements.

After employment, the next biggest operational expense category was computer equipment. The 1986 budgets ranged from $39,000 at the average small bank to $4 million at the banks over $500 million in assets, with medium-size institutions well below the largest at $182,000.

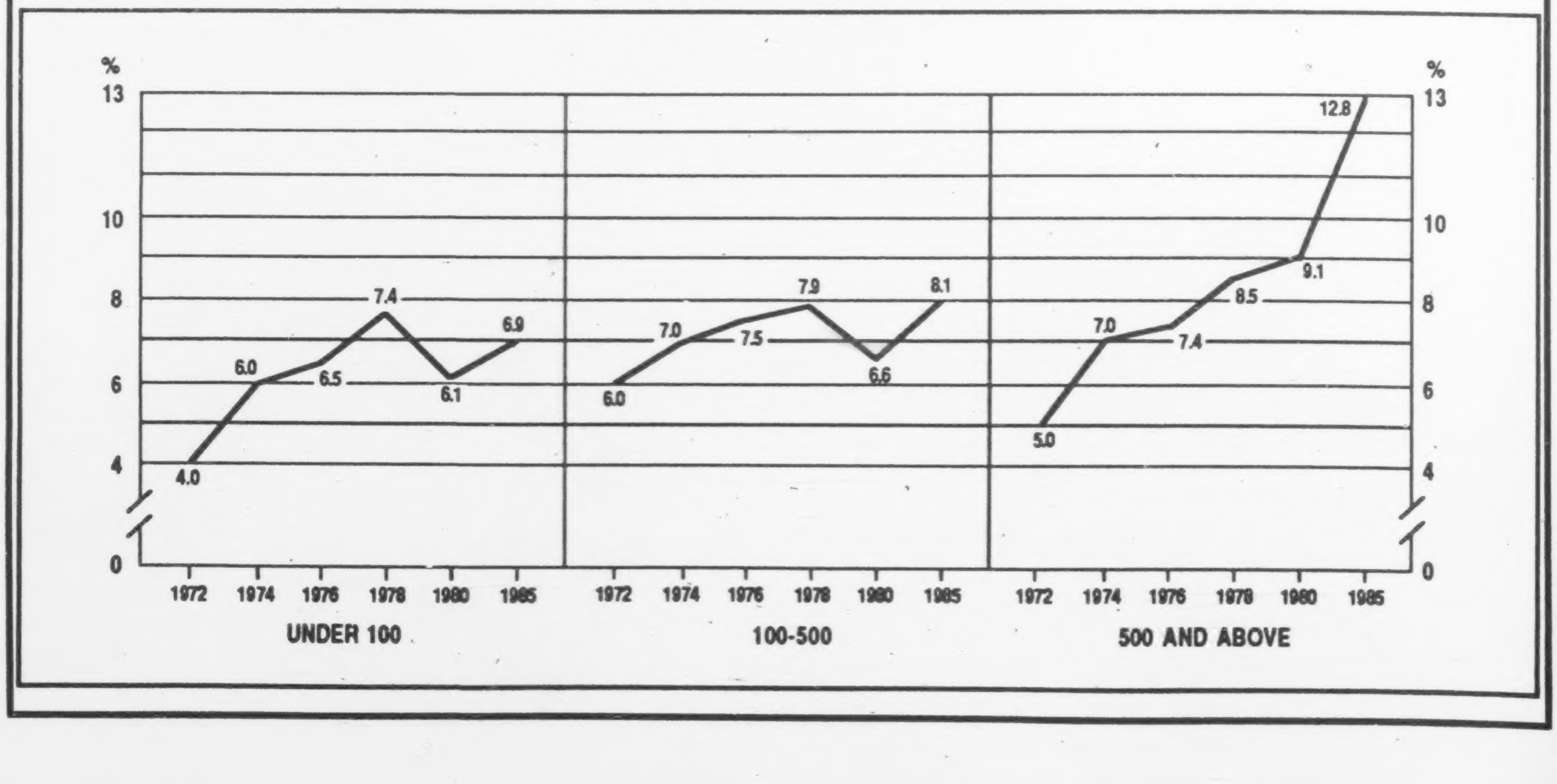
Inflation in equipment costs — 11% for all banks in 1986 and 6.3% anticipated in 1987 — exceeded the salary growth. As would be expected, the 1986 increase was an even greater 13% among banks above the $500 million-asset threshold. These banks wanted, or hoped, to hold this budget increase to only 5% in 1987.

A Comprehensive Picture

The American Bankers Association conducts the national operations and automation survey every three to five years. In its 1986 edition, the survey contained almost 200 questions covering virtually every aspect of domestic bank operations: budget categories; computer and software configurations; telecommunications; retail and wholesale operations; electronic funds transfer systems; check processing; and fiduciary and securities operations.

Automated: Page 11 ➞

AUTOMATION COST AS A PERCENT OF TOTAL OPERATING EXPENSE
1972-1985
By Asset Size in Millions of Dollars



THE MARKETS

Money Market

Tuesday June 2, 1987

Federal funds range 6 9/16%-6 9/16%
Prime rate (5/18/87) 8.25%
Discount rate FRB of New York (8/21/86) 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 8.00%

Bankers Accepts. offering rate—discount basis (6/2/87)
30 days—6.80 60 days—6.85 90 days—6.92
120 days—6.95 180 days—7.05

N.Y. City Banks' CDs — Highest Offering Rate (6/2/87)
14 days—6.30 30 days—6.50 60 days—6.60
90 days—6.65 120 days—6.80 150 days—6.85
180 days—6.90 270 days—7.15 360 days—7.35

Aaa Dealer Comm'l Paper—discount basis (6/2/87)
30 days—6.375 60 days—6.80 90 days—6.85

Comm'l Paper Directly Placed—Range disc. Basis (6/2/87)
5-14 days—N.A. 15-29 days—6-6⅜
30-59 days—6-6⅜ 60-89 days—6-6⅜
90-179 days—6-6⅜ 180-270 days—6-6⅜

Eurodollar Deposits—London bid (6/2/87)
Overnight—6 9/16 7 days—6¾
1 mo.—6½ 3 mos.—7¼
6 mos.—7½ 1 year—8 1/16

NIBOR (6-month) 7 9/16%
LIBOR (6-month) 7 9/16%

Futures Markets

The Bond Buyer Municipal Bond Index

	June 2, 1987	June 1, 1987	May 26, 1987
Index	89.08	89.29	87.09
Yield to Par Call	8.88	8.79	9.00
Yield to Maturity	8.39	8.32	8.41

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

3-Month T-Bill Futures (IMM)*

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
June '87	94.30	94.13	94.25	+ 5	5.75
Sept.'87.	93.39	93.22	93.24	-20	6.76
Dec. '87.	93.04	92.79	92.82	-28	7.18
Mar. '88.	92.81	92.57	92.58	-30	7.42
June '88	92.55	92.42	92.39	-32	7.61
Sept.'88.	92.37	92.28	92.23	-34	7.77
Dec. '88.	92.25	92.12	92.07	-34	7.93
Mar. '89.	.....	91.91	91.93	-34	8.07

As of the previous day's close; Total no. of contracts traded: 8,920 total open interest: 25,212 and change in open interest: -1,871

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
June 1 ....347.3	1987	374.2	316.8	347.3
June 1 ....348.1	1986	388.7	311.2	331.3
May 29 ...344.9	1985	344.2	242.7	344.2
May 28 ...343.6	1984	269.6	178.4	246.3
May 27 ...344.9	1983	299.6	223.1	260.2

* Based on midday prices.

Chicago Board of Trade Delays Institutional Index Contract

CHICAGO — The Chicago Board of Trade has postponed indefinitely its plan to trade an institutional index futures contract, originally scheduled to open on June 15. The contract is based on a 75-stock institutional index option contract, which has been trading lightly on the American Stock Exchange.

The futures mart attributed the postponement to the need to complete computer technology related to stock quotations and to enhance computer support systems for its new evening trade session and upcoming municipal bond index contracts. The municipal contracts are set to open on June 11.■

Security Pacific . . .

➼ Continued from Page 7

even with this $58 million addition to reserves, we expect significant profits for the full year 1987."

After the addition, Rainier's reserve for loan losses will be about $136 million, or 2.07% of total loans and leases. Rainier has equity of almost $600 million, and it is projected that primary capital on June 30 will be 7.5%.

Jon Christopherson, Rainier's president, said that while Rainier and Security Pacific kept one another apprised of their decisions to boost loss reserves, Rainier's decision was made in Seattle, not Los Angeles. ■

Automation Costs Take Bigger and Bigger Bites

➼ Continued from Page 8

The ABA has published the results, reflecting on banks' automation status at the end of 1985, in a 172-page book. The book includes a management summary and about 400 tables and graphs enabling comparisons of a bank's strategies and performance with others of the same size. Some of the tables revealed the following:

- Automation has virtually saturated the commercial banking industry. Only 3% of all banks, almost all of them small, do not use computers on or away from their own premises. The percentage was the same 1980. As recently as 1977, 11% of banks were not using any computer systems.
- The falling costs of computing along with the advent of mini- and microcomputers have made on-premises systems feasible for even the smallest banks. Forty-two percent of banks below $100 million in assets said their primary sources of computer processing in 1985 were on their own premises, up from 24% in 1980 and equal to the 42% reported by medium-size banks in 1985. Although 47% of small banks were still relying on the data processing services of correspondent banks or nonbank suppliers in 1985, this was down from 62% in 1980 and 67% in 1977.
- At banks under $100 million in assets, 31.7% rated their correspondent bank data processor excellent, 65% said it was satisfactory, and only 3.3% said it was unsatisfactory.
- About one bank in two used outside data processing consultants. Small banks budgeted an average $47,100 for consultants in 1986 and expected to raise that 5% in 1987. The average bank above $500 million in assets budgeted $286,300 for consultants in 1986 and projected a 21% increase for this year.
- Automated teller machines are operated by 97% of banks over $500 million in assets, 87% of banks between $100 million and $500 million; and 33% of banks under $100 million. The average $5 billion or larger bank operated a 137-machine network at the end of 1985. Nine of ten banks charged a fee, averaging about 20 cents, for an ATM cash withdrawal, but the fee tripled for transactions originating at machines owned by another bank in an ATM network.
- Half of banks above $5 billion and more than one-fourth of those between $500 million and $5 billion said they operated or planned to operate point-

Automated: Page 12 ➼

NEW ISSUES June 3. 1987

FannieMae

$900,000,000
8.55% Debentures
Dated June 10. 1987 Due June 10. 1991
Interest payable on December 10. 1987 and semiannually thereafter
Series SM-1991-K Cusip No. 313586 XF 1
Non-Callable
Price 100%

$600,000,000
9.20% Debentures
Dated June 10. 1987 Due June 10. 1997
Interest payable on December 10. 1987 and semiannually thereafter
Series SM-1997-C Cusip No. 313586 XG 9
Non-Callable
Price 99.875%

The debentures are the obligations of the Federal National Mortgage Association, a corporation organized and existing under the laws of the United States, and are issued under the authority contained in Section 304(b) of the Federal National Mortgage Association Charter Act (12 U.S.C. 1716 et seq.)

The debentures, together with any interest thereon, are not guaranteed by the United States and do not constitute a debt or obligation of the United States or of any agency or instrumentality thereon other than Fannie Mae.

This offering is made by the Federal National Mortgage Association through its Senior Vice President-Finance and Treasurer with the assistance of a nationwide Selling Group of recognized dealers in securities.
Debentures will be available in *Book-Entry* form only.
There will be no definitive securities offered.

Gary L. Perlin
Senior Vice President-Finance and Treasurer

Linda K. Knight
Vice President and Assistant Treasurer

3900 Wisconsin Avenue, N.W., Washington, D.C. 20016

This announcement appears as a matter of record only.

Keystone Bancshares, Inc.

has been acquired through merger by

First of America Bank Corporation

The undersigned acted as financial advisor to Keystone Bancshares, Inc. and assisted in the negotiations leading to this transaction.

William Blair & Company
Chicago
Denver London

June, 1987

Marine Senior Promotions Are Part of Reorganization

By FRANKLIN SMITH

NEW YORK — Marine Midland Bank has made several senior management appointments as part of a major reorganization of its operating structure in New York State.

Two new sectors, the major business units of the bank, will be established on July 1. They are the community banking sector and the national consumer sector. Existing sectors are capital markets, corporate-institutional-international banking, corporate resources-administration, and strategic positioning.

Alan J. Heuer will become sector executive for the new community banking sector, which comprises Marine's direct consumer banking activities and its business with small and middle-market firms throughout New York State.

Mr. Heuer previously was division executive for the bank's direct consumer banking division.

Peter Laqueur has been named sector executive for the national consumer sector, which includes Marine's auto lending, credit card, education lending, residential mortgage banking, and other individual finance activities throughout the United States. Mr. Laqueur had been division executive for the indirect consumer banking division.

Within the community banking sector, Marine's consumer and commercial banking activities in New York State will be merged and reconfigured into five new geographic divisions, each managed by a newly appointed regional president-division executive.

Antoinette Tomai Heron will head the eastern region, headquartered in New York City, which includes New York City and Long Island. She was previously group executive for the bank's consumer banking activities in New York City, Long Island, and the Hudson Valley.

The Hudson Valley region, headquartered in New Rochelle, will be headed by Garrett Goodbody, previously group executive for administration and support in Marine's corporate-institutional-international banking sector.

In the midstate region, headquartered in Syracuse, regional president Robert E. Wehrle was promoted to regional chairman and Richard D. Callahan was appointed regional president. Mr. Callahan had been group executive for direct consumer banking in the Syracuse area.

In the Rochester region, headquartered in Rochester, regional president Martin F. Birmingham was named regional chairman and Stephen C. Ames, previously group executive for commercial banking in the Buffalo area, was named regional president.

Charles M. Mitschow continues as president of the western region, with headquarters in Buffalo. ■

Oregon to Get State-Chartered Bank

Special to the American Banker

SEATTLE — A group of businessmen in Portland, Ore., plans to open the first state-chartered bank in Oregon in nearly four years.

The institution, which will be called the Anchor Bank of Oregon, will target its loans to local small businesses, according to Robert E. Laughlin, one of the organizers.

The bank will be capitalized at between $1.5 million and $3 million and plans to open its doors by Dec. 1, according to Mr. Laughlin.

The organizers hope to make the bank the centerpiece of a financial services center that will include lawyers, accountants, an investment banking and brokerage firm, and a real estate office, all geared to small businesses. They also hope to file a charter application with the state banking supervisor within 30 days, Mr. Laughlin said.

Mr. Laughlin and some of his partners were directors of another small Oregon bank, the Stewardship Bank, which opened in 1981 but failed in 1984 because of bad real estate loans. Mr. Laughlin said the failure was attributable to a weak economy, inexperienced directors, and poor management. He said the directors of the new institution will keep a closer eye on management.

"Our management team will be a notch above what it was before," Mr. Laughlin said.

The organizers include Joe Lutz, who nearly unseated Sen. Bob Packwood in the state's 1986 Republican Senate primary, and Kenneth R. Kraus, the manager of the central division of the Portland General Electric Co. They are trying to raise capital from a group of about 25 Oregon businessmen.

A related group is considering opening a similar community bank in Washington State.

Mr. Laughlin, the owner of the Western Food Equipment Co., Portland, said one of the reasons for organizing a new bank is the decline in home-owned banks in Oregon. ■

Automated . . .

➸ Continued from Page 11

of-sale terminal systems. The $5 billion-asset and larger banks were by far the most active, projecting almost 2,000 terminals per bank in 1986 rising to 3,800 by 1988.

- Half of all banks operated on-line teller terminal systems, and about 30% had platform automation systems in their branches at the end of 1985. Penetration was deepest at the over-$5 billion banks, 88% of which had on-line teller terminals and 72.4% platform terminals.
- In the wholesale area, 87% of all banks offered wire transfer services; 77% business money market accounts; 68% automated clearing house payrolls; 67% business savings accounts; 42% previous-day balance reporting; and 42% automated clearing house debits. Many cash management, wire transfer, and automated clearing house services were almost universally available from the larger institutions.
- More than six in ten banks, and almost 100% of those above $1 billion in assets, process checks on their own premises. About one-third of banks above $500 million in assets anticipated that they would increase their usage of Federal Reserve check clearing services in 1986 and 1987, but almost half of the over-$5 billion group said they would use the Fed less. ■

1st of America Buys Keystone

KALAMAZOO, Mich. — The First of America Bank Corp. completed the purchase of Keystone Bancshares Inc., Kankakee, Ill., for $25 million. First of America said Keystone shareholders will receive $45 per share payable in a First of America convertible preferred stock at a dividend rate of 9%. ■

LEGAL ADVERTISING

Auction Notices

NOTICE OF FORECLOSURE AND SALE NOTICE IS HEREBY GIVEN, that by virtue of a default in payment on a certain Security Agreement in the nature of a Chattel Mortgage under THE UNIFORM COMMERCIAL CODE, entered into by and between FELIX GURALNIK, as Debtor, and MELROSE CREDIT UNION, as Secured Party, dated September 29, 1986 duly filed and recorded covering a 1982 Oldsmobile Taxicab, ID#1GeAN69Y0CM317548 together with Dial Two Way Radio Rights in Car #239 and two shares of Dial Car, Inc. Certificate No. 291. THE UNDERSIGNED will foreclose and sell at Public Auction on Wednesday, June 3, 1987 at 10:30 A.M. at the offices of Melrose Credit Union, 41-13 Kissena Boulevard, Flushing, New York the 1982 Oldsmobile Taxicab. OD#1G3AN69Y0CM317548 together with Dial Two Way Radio Rights in Car #239 and two shares of Dial Car, Inc. Certificate No. 291. The secured party reserves the right to bid and buy. Michael Gilhooly, Auctioneer as Agent, 804 54th Street, Brooklyn, New York 11220. Samuel R. Buxbaum, Attorney for Secured Party, 41 East 42nd Street, New York, New York 10017, DCA#693772.

NOTICE OF FORECLOSURE AND SALE NOTICE IS HEREBY GIVEN, that by virtue of a default in payment on a certain Security Agreement in the nature of a Chattel Mortgage under THE UNIFORM COMMERCIAL CODE, entered into by and between ALEXANDER SVECHARNY, as Debtor, and MELROSE CREDIT UNION, as Secured Party, dated August 22, 1983 duly filed and recorded covering a 1982 Buick Taxicab, together with Dial Two Way Radio Rights in Car #179 and Two shares of Dial Car, Inc. Certificate No. 224. THE UNDERSIGNED will foreclose and sell at Public Auction on Wednesday, June 3, 1987 at 10:00 A.M. at the offices of Melrose Credit Union, 41-13 Kissena Boulevard, Flushing, New York the 1982 Buick Taxicab, together with Dial Two Way Radio Rights in Car #179 and two shares of Dial Car, Inc. Certificate No.224. The Secured party reserves the right to bid and buy. Michael Gilhooly, Auctioneer As Agent, 804 54th Street, Brooklyn, New York 11220. Samuel R. Buxbaum, Attorney for Secured Party, 41 East 42nd Street, New York, New York 10017. DCA#693772.

AUCTION SALE

SALE BY ORDER OF THE
PROVIDENT LOAN SOCIETY
OF NEW YORK

Jewelry, Second-hand Watches, Silver and Silver Plated Ware, U.S. Stamps and Coins and Miscellaneous articles of Personal Property being the collateral for loans in default represented by tickets of the following offices, numbers and dates inclusive:

PARK AVENUE SOUTH OFFICE—03028 August 19, 1985 to 07086 February 28, 1986

EAST 60th STREET OFFICE—92822 May 24, 1985 to 98739 February 28, 1986

LENOX HILL OFFICE—20125 June 10, 1985 to 22798 February 28, 1986

FORDHAM OFFICE—35507 August 5, 1985 to 39795 February 28, 1986

FLATBUSH OFFICE—19488 July 9, 1985 to 29709 February 28, 1986

FLUSHING OFFICE—17349 December 6, 1984 to 26715 February 28, 1986

Collateral to be sold at Public Auction on June 17 and 18, 1987 beginning at 10:00 a.m. each day at William Doyle Galleries, Inc., 175 East 87 Street, New York, NY 10028

AUCTIONEERS:
William J. Doyle, Peter Cleary, Rodney Lang, Joanne Porrino Mournet, Riccardo Salmona.

LIEN SALES: June 17, 1987 in Brooklyn, N.Y. At 4:30 P.M. At 835 Remsen Ave., A 1970 Mercedes Benz #044222 Re: May Richardson; At 5 P.M. At 3 Plum 3rd St., A 1978 Invader Boat #6634PP(NY) Re: Al Zanzuri & Felix Guardiola. June 18, 1987 In Queens, N.Y. At 5 P.M. At 18-25 130th St., A 1985 Nissan #JN1PB12S2FU167512 Re: Patricia Gannon. June 19, 1987 In Manhattan, N.Y. At 4 P.M. At 606 W. 47 St., A 1976 Cadillac #6D47S6Q172817 Re: John Viesta. B. ZURROW, Auctioneer.

Steven Ross Lic Auctr #823718 sells June 10, 1987 at 9 AM at 48-02 Van Dam St. Qns, '80 Chev #CGD15A4149987 Re: SOS Locksmith/GMAC at 9:30 at 43-38 36th St.Qns, '82 Toyota #JT2MX62E7C0038749 Re: B. Miller, at 10 AM at 78-02 Northern Blvd. Qns, '81 Olds #1G3AN69F2BM235138 Re: M. Singh at 10:30 AM at 49-07 108th St. Qns, '84 Pontiac #2G2AF19R7E1286598 Re: Thompson & Johnson Equipment, at 11 AM at 37-91 103rd St. Qns, '78 Olds #3M47F8M437917 Re: E. Gialvis at 12 PM at 28 15th St. Bklyn, '82 Ford #1FABP4235CH106331 Re: B. Nunez, at 1PM at 574 Third Ave, Bklyn, '63 M/B #W11102320072554, '65 Ford #5Y832153506, '75 Daimler #3B1093BW Re: P. Forrestar, at 2 PM at 814 McDonald Ave. Bklyn, '84 Chev #2G1AL6992E9250328 Re: Loredo Cab Corp, J. Joanis & Central National Bank. Published 5/27 and 6/3.

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC# 793108 &/OR S. SPERBER DCA LIC# 769437 Sell, June 10, 1987 10:15 A.M. 374 Central Ave Bklyn 1975 Chevrolet 2 Dr Sdn 1X17G5T157152 Re: V. Borrero, 1975 Ford 4 Dr Sdn 5E81F125661 Re: C. Hernandez: 10:45 A.M. 81 Clay St Bklyn 1979 Oldsmobile 4 Dr Sdn 3X69N9M222781 Re: A. Gold: 11:15 A.M. 39-20 27th St Queens 1979 Plymouth 4 Dr Sdn ML44A9D288614 Re: J. Mosquera: 11:45 A.M. 34-29 31st St Queens 1978 Ford Tow Truck F35YEL00789 Re: Mike's Shell Towing Service: 12:15 P.M. 109-25 Corona Ave Queens 1981 Datsun 4 Dr Sdn JN1SU01S6BT003017 Re: J. Stevenson: 1:00 P.M. 130-29 Merrick Blvd Queens 1974 Oldsmobile 2 Dr Sdn 3J57K4R140747 Re: J. Kaplan, 1:00 P.M. 130-29 Merrick Blvd Queens 1978 Cadillac 4 Dr Sdn 6D69S8E622448 Re: B. Halloway: 1:15 P.M. 130-07 Merrick Blvd Queens 1975 Chrysler 2 Dr Sdn SS22K5R332571 Re: L. Poma: 1:45 P.M. 122-21 Merrick Blvd Queens 1980 Toyota 4 Dr Sdn TE720509856 Re: A. Colliton: 2:00 P.M. 140-06 Farmers Blvd Queens 1976 Datsun 2 Dr Sdn HLB210759992 Re: A. Williams: 2:45 P.M. 66 Berriman St Bklyn 1959 Lincoln 4 Dr Sdn H9YB417051 Re: R. Lopez, 1971 Ford Tow Truck N61CVK52715 Re: Charles Towing Service, 1981 Oldsmobile 4 Dr Sdn 1G3AR69A6BG406190 Re: M. Kelley, 1979 Cadillac 2 Dr Sdn 6L57B9E665174 Re: O. Galindez, 1976 Datsun 2 Dr Sdn HLB210842008 Re: A. Mendez: 3:15 P.M. 3170 Atlantic Ave Bklyn 1979 Pontiac 4 Dr Sdn 2N69Y9P201661 Re: K. Taylor: 3:45 P.M. 940 E. 92nd St Bklyn 1983 Audi 4 Dr Sdn WAUGB0430DN028903 Re: J. Guarislia: 4:15 P.M. 8726 Foster Ave Bklyn 1981 Datsun 4 Dr Sdn JH1HU01S3BT013241 Re: L. Smith: I. BELENSON & CO., INC.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, June 10, 1987 9:30 A.M. 173 Marine St Bronx 1978 Chevrolet 2 Dr Sdn 1W27M8B467138 Re: H. Malik: 10:00 A.M. 3112 Jerome Ave Bronx 1972 Mercedes Benz 4 Dr Sdn 1401112012443 Re: A. Awadallah: 10:30 A.M. 3100 Webster Ave Bronx 1980 Oldsmobile 4 Dr Sdn 3B695AW164336 Re: S. Mircic: 11:00 A.M. 1959 Jerome Ave Bronx 1978 Pontiac Subn 2N35X8X146077 Re: M. Bonlla: 11:30 A.M. 1660 Selwyn Ave Bronx 1973 Buick 4 Dr Sdn 4H29H3G112361 Re: N. Jackson: 11:30 A.M. 1742 Morris Ave Bronx 1971 International Truck 840451L042285 Re: A. Klontzaris: 12:00 P.M. 1104 Webster Ave Bronx 1983 Honda Motorcycle JH2MC0C01DK100934 Re: B. D. Pote, Inc.: 12:15 P.M. 460 E. 167th St Bronx 1985 Pontiac 4 Dr Sdn 1G2JB6908F7563385 Re: E. Castellar: 12:30 P.M. 660 W. 177th St NYC 1983 Cadillac 2 Dr Sdn 1G6AD4787D9172042 Re: I. Fontaine, 1976 Pontiac 2 Dr Sdn 2K57E6P162047 Re: W. Jones, 1973 Mercedes Benz 4 Dr Sdn 11603212015198 Re: E. Block, 1969 Chrysler Subn CP45G9C304215 Re; E. Block: 1:00 P.M. 2 Sherman Ave NYC 1977 Chrysler 2 Dr Sdn SS22N7R143028 Re: H. Bermingham: 1:15 P.M. 270 Dyckman St NYC 1985 Toyota 2 Dr Sdn JT2AE86SXF0165191 Re: L. Bolanco: 2:00 P.M. 2040 White Plains Road Bronx 1980 Chevrolet 4 Dr Sdn 1X685AT149798 Re: O. Burke, 1977 Lincoln 2 Dr Sdn 7Y89S820338 Re: L. Quinones: 2:30 P.M. 156 E. 105th St NYC 1977 Chevrolet 4 Dr Sdn 1N69U7S113512 Re: L. Zuchman: 3:30 P.M. 967 Atlantic Ave Bklyn 1979 Volkswagon 2 Dr Sdn 5392059257 Re: L. Jacob: I. BELENSON & CO., INC.

6/4/87 C0175-1

800

American Banker

The Daily Financial Services News

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VOL. CLII NO. 108

Thursday, June 4, 1987

TODAY

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CONSUMER GROUPS and members of Congress are making a new push for greater protection against the rising costs of banking... 19

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Nobody understands a policeman better than another policeman, and nobody understands a banker like another banker.

Isabel Montoya, Security Pacific senior specialist and peer support volunteer [Page 24]

Unquote

An American Banker Special Report

Shaky Real Estate Loans Hitting Banks

This story was reported by Nina Easton in Los Angeles, David LaGesse in Dallas, Richard Ringer in Chicago, Paul Tosto in Washington, D.C., and Michael Weinstein in Boston.

Kroh Brothers Inc. of Kansas City was the kind of company that bankers dream of bankrolling.

The 77-year-old firm, which is family-owned and operated, chalked up spectacular successes in the real estate market, first with residential construction and later with commercial development. Limited partnerships, providing new avenues of financing, became a favorite vehicle for the Kroh brothers, John and George.

Then came trouble — overbuilt markets, weak cash flow, and tax law changes that rendered real estate partnerships useless as tax shelters. With 120 properties stretched across 13 states and $700 million in debts, Kroh Brothers filed for bankruptcy the day before Valentine's Day.

Commercial Real Estate Lenders

Banks with Largest Percentage Of Commercial Real Estate Loans

RepublicBank Dallas NA	39.23%
MBank Dallas NA	32.73%
Arizona Bank, Phoenix	32.43%
Florida National Bank, Jacksonville	31.98%
Barnett Bank of South Florida NA, Miami	31.92%

Two months later, three St. Louis bank holding companies paid dearly for their infatuation with Kroh Brothers. In the first quarter of 1987, Mercantile Bancorp. charged off $7.1 million in loans to Kroh Brothers; Boatmen's Bancshares Inc. had a $4.1 million increase in its loan-loss provision, mostly because of charged-off loans to the company; and Centerre Bancorp. charged off about $2.5 million in Kroh Brothers loans.

Those Missouri banking concerns are in good company. Overbuilt markets and tax changes are colliding to make 1987 a painful year for banks with sizable exposure to the commercial real estate market. Yesterday's favorite cus-

Real Estate: Page 10 ➟

Banks Win Japan Securities Nod

By JED HOROWITZ

NEW YORK — Four major U.S. banks have allied themselves with nonbanking partners to bring their bid for securities units in Japan to fruition.

Japan's Ministry of Finance on Wednesday said it invited 10 foreign institutions to apply to open brokerage firms. Under Japanese regulations, the banks cannot control more than 50% of a securities company, and they must purchase it through an existing unit.

Bankers Trust New York Corp., Chemical New York Corp., Manufacturers Hanover Corp., and J.P. Morgan & Co. said they will quickly send in applications, which they have been negotiating for more than a year.

They will be the first U.S. banks to directly apply for securities firms in Japan, though others are operating there through the purchase of existing brokerage houses.

To meet the 50% ownership stipulation, each applicant has taken a nonbanking partner. Bankers Trust has joined with Exxon Corp., Morgan with Bechtel Investments, Inc., Chemical with Lord Howard de Walden, a private British investor, and Manufacturers Hanover with Chrysler Corp.

The banks said they will underwrite, distribute, trade, and broker debt and equity securities through their planned units. To meet regulatory requirements for licenses in each of these areas, the firms will have to be capitalized at 3 billion yen, or about $21 million, according to Douglas Ebert, an executive vice president at Manufacturers Hanover.

The banks, limited in U.S. securities activities by the Glass-Steagall Act, have been flexing their muscle for several years in the Euromarkets as underwriters and traders.

An invitation from the Ministry of Finance to apply for securities firms is tantamount to approval, banking officials said. Unlike the United States, where an application presages a review process, Japan's finance ministry issues

Japan: Page 23 ➟

Barclays Bets On Debit Card

By JOHN J. DUFFY
London Bureau

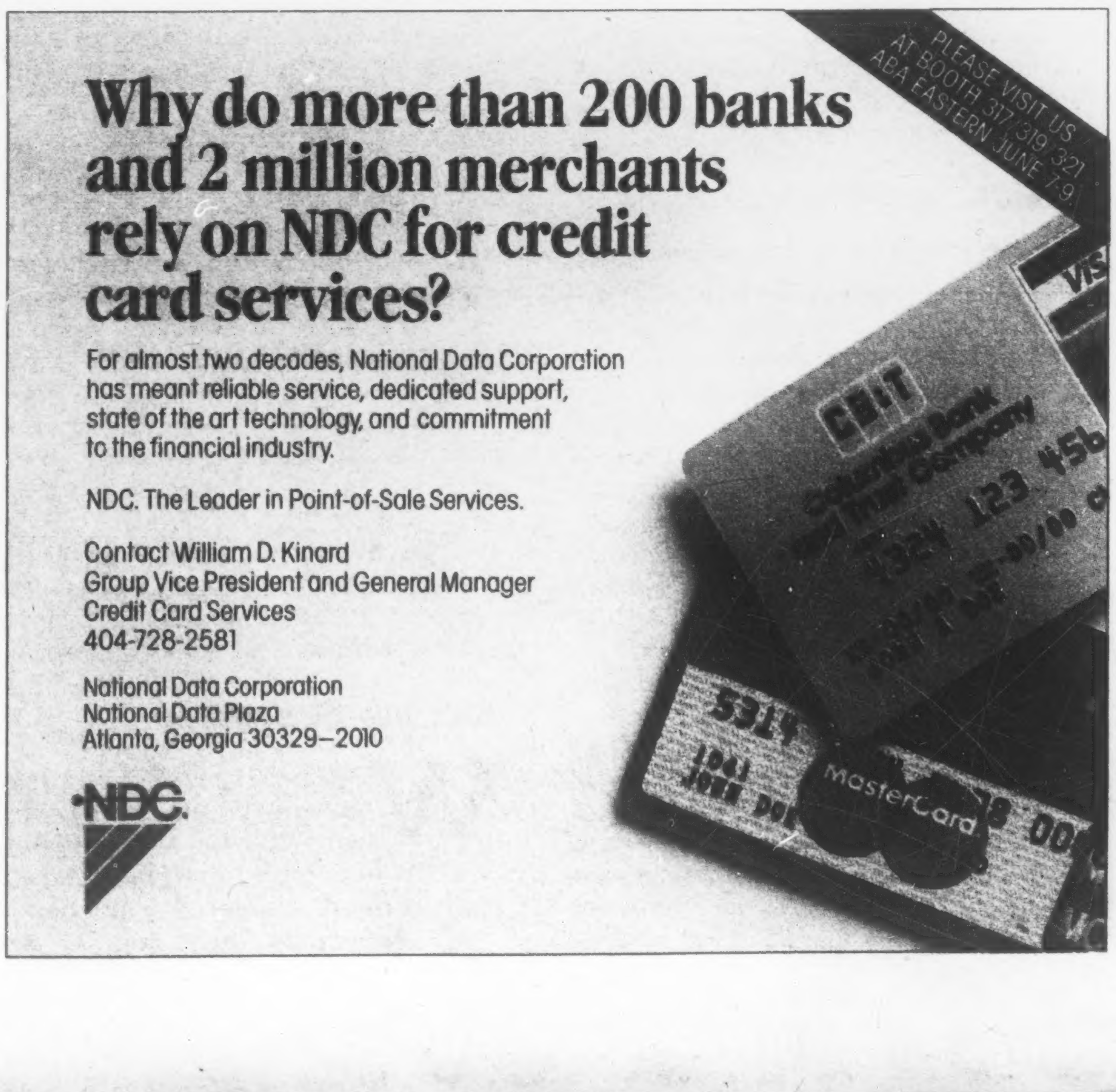
LONDON — Barclays Bank PLC on Wednesday launched Britain's first mass-market debit card, the vanguard for a new generation of cards that are expected to replace checks and pave the way for electronic, cashless shopping.

Called Connect, the new card is being issued through the Visa system. Most of the 5.3 million Visa merchants worldwide are expected to accept it.

Unlike purchases made with a charge card or a Visa credit card, Connect card transactions will be debited directly from the holder's checking accounts, with most transactions clearing in about three days.

"Barclays' Connect is the first of a new generation of banking services and is set to revolutionize purchasing hab-

Barclays: Page 23 ➟



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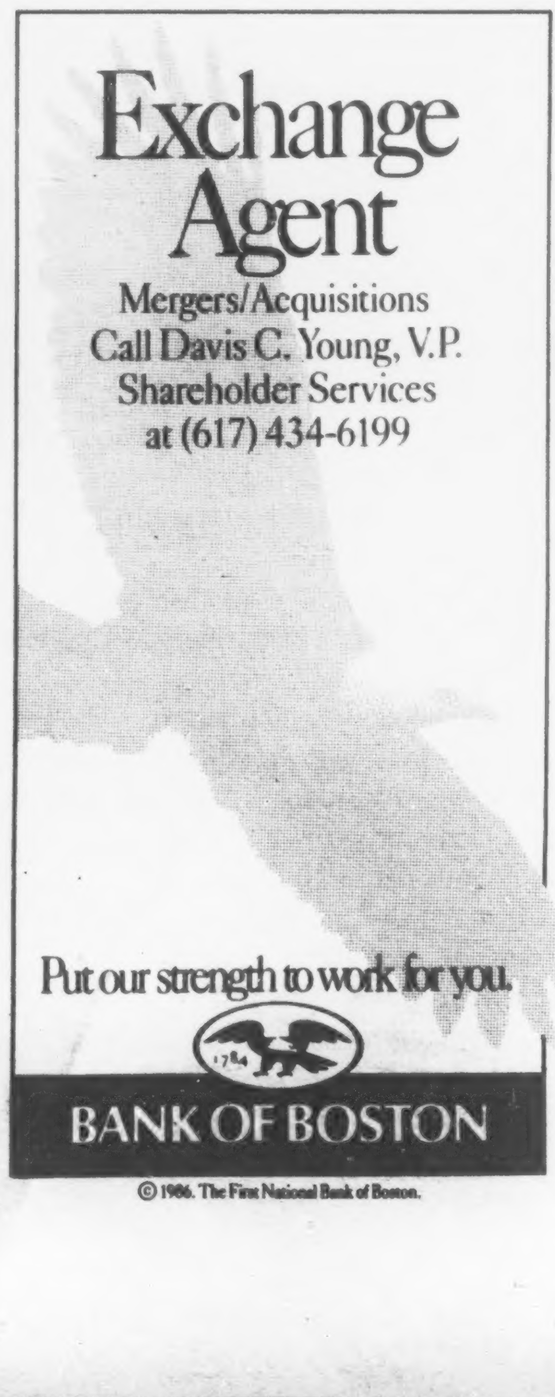

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BANK OF BOSTON

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An American Banker Special Report

Real Estate Loans Rocking Lenders' Bottom Lines

➽ **Continued from Page 1**

tomer, like Kroh Brothers, in too many cases has become today's source of losses.

Among large American banks that have concentrated more than 20% of their loans in land and development, about half saw their bad real estate loans at least double in 1986, according to a ranking prepared for the *American Banker.*

That trend has focused concern on real estate among bankers and their regulators, most of whom say they expect the losses to continue growing this year.

While holding companies are taking dramatic hits from soured Third World loans, those problems are at least quantifed, unlike the final exposure of banks to a real estate recession.

Real estate apparently has not hit bottom in a number of markets, particularly in the Southwest, where many regulators and analysts fear that the losses could threaten the survival of many banks.

Analysts expect real estate to wipe out any chance for earnings this year among the Texas holding companies, and to weaken profits at banks around the country.

High on the list of problems, bankers say, are construction loans for office buildings, hotels, apartments, and shopping centers. "The banking industry remains highly exposed to conditions in the real estate market," Manuel H. Johnson, vice chairman of the Federal Reserve Board, told Congress last month. Mr. Johnson said that while new construction has slowed in energy-depressed markets, "it has not done so in the aggregate."

In 1986, Mr. Johnson said, real estate construction loans held by banks grew by nearly 20%, while total loans grew by less than 8%. Over the past three years, construction loan growth averaged 21%, compared with a total loan growth average of 10%.

Comptroller of the Currency Robert L. Clarke said he expects troubled commercial real estate loans to be one of the factors behind lower bank earnings this year. "The number of nonperforming assets is high and it's going to get higher," he said in an interview this week.

The Comptroller's office is considering forbearance plans to provide relief to banks with large portfolios of these loans, Mr. Clarke said. One option under consideration is a change in appraisal standards that would assess the value of a real estate project based on the anticipation of stronger markets in the future.

"I personally think the problem will be a big one," Harry W. Green, vice president for bank holding company and international regulation at the Federal Reserve Bank of San Francisco, said in a recent interview.

While others are more sanguine about commercial real estate loans, there appears to be a growing consensus that the problem will get worse before it gets better.

"I think it's a while before we hit bottom," said Robert Grossman, a bank analyst at Standard & Poor's Corp., a bond-rating agency.

Alex Sheshunoff, president of Sheshunoff & Co., stated in a recent report on bank performance that the major problems for many U.S. banks in the future will continue to be in the real estate sector. "It is difficult," Mr. Sheshunoff wrote, "for many banks to quantify their problems in this area, due to the significant drop in real estate values."

"A lot of banks have been and will continue taking big writedowns," said John W. Hancock, executive vice president and head of Security Pacific Corp.'s real estate industries group in Los Angeles. Added Thomas Tabasz, chief economist for First Interstate Bank of Washington: "There is cause for concern."

Warning signs were evident throughout the country as major banks reported their earnings for 1986 and the first quarter of 1987:

- In Texas, real estate chargeoffs doubled as a share of total loan chargeoffs in 1986 — to 25% for the overall year, and 29% of fourth-quarter chargeoffs.
- In New York, Manufacturers Hanover Trust Co. earlier this year foreclosed on the Allied Tower in Dallas, only half of which is occupied. The bank's nonperforming real estate loans had already jumped from 2.93% of total construction loans at yearend 1985 to nearly 10% at yearend 1986.
- In Pittsburgh, Mellon Bank Corp. charged off $20 million in the first quarter, contributing to a $60 million loss in that quarter. Analysts at Smith Barney, Harris Upham & Co. cited the bank's real estate construction and commercial loan portfolios as "our biggest concern," and predicted more problems to come.
- In San Francisco, Wells Fargo Mortgage & Equity Trust, a real estate lender and investor that is advised by, but not formally affiliated with, Wells Fargo & Co., received a downgraded credit rating from Standard & Poor's in May. The credit agency said it did not expect the trust's poor performance to improve "unless [it] finds several large tenants for its problem properties."

Widespread Trouble

The commercial real estate market is particularly troubled in the Southwest, where the effects of the depressed oil and energy industries are now trickling down to the real estate sector. Nonperforming real estate loans among Texas banks more than doubled in 1986 to nearly 12%, and could nearly double again in 1987 to 20% or more, said Sandra J. Flannigan, a bank analyst with PaineWebber Inc. in Houston.

Some sectors of the country appear to be virtually immune to commercial real estate woes. New York, Boston, and Washington, D.C., remain robust markets, although some banks may pay for straying into the Southwest with real estate loans, as Manufacturers Hanover did in Dallas. "The whole Northeast corridor is much stronger than the rest of the country," said James F. Murray, senior vice president at Chase Manhattan Bank.

But regulators are keyed on problems in regions far from the oil patch. Overbuilding is evident in San Francisco, Seattle, Oregon, Miami, Los Angeles, and Phoenix. And banks throughout the Sun Belt have large exposures to the commercial real estate market.

Unlike energy loans, which severely crippled banks in the Southwest but touched only isolated banks elsewhere, real estate problems will affect banks throughout the country, Mr. Green said. Nearly a third of the $775.7 billion in outstanding loans at large banks — $220.4 billion — was linked to real estate projects, according to April figures published by the Fed.

Federal Deposit Insurance Corp. data show that the nation's total banking system at the end of 1986 contained $13.8 billion in problem real estate loans, representing 2.7% of total real estate loans, an increase from 2.5% in 1985. However, that figure does not reflect the true size of the problem, because total real estate loans include the residential sector, which has remained robust in most parts of the country.

Unlucky Timing

An unlucky confluence of events makes 1987 a harrowing year for banks with commercial real estate loans on their books. As one West Coast banker succinctly put it, "It's a deadly combination of overbuilding and tax reform."

After 1982, when the nation's economy showed signs of healing from recession, banks plunged into commercial real estate lending. And often they did not stay close to home. "It used to be that local bankers lent money to local developers, and both knew the market well," said Mr. Grossman. "In the past few years, we've seen a dramatic rise in national developers and syndicators, and national real estate lenders."

Commercial real estate lending in the early 1980s provided banks with lending opportunities at a time when troubles in the oil patch were drying up safe energy lending opportunities, noted a senior Washington bank

Real Estate: Page 11 ➽

Commercial Real Estate Lending at Big Banks

Banks with Over $4 Billion in Assets and More than 20% of Domestic Loans in Commercial Real Estate

Rank		COMMERCIAL REAL ESTATE LOANS Outstanding ($ Thous.) 12/31/86	12/31/85	% of Total Loans 12/31/86	12/31/85	% of Real Estate Loans 12/31/86	12/31/85	BAD REAL ESTATE LOANS Outstanding ($ Thous.) 12/31/86	12/31/85	% of Total Bad Loans 12/31/86	12/31/85
1	**RepublicBank Dallas NA**	3,358,973	2,968,788	**39.23**	33.14	95.03	93.49	233,221	78,991	50.54	36.87
2	**MBank Dallas NA**	1,853,372	1,664,791	**32.73**	31.11	89.23	92.37	132,953	39,645	39.57	19.50
3	**Arizona Bank, Phoenix**	1,042,972	797,549	**32.43**	29.45	65.01	59.13	50,482	9,112	72.59	331.47
4	**Florida National Bank, Jacksonville**	1,422,608	1,177,237	**31.98**	30.29	80.91	78.87	82,257	67,510	64.56	128.90
5	**Barnett Bank of South Florida NA, Miami**	986,968	637,726	**31.92**	26.27	68.22	67.73	19,434	18,909	63.01	73.08
6	**Riggs National Bank, Washington, D.C.**	722,895	532,826	**31.82**	28.19	76.24	72.17	12,527	2,955	92.35	139.26
7	**First Florida Bank NA, Tampa**	885,158	722,140	**31.35**	28.04	58.82	55.67	14,433	.15,102	68.58	69.40
8	**MBank Houston NA**	889,490	786,886	**31.25**	28.61	82.35	83.14	76,762	26,064	38.30	33.81
9	**First City National Bank, Houston**	1,240,655	1,238,300	**30.53**	25.66	92.37	95.61	151,551	56,402	30.66	18.97
10	**American Security Bank NA, Washington, D.C.**	795,262	554,649	**29.01**	25.83	85.48	83.18	6,732	13,609	43.65	21.66
11	**Allied Bank of Texas, Houston**	747,223	760,170	**28.59**	26.55	89.35	97.09	53,099	25,535	28.55	17.55
12	**Union Bank, Los Angeles**	1,888,376	1,572,043	**27.79**	27.61	84.54	84.73	81,848	38,780	37.69	28.50
13	**Central Fidelity Bank, Richmond**	659,827	463,149	**27.43**	21.59	64.91	54.27	9,123	6,356	24.69	26.74
14	**Valley National Bank of Arizona, Phoenix**	1,847,732	1,575,588	**26.28**	24.52	66.21	62.29	122,234	104,473	58.81	76.19
15	**First Union National Bank of Florida, Jacksonville**	793,629	669,377	**26.15**	22.51	64.37	57.53	30,379	13,241	68.96	127.71
16	**InterFirst Bank Dallas NA**	1,224,996	1,367,246	**25.15**	22.71	83.87	86.57	56,159	26,624	15.20	10.67
17	**Midlantic National Bank, Newark, N.J.**	833,386	504,566	**24.70**	21.30	80.91	79.15	9,797	11,204	30.13	30.31
18	**Southeast Bank NA, Miami**	1,733,716	1,574,883	**24.65**	23.56	65.78	64.31	60,227	50,201	53.11	55.46
19	**Sanwa Bank California, San Francisco**	845,797	609,015	**23.98**	20.68	80.98	73.33	28,772	32,780	23.06	137.87
20	**Seattle-First National Bank**	1,694,854	1,307,859	**23.06**	18.08	62.62	60.06	132,054	65,753	38.46	20.24
21	**Citibank NA, New York**	9,520,000	7,016,000	**22.54**	23.14	62.38	58.18	350,000	126,000	35.46	31.82
22	**NCNB National Bank of North Carolina, Charlotte**	1,799,806	1,300,792	**21.88**	18.14	75.24	76.16	18,711	4,397	17.41	6.70
23	**United States National Bank, Portland, Ore.**	1,068,704	842,911	**21.53**	17.54	71.38	66.06	35,311	40,441	35.54	43.10
24	**Boatmen's National Bank, St. Louis**	464,133	343,368	**21.24**	16.93	55.18	47.71	4,951	4,925	14.92	57.13
25	**Fleet National Bank, Providence, R.I.**	874,353	661,699	**20.74**	20.29	55.46	70.86	12,782	5,108	25.34	12.36
26	**Chase Manhattan Bank NA, New York**	4,450,165	2,988,615	**20.62**	16.35	69.28	66.66	230,993	165,176	34.34	31.43
27	**Citizens & Southern National Bank, Atlanta**	1,339,925	1,028,487	**20.36**	17.74	64.34	61.92	26,110	20,184	46.19	77.97

American Banker surveyed all banks with total assets greater than $4 billion on 12/31/86. From this group of 106 banks, all banks with 20% or more of their domestically booked loans in commercial real estate are listed. The banks are ranked by the ratio of commercial real estate loans outstanding on Dec. 31, 1986, to all domestic loans outstanding on Dec. 31, 1986, expressed as a percent to two decimal places. This ratio is reported in column 3 above and shown in bold face. Data are from the Federal regulatory report of condition and were provided by **ADP Data Service Division, New York. Commercial Real Estate Loans** are the sum of the following three items from Schedule RC-C (Loans and Lease Financing Receivables), Column B (Domestic Offices), item 1 (Loans secured by real estate): (1) Construction and land development loans (item 1a); (2) Loans secured by multifamily (5 or more) residential properties (item 1d); and (3) Loans secured by nonfarm nonresidential properties (item 1e). **Total Loans** are all loans booked domestically, net of unearned discount (Schedule RC-C, Column B, item 12). **Real Estate Loans** are all real estate loans: commercial, plus loans secured by farmland (Schedule RC-C, Column B, item 1b) plus loans secured by 1-4 family residential properties (Schedule RC-C, Column B, item 1c). **Commercial real estate lending as a percentage of real estate loans** is commercial real estate loans divided by (all) real estate loans, expressed as a percentage-. **Bad Real Estate Loans** are the sum of the following two items: All real estate loans 90 or more days past due (Schedule RC-N item 1a, Column B) plus All real estate loans on a nonaccrual basis (Schedule RC-N item 1a, Column C). **Bad Domestic Loans** are all domestically-booked loans 90 or more days past due plus all domestically-booked loans on a nonaccrual basis. **Bad real estate loans as a percentage of total bad loans** as of Dec. 31, 1986, and Dec. 31, 1985, are reported in the last two columns of the listing above.

An American Banker Special Report

Shaky Real Estate Market Rocking Banks with Big Loan Losses

Continued from Page 10

regulator.

The historically high vacancy rates in office buildings that now bedevil real estate lenders have become a familiar refrain: 30% in Denver, 25% in New Orleans, 23% in Miami, 20% in Houston and St. Louis, and 15% in downtown Los Angeles and Seattle. Take away the tax incentives of some of those projects, and the troubles deepen. That is exactly what Congress did in adopting the Tax Reform Act of 1986.

"The change in tax laws will have wide ramifications on bank portfolios," predicted the Fed's Mr. Green.

Most banks' loans to developers consist of two- to three-year financing. To service that debt, the developer needs a source of long-term financing. In the past, important sources of long-term financing were syndications of investors who bought real estate projects as tax shelters. But Congress killed those shelters in the 1986 tax reform law.

That factor, combined with growing vacancy rates, means that "there are now more restricted sources of repayment for a construction loan," said Mr. Hancock. Savings and loans, which have been granted more liberal powers to invest in, as well as lend to, commercial real estate projects, will be hit especially hard by the tax changes.

"It's worse than what we had thought," complains William Popejoy, chief executive officer of the troubled Financial Corporation of America. "Commercial real estate has been very badly hurt by the tax legislation."

While most bankers appear to believe that Congress' crackdown on real estate tax shelters last year will ultimately benefit the economy, they already are feeling the expected short-term drag on real estate values. "We've probably seen an erosion in value overall," perhaps by as much as 15%, said Dale Walker, executive vice president for real estate industries at Wells Fargo & Co. in San Francisco.

Ralph M. Carestio, executive vice president at NCNB Mortgage Co., a subsidiary of NCNB Corp., Charlotte, N.C., said that not all properties are losing value. However, he said there is still a large segment of commercial parcels whose value is optimistically estimated to be falling by 15%. "In the near term, it is not a time to be swinging, not a time to take chances," he said.

Andrew Arnold, an assistant vice president at Florida National Bank in Jacksonville, said the new changes in the tax law could diminish current market values on some properties by as much as 20%. "I consider this tax act to be one of the biggest travesties Congress has perpetrated on the public," said Mr. Arnold. Congress changed the rules of commercial real estate investment in mid-game, he complained.

A Bright Side

There is a bright side to all this. Historically, the losses associated with loans backed by real estate have been lower than with other types of loans. Bankers can hold on to buildings or land and sell them when the market rebounds, an option that provides a cushion from excessive chargeoffs that could threaten a bank's capital.

"I don't think we will see as dramatic a following in writeoffs in real estate as we did, say, in energy," said James McDermott, a bank analyst with Keefe, Bruyette & Woods Inc., New York. "I don't think it's going to result in unmanageable levels of writeoffs."

Moreover, regulators say they may allow capital to fall below usual levels for lenders with large portfolios of real estate loans, the sort of forbearance program they held out last year to agriculture and energy lenders.

The other good news is that while tax-driven partnerships are leaving the market, there are signs that institutional investors are returning to the market to provide long-term financing. Mr. Carestio of NCNB said he has noticed a return to the commercial real estate market by some institutional investors, mostly insurance companies. That trend increases the odds that banks will get their loans back on commercial projects.

Mr. Carestio said institutional investors a few years ago began leaving the commercial real estate market and turning to the equity markets because the returns were better. Now, a combination of lower interest rates and tax law changes has put the returns for "permanent" lending on a par with equities, several bankers say.

Standards Tightened

Are lenders responsible, at least in part, for the overbuilt real estate markets? Erik N. Prenzler thinks so.

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Furr Elected President Of Foreign Trade Group

WASHINGTON — Anthony F. Furr, executive vice president of First Wachovia Corporate Services, the Atlanta-based corporate banking subsidiary of the First Wachovia Corp., has been elected president of the Bankers' Association for Foreign Trade for 1987-88.

In his position at First Wachovia Corporate Services, Mr. Furr heads the international corporate division, which is responsible for all markets outside of the United States and Canada and for providing international services to domestic clients of First Wachovia and its subsidiary banks. He is also an executive vice president of the Wachovia Bank & Trust Co., Winston-Salem, one of First Wachovia's two principal units.

Mr. Furr succeeds William R. Rhodes as the new president of the Bankers' Association for Foreign Trade. Mr. Rhodes is the chairman of the restructuring committee of Citibank, New York.

Elected vice president of the foreign trade association was John J. Simone, executive vice president in charge of the international corporate and government division 1 at Manufacturers Hanover Trust Co., New York.

Thomas Dowen Jr. was reelected secretary-treasurer of the group. Mr. Dowen is senior vice president of the Continental Illinois National Bank & Trust Co., Chicago. ■

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The Electronic Banking Group

Real Estate Loans Hitting Banks Hard

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Mr. Prenzler, a loan officer with Focus Real Estate Finance Company of Colorado Inc., believes that lenders and developers chased marginal deals in order to generate fees.

"Lenders compromised their standards for location, market, and credit because they needed to place funds," Mr. Prenzler wrote recently in a periodical published by his firm's parent company, Focus Financial Group Inc. "Syndication firms looked at maximum tax writeoffs and ignored market demand. The realities of the marketplace were sometimes ignored."

That may be changing. Most of the bankers interviewed for this report said they had tightened their underwriting standards in recent years, requiring more personal guarantees and proof of income, and were shying away from overbuilt markets. "We've deemphasized new project lending in energy-impacted geographic areas," said Mr. Hancock of Security Pacific. "We're looking very strongly at the underlying credit — seeking larger equity, less leverage, more personal obligations."

Banks have become much tougher in evaluating office building projects. For a major project, such as 300,000 to 400,000 square feet, banks now require preleasing. "Banks are taking a tougher look at these things," said Chase's Mr. Murray.

"We are becoming very cautious in the transactions we are going into," said Adolfo Henriques, regional senior vice president for Barnett Bank of South Florida. "There will always be a large number of deals around, but only a few bankable ones." The number of good commercial real estate deals, he said, is shrinking.

But banks that lend to markets in the oil patch may find it fruitless to demand more equity and personal guarantees from developers. "They're going to be finding out that the developers themselves have little or no money left," said Craig Hall, a Dallas-based real estate syndicator who last year reworked more than a $1 billion in loans with savings and loans. ■

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SPECIAL GUESTS: The following officials have confirmed their attendance at the conference: **Cesar Gaviria Trujillo,** Minister of Finance, Colombia; **Dr. Fernando Naranjo,** Minister of Finance, Costa Rica; **Ahmed Bannani,** Governor, Central Bank of Morocco; **Alhaji A. Ahmed,** Governor, Central Bank of Nigeria; **Yavuz Cenevi,** Undersecretary of the Treasury and Foreign Trade, Office of the Prime Minister & Minister of State, Turkey; **Jose Angel Gurria,** Director General of Public Credit, Mexico; **Ariel Buira,** Director of International Organizations and Agreements, Central Bank of Mexico; **Eduardo Lizano,** President, Central Bank of Costa Rica; **Tahar Sioud,** Vice Governor, Central Bank of Tunisia; **Hedi Zar,** Deputy Director, Central Bank of Tunisia; **Dr. Jorge Jimenez,** Head of External Debt, Central Bank of Colombia; **Shee Yul Ryoo,** Director of Exchange Control, Central Bank of Korea; **Dr. Santiago del Puerto,** Ministry of Finance, Argentina; **Galo Perez,** The Development Bank of Ecuador; **Kyung Jae Lee,** Central Bank of Korea; **Romeo Bernardo,** Ministry of Finance, Philippines; **Armando Suratos,** Head of Debt Rescheduling, Central Bank of the Philippines; **Dr. Fernando Montes,** Central Bank of Colombia. This conference is timed to coincide with the IDB interim meeting in Washington. Official delegations from the following countries have also been invited and are expected to attend: **Brazil, Chile, Egypt, Ivory Coast, Peru,** and **Venezuela.**

WORKSHOPS: The following organizations have kindly agreed to host workshops: **Bankers Trust Company, First Interstate Bank Ltd., Merrill Lynch Capital Markets, Salomon Brothers Inc,** and **Shearson Lehman Brothers.**

REGISTRATION: The registration fee of $895 includes two full days of conference and workshops, all supporting conference materials, lunch and refreshments both days at the Plaza Hotel, and full conference transcripts. Send check payable to **EUROMONEY-IDB GLOBAL DEBT CONFERENCE** along with name, title, organization, mailing address and phone number to:

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New England Commercial Real Estate Loans

As a Percentage of Total Loans at Large Banking Companies
(Including Construction Loans and Commercial Mortgages)

	Assets ($Bil.) 12/31/86	12/31/86	12/31/85	12/31/84
Bank of Boston Corp.[1]	$34.0	17.6%	15.7%	11.4%
Bank of New England Corp.	22.5	20.7	15.9	14.3
Hartford National Corp.[2]	13.9	23.2	15.1	12.7
Fleet Financial Group Inc.	11.7	9.2	9.3	12.7
Shawmut Corp.(3)	10.7	5.0	4.6	4.2
BayBanks Inc.	7.6	18.1	15.5	13.5
State Street Boston Corp.	7.2	13.5	11.8	9.6

[1] Percentages for 1986 and 1985 include loan portfolios of Hospital Trust National Bank, Providence, R.I., and Colonial Bank, Waterbury, Conn. [2] Percentage for 1986 includes loan portfolios of six financial institutions acquired in 1986. [3] Only construction loans.

Source: Bank data, annual reports and 10-K reports.

New England Banks Finance A Healthy Real Estate Market

By MICHAEL WEINSTEIN
New England Bureau

BOSTON — To even a casual observer, the sounds of this city are the roar of jackhammers, the rumbling of dump trucks, and the slop of wet concrete.

Construction here in the hub of New England is ubiquitous, fueled by the nation's most prosperous regional economy. And the construction boom has generated strong demand for bank credit.

Over the last few years, commercial real estate loans have grown faster than other kinds of loans at major New England banking companies. And unlike other parts of the country, the forces of supply and demand have ensured a healthy real estate market.

Although some industry observers worry that problems will crop up if the regional economy runs out of steam, commercial real estate in New England has been an attractive market for lenders. The sheer volume of building, spurred by economic growth and recovery from the depressed years of the early and mid-1970s, has ensured strong demand for credit.

"There was a lot of catch-up to be done," said Edwin B. Morris 3rd, who heads up real estate lending at Bank of Boston Corp.

At Hartford National Corp., commercial real estate loans at yearend 1986 were 23.2% of total loans compared to 12.7% two years earlier. And at Bank of New England Corp. these loans were 20.7% of total loans at the end of last year compared to 14.3% two years earlier.

Meanwhile, local zoning laws and Yankee prudence have kept a lid on the supply of office space.

"You have strict zoning in New England," said Gary D. Smith, president of Fleet Real Estate Inc., Providence, R.I. "Ordinances are strict. Town councils are strict. The political machine is strict."

And bankers said that New England builders have been relatively cautious.

"The builders [around] Boston are not going hog-wild like they did in Houston," Mr. Smith said. "The New England marketplace, I think, is a sensible market."

The office vacancy rate in downtown Boston is running about 8%, compared to the national average of 13.5% reported by Cushman & Wakefield Inc., a New York City real estate concern.

Softness in the Suburbs

There is, however, some softness in the office market in certain suburban areas, such as the region between state Highway 128 and Interstate 495 west of Boston.

"You drive along 495, you see empty building after empty building," said James E. Moynihan Jr., senior vice president at Moseley Securities Corp. in Boston.

Some lenders are relying on the region's economic vitality to cure any ills. "We've just had such a terrific market, it's hard to make mistakes," said Leo T. Spang, senior vice president at Provident Institution for Savings, a Boston-based subsidiary of Hartford National Corp.

But in its success, the New England economy may be sowing the seeds of its own decline. Some industry observers worry that problems could crop up in real estate.

"I'm concerned about it," Mr. Moynihan said. "My concern is we've had enormous inflation in real estate values. If there's a slight hiccup up here, there could be severe repercussions."

Rising real estate values have made homes around Boston among the most expensive in the nation, making the region's cost of living too high for many moderate-income people. A labor shortage is hampering growth in parts of New England, according to economists.

"We have a lot of new space coming on percentage-wise," said Oscar Wasserman, senior vice president at First Mutual of Boston, a thrift active in commercial real estate lending. "That space, to be filled, needs people, and it needs people at an affordable cost. We don't have secretaries to fill that space."

Demand for Inexpensive Condos

High housing costs have created intense demand for inexpensive condominiums. "This is a terribly tight market for housing up to about $125,000," said Dick Pollard, vice chairman at BayBanks Inc., Boston, which concentrates on financing condo projects.

There is also strong demand for luxury housing. But industry observers have detected softness in the medium-priced condominium market.

Capitol Bancorp., a Boston-based banking company, last month restated its 1986 results to show a loss of $572,000, reflecting a large increase in its reserve for loan losses due to troubled loans to condominium projects. Initially, the company, with $606 million in assets, reported a $7.7 million profit for 1986.

"We feel in general there's a tremendous slowdown in the [condominium] market," said Karl Walczak, president of Capitol Bank and Trust Co. "We are going to diversify our portfolio, I can assure you that."

Even the most optimistic lenders admit that the cyclical nature of commercial real estate means that problems could emerge when the economy turns down.

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American Banker

The Daily Financial Services Ne

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Quote

He quit, I think, while he was ahead. He had earned that privilege, too.

Martin Mayer, on the resignation of Paul A. Volcker [Page 1]

Unquote

House-Senate Conference on Banking Is Likely

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — A proposed ban on new limited-service banks gained momentum Thursday, as the House Banking Committee voted with only one dissent to direct its chairman to request talks with the Senate on omnibus banking legislation.

A number of committee members, including Chairman Fernand J. St Germain, D-R.I., have expressed opposition to negotiations with the Senate on anything other than a bill to recapitalize the Federal Savings and Loan Insurance Corp.

But Mr. St Germain told the committee on Thursday that the Senate has rejected that approach on two separate votes and would likely do so again.

"In my conversations with members of the Senate, I can tell you they are not going to roll over now and play dead," he said.

A conference is necessary because the Senate has approved an omnibus bill that would, among other things, recapitalize the FSLIC, close the nonbank-bank loophole, impose a moratorium on new bank powers, and authorize interstate takeovers of failing banks.

The House has approved only two bills, an FSLIC rescue and a measure limiting check holds. The different approaches must be reconciled in conference before a bill can be sent to the President.

Committee sources said they now expect Mr. St Germain to go to the full House next week for a vote authorizing a conference with the Senate. If that motion carries, as expected, House conferees would be appointed.

"Our position is keep the process going," said Edward Yingling, chief lobbyist for the American Bankers Association. "The big question for us now is, who will be the conferees?"

The makeup of the House delegation is critical for the banking industry.

A sizable majority of the Senate conferees is almost certain to push hard not only for the ban on nonbank banks — which most of the industry supports — but also for a moratorium on new powers, which the industry generally opposes. That means bankers' hopes of defeating the moratorium rest with the House conferees.

Also complicating the picture is pressure apparently building for an FSLIC measure that authorizes a larger recapitalization than either the $5 billion approved by the House or the $7.5 billion approved by the Senate. A larger amount would be outside the scope

House-Senate: Page 11 ➝

A VIEW FROM OUTSIDE

MARTIN MAYER

The Pilot Bails Out

ABOUT two and a half years ago, I had occasion to listen to a tape of a public meeting of the Federal Reserve Board. The subject under discussion was the board's attempt, later overthrown by a federal appellate court, to write definitions that would make it impossible for a nonbank bank to function.

One proposal defined repurchase agreements on Treasuries as commercial loans. Therefore a consumer bank, to qualify for exemption from Federal Reserve rules under the Bank Holding Company Act of 1970, would have had to eschew not only what are normally regarded as commercial loans but also any dealings in government bonds.

After this proposal was brought forward one could hear a rumble on the tape, like Mount St. Helens getting ready to let go. Soon it became apparent that this rumble was the voice of the chairman.

"We make repurchase agreements all the time," the voice said finally. "We don't consider them commercial loans." Nobody had a more heartfelt feeling that the nonbank bank was bad for the nation's financial system, bad for the Fed, bad for the country — but Paul Volcker wanted to fight fair.

I used to say he was the only honest man in Washington, which was probably a slight exaggeration. His country owes him much, for the quality of his work, in compensation for the personal sacrifices he made in eight years on this job, as a token of respect for all the burnished facets of his incorruptibility; one hopes the

View: Page 4 ➝

Security Pacific Plans Staff Cuts To Boost Profits

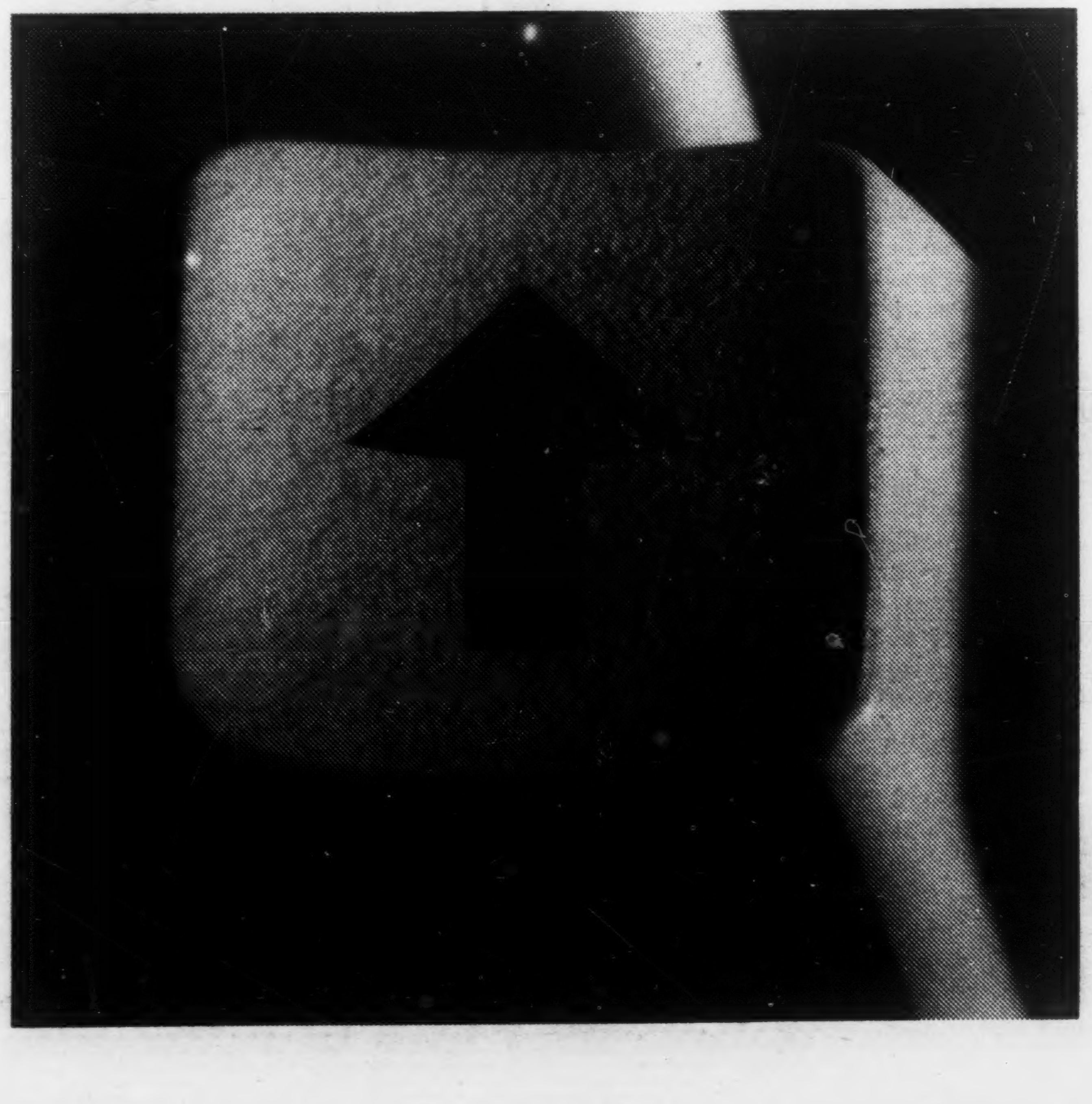
By NINA EASTON
West Coast Bureau

LOS ANGELES — Security Pacific Corp. is cutting its staff and streamlining operations in an attempt to boost earnings in the wake of its planned acquisition of Rainier Bancorp. in Seattle.

The cutbacks are part of an effort by Robert H. Smith, president and chief executive officer of Security Pacific National Bank, to reduce the dilutive effect on earnings caused by the $1.15 billion acquisition. They have sent a chill through the ranks of the 32,000-employee company. "Everybody is nervous," said one industry source.

Last week, two long-time officials on the bank's Los Angeles government relations staff, Marvin J. Benowitz and

Security: Page 11 ➝



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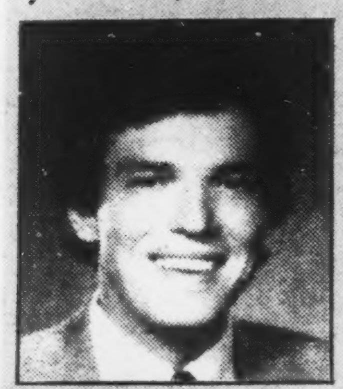
Who's News

It was a matter of timing.

As chief financial officer and developer of a financial services group within Ivan F. Boesky & Co., **Reid Nagle** was very close last winter to acquiring a thrift institution, a property and casualty insurer, and a retail brokerage firm for the Boesky interests. When Mr. Boesky admitted to massive trading violations and his empire disintegrated, Mr. Nagle was left at loose ends.


Reid Nagle

He's tied them all together with the founding of SNL Securities LP, a research firm providing corporate, market, and financial coverage of all publicly traded thrift institutions. Of the largest 300 thrifts in deposits, 177, or 59%, were stock companies at yearend 1986, up from 155 institutions a year earlier. Mr. Nagle has 350 institutions on his list of stock thrifts of all sizes, about which he will produce a research digest on a quarterly basis with monthly market updates.

The report, Mr. Nagle said, is designed for use by investors seeking to "identify market opportunities and misvaluations" within the $30 billion-market. It is also directed at thrift institutions who wish to evaluate their performance against other institutions, at potential thrift acquirers, investment and mortgage bankers, accountants, and lawyers.

Included in each quarterly publication, which begins with this month's issue, are historical standardized GAAP financial information; corporate information about management, bank charters, and states of operations; available research publications; public filings; interstate banking laws; inside and officer stock ownership and trading; price and volume history; and comparative market and financial ratios.

Before his post with Mr. Boesky, Mr. Nagle had been vice chairman, chief administrative and financial officer of City Federal Savings Bank, Bedminster, N.J.

Briefly Noted

Kathleen B. Timberlake of Youngsville, N.C., has been named vice president and manager of North Carolina operations for Margaretten & Co., Perth Amboy, N.J. Ms. Timberlake had been vice president in charge of branch operations for two other mortgage companies.

Sentinel Savings and Loan Association, Phoenix, has appointed **Michael Dickes** vice president for commercial real estate construction lending, and **Bert K. Oster** assistant vice president and commercial construction loan officer. Mr. Dickes was branch manager at the Scottsdale-Shea office of United Bank. Mr. Oster was vice president and commercial loan officer with Great Western Savings.

Michael J. O'Neill has joined Bay View Federal Savings & Loan Association, San Mateo, Calif., as manager of the Lakeside branch in San Francisco. Mr. O'Neill was an account executive for GFC Securities, San Francisco.

The Bowery Savings Bank, New York, has appointed **Arthur C. Thomas** deputy data processing officer and operations manager of the data processing department. Mr. Thomas was an associate director at the New York City Health and Hospitals Corp. Also, **Victor Sung** was named assistant personnel director and manager of compensation in the personnel division. Mr. Sung was manager of compensation programs at Philip Morris Inc.

— **Linda Ellis**

Thrifts' Home Equity Lending Shoots Up

By MARK BASCH

Second-mortgage loans at thrifts averaged 3.27% of all mortgage loans outstanding at yearend, according to an *American Banker* survey, but that ratio could increase in 1987 as the new tax code encourages home owners to take advantage of home equity loans.

A census conducted by the Federal Home Loan Bank of New York of its 274 members indicates that the home equity business was growing rapidly in the first quarter of 1987.

Only 119 of the members were offering home equity loans at yearend 1986, when home equity loans outstanding totaled $1.7 billion. But by the end of the first quarter of this year, 140 thrifts in the district were offering the loans, and the total of home equity loans outstanding was $2.2 billion.

Eugene J. Sherman, chief economist, said "a significant number" of the other thrifts in the district planned to offer home equity loans by the end of 1987. The Home Loan Bank of New York's district includes thrifts in New York, New Jersey, Puerto Rico, and the U.S. Virgin Islands.

Second-Mortgage Leaders
Tables on Pages 14-15

The Tax Reform Act of 1986 maintained full tax deductability of mortgage interest payments, provided that principal amounts do not exceed the initial purchase price of the home plus capital improvements, while eliminating the deductability of other types of consumer loans. Logically, the 1987 totals for second-mortgage loans should increase as consumers seek mortgage-type loans to finance other purchases.

The *American Banker* ranking of second-mortgage loans at all thrifts insured by the Federal Savings and Loan Insurance Corp. defines second-mortgage loans as all mortgage loans secured by junior liens, except where the institution holds all prior liens. The totals include home equity loans and other types of second-mortgage loans, as reported to the Bank Board.

"The reports we get from members do not break down home equity loans," said Mr. Sherman, explaining that the Home Loan Bank of New York obtained its data by sending a survey to its members. All 274 member institutions responded.

The *American Banker* ranking shows that City Federal Savings Bank, Bedminster, N.J., is the nation's top lender in second mortgages, with $771.9 million at the end of 1986. The $10.7 billion-asset thrift's figures for 1985 were not available from the Bank Board, but the annual report of CityFed Financial Corp., the thrift's parent company, said that the company had $813.2 million in second-mortgage loans outstanding at yearend 1985.

Top Thrifts In Second Mortgages

In thousands of dollars

City Federal Savings Bank Elizabeth, N.J.	$771,856
Citicorp Savings of Florida Miami	$557,380
Sears Savings Bank Glendale, Calif.	$435,183
Western Federal Savings & Loan Dallas	$366,577
American Savings & Loan Assn. Stockton, Calif.	$346,002

Another interesting finding of the survey is that the Essex Savings Bank Inc., Elizabeth City, N.C., has almost 90% of its total mortgage loans outstanding in second-mortgage loans. The $112 million-asset thrift had $81.8 million in second-mortgage loans outstanding as of yearend. Essex officials could not be reached for comment on their unique loan portfolio.

Goldome Savings Association, St. Petersburg, Fla., showed the highest percentage gain in second-mortgage loans, as its total jumped from only $491,000 at yearend 1985 to $119.2 million at yearend 1986. But the increase occurred because the Florida division of Goldome FSB, based in Buffalo, N.Y., purchased most of the loans from another Goldome affiliate in a transaction that took place at yearend, according to Jim Suskiewich, senior vice president of lending at the Florida division.

The total of second-mortgage loans at the top 200 lenders of these loans represented 3.27% of all mortgage loans outstanding at those institutions at yearend. Mr. Sherman's data from the Home Loan Bank of New York showed that home equity loans alone amounted to 3.26% of all mortgage loans of its members at the end of March.

Mr. Sherman said that by extrapolating his data to all 12 Federal Home Loan Bank districts, he estimates that thrifts nationwide have a total of $15.2 billion in home equity loans outstanding. The Bank Board said that FSLIC-insured thrifts had a total of $14.6 billion in second-mortgage loans outstanding at yearend 1986.

While the actual figures may vary widely, Mr. Sherman said, his figure for the New York district "suggests home equity loans outstanding of $23.4 billion nationwide among thrifts and commercial banks."

Other data from the census shows that borrowers had used just over 55% of their credit lines extended in March, and that 92.3% of the loans outstanding had variable rates.

Mr. Sherman said that while the number of thrifts offering home equity loans should increase in the near future, the recent increase in interest rates will discourage potential borrowers, so the total of home equity loans will not increase as rapidly. "The economics of it say no," he said. ■

Miami Thrift Plans Conversion

Financial Federal Savings and Loan Association, Miami, and Collier Financial Holding Co. announced Thursday an agreement in principle to convert Financial Federal from a mutual to a stock association, with Collier buying at least 80% of the newly issued stock. Customers of the thrift would be given the opportunity to buy the other 20%. Collier Financial Holding Co. is a subsidiary of Collier Enterprises. ■

Mortgage Securities Drop in Sell-Off Following Volcker Announcement

Mortgage securities dealers reacted to news of Paul A. Volcker's pending departure as chairman of the Federal Reserve Board by staging an extensive sell-off, driving prices down by about 1½ points Tuesday, the day Mr. Volcker's decision was announced.

Mortgage Markets

Traders and analysts said the market's reaction stemmed from possibly unfounded fears that Mr. Volcker's successor, Alan Greenspan, the former chairman of economic advisors under President Gerald Ford, would not be as strict on inflation as Mr. Volcker had been.

"Mortgages are getting hammered," said one trader, who added that some thrift institutions and a small number of other investors had also entered the selling fray. But he, like other traders, emphasized that most of the selling was by dealers, who seemed to have been caught holding excess inventory prior to Tuesday's plunge.

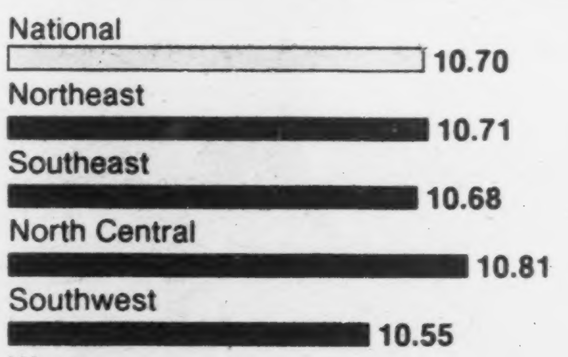
One veteran mortgage securities trader noted that mortgages fared better than did Treasuries Tuesday, as some investors actually bought securities. He pointed to the narrower yield spreads of mortgages to Treasuries as evidence. "Spreads actually tightened by about five basis points," he said, adding, "I think its just people looking to bottompick."

Mortgage securities prices rebounded Wednesday, however, closing as much as 1⅛/points higher.

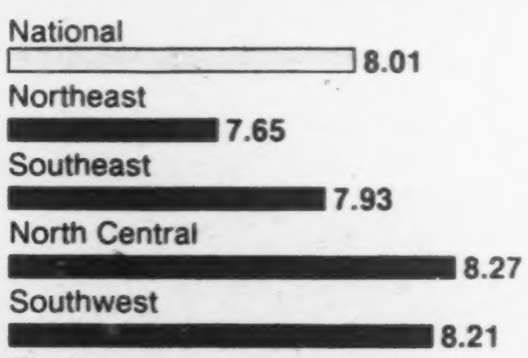
— **Evelyn Wallace**

Mortgage Database

Fixed-Rate Mortgages



Adjustable-Rate Mortgages



Mortgage data for the week ended May 29 provided by Federal Home Loan Mortgage Corp. Fixed-rate mortgages are 80% loan-to-value conventional 30-year mortgages. Adjustable-rate mortgages are one-year Treasury indexed conventional 30-year mortgages.

Selected Interest Rates

6-Month Treasury Bills	6.18%
1-Year Treasury Bills	6.95%
3-Year Treasury Notes	8.01%
5-Year Treasury Notes	8.23%

Average rates for the week ended May 29 compiled by the Federal Reserve Board.

Top 200 Thrifts in Second Mortgage Loans

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/31/86		Second Mortgage Loans			Total Mortgage Loans		Ratio: 2nd Mtg. Loans/Total	
		12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	12/31/86	12/31/85
1	City Federal Savings Bank, Elizabeth, N.J.	771,856	N.A.	...	8,843,649	5,790,474	8.73	...
2	Citicorp Savings of Florida, FS&LA, Miami	557,380	499,045	11.69	2,371,192	2,349,814	23.51	21.24
3	Sears Savings Bank, Glendale, Calif.	435,183	406,912	6.95	4,923,807	4,596,110	8.84	8.85
4	Western Federal Savings & Loan Assn., Dallas	366,577	N.A.	...	1,924,418	N.A.	19.05	...
5	American Savings & Loan Assn., Stockton, Calif.	346,002	323,042	7.11	29,372,847	22,481,200	1.18	1.44
6	Citicorp Savings, FS & LA, San Francisco	310,716	662,806	-53.12	3,828,614	3,357,163	8.12	19.74
7	Glendale Federal Savings & Loan Assn., Calif.	308,519	257,993	19.58	13,955,284	11,185,576	2.21	2.31
8	First Texas Savings Assn., Dallas	308,207	329,315	-6.41	2,607,694	2,810,403	11.82	11.72
9	TCF Banking & Savings, FA, Minneapolis	304,516	N.A.	...	4,279,296	3,944,280	7.12	...
10	San Jacinto Savings Assn., Houston	296,877	292,808	1.39	1,931,141	1,432,259	15.37	20.44
11	Household Bank, FSB, Newport Beach, Calif.	247,622	166,028	49.14	1,835,131	871,700	13.49	19.05
12	Coast Savings & Loan Assn., Los Angeles	228,731	247,000	-7.40	6,812,921	5,127,763	3.36	4.82
13	Carteret Savings Bank, FA, Newark, N.J.	211,633	137,783	53.60	4,566,675	4,034,065	4.63	3.42
14	Murray Savings Assn., Dallas	194,538	216,921	-10.32	886,456	671,305	21.95	32.31
15	California Federal Savings & Loan Assn., Los Angeles	187,843	199,984	-6.07	15,821,251	14,238,189	1.19	1.40
16	First Nationwide Bank, FSB, San Francisco	179,993	197,890	-9.04	10,789,044	8,425,711	1.67	2.35
17	Home Federal Savings & Loan Assn., San Diego, Calif.	179,181	249,789	-28.27	10,012,940	8,791,604	1.79	2.84
18	Fidelity Federal Savings & Loan Assn., Glendale, Calif.	166,902	66,597	150.61	2,932,357	2,793,763	5.69	2.38
19	Western Federal Savings & Loan Assn., Marina Del Rey, Calif.	160,458	20,385	687.14	1,510,246	1,245,077	10.62	1.64
20	American Savings & Loan Assn., Salt Lake City, Utah	134,713	141,641	-4.89	1,998,048	2,075,249	6.74	6.83
21	Pomona First Federal Savings & Loan Assn., Calif.	133,852	143,392	-6.65	953,135	901,978	14.04	15.90
22	Dime Savings Bank of New York, FSB	126,593	25,348	399.42	6,269,789	4,766,715	2.02	0.53
23	Great Western Savings, FS&LA., Beverly Hills, Calif.	124,589	148,120	-15.89	20,377,616	20,274,630	0.61	0.73
24	Eureka Federal Savings & Loan Assn., San Carlos, Calif.	123,235	63,541	93.95	983,135	1,156,771	12.53	5.49
25	Goldome Savings Assn, St. Petersburg, Fla.	119,155	491	24,167.82	1,204,303	1,112,984	9.89	0.04
26	Pacific First Federal Savings Bank, Tacoma, Wash.	118,371	62,298	90.01	3,334,767	2,812,269	3.55	2.22
27	First Jersey Savings & Loan Assn., Wyckoff, N.J.	116,318	125,862	-7.58	287,210	271,661	40.50	46.33
28	Valley Federal Savings & Loan Assn., Van Nuys, Calif.	116,115	35,808	224.27	2,090,925	2,104,374	5.55	1.70
29	First Federal of Michigan, Detroit	114,393	95,084	20.31	7,797,485	7,055,949	1.47	1.35
30	St. Paul Federal Bank for Savings, Chicago	111,340	106,109	4.93	2,136,015	1,813,044	5.21	5.85
31	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	100,434	148,320	-32.29	850,133	876,079	11.81	16.93
32	Loyola Federal Savings & Loan Assn., Baltimore	97,518	85,527	14.02	1,255,260	1,189,490	7.77	7.19
33	Guarantee Savings, FS&LA., Fresno, Calif.	93,721	68,255	37.31	1,983,699	2,008,821	4.72	3.40
34	Dixie Savings & Loan Assn., New Orleans	91,722	130,161	-29.53	1,044,198	454,147	8.78	28.66
35	Resource Savings Assn., Denison, Tex.	91,008	103,479	-12.05	397,387	391,431	22.90	26.44
36	Stockton Savings Assn., Addison, Tex.	85,624	101,937	-16.00	404,080	437,785	21.19	23.28
37	Essex Savings Bank, Inc., Elizabeth City, N.C.	81,846	34,899	134.52	91,389	41,849	89.56	83.39
38	Gibraltar Savings, Beverly Hills, Calif.	79,302	548,110	-85.53	8,446,457	6,449,736	0.94	8.50
39	Lyons Fed. Trust & Savings Bank, Countryside, Ill.	77,890	85,811	-9.23	1,522,624	1,366,934	5.12	6.28
40	Beverly Hills Savings, FS&LA, Beverly Hills, Calif.	76,857	64,758	18.68	1,209,949	1,662,913	6.35	3.89
41	Skokie Federal Savings & Loan Assn., Ill.	75,613	102,683	-26.36	768,998	783,057	9.83	13.11
42	Far West Savings & Loan Assn., Newport Beach, Calif.	75,140	97,674	-23.07	2,482,265	1,746,368	3.03	5.59
43	Southwest Savings & Loan Assn., Phoenix, Ariz.	70,799	N.A.	...	1,627,966	1,539,226	4.35	...
44	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	70,211	100,425	-30.09	903,108	884,167	7.77	11.36
45	First Federal Savings Bank of California, Santa Monica	66,905	81,891	-18.30	1,283,475	1,116,764	5.21	7.33
46	Briercroft Savings Assn., Lubbock, Tex.	66,124	88,517	-25.30	443,661	507,184	14.90	17.45
47	University Savings Assn., Houston	62,877	N.A.	...	2,880,163	3,091,958	2.18	...
48	Shadow Lawn Savings & Loan Assn., Long Branch, N.J.	62,672	40,938	53.09	538,187	508,112	11.65	8.06
49	Perpetual Savings Bank, FSB, McLean, Va.	57,746	44,316	30.31	2,924,574	3,092,573	1.97	1.43
50	Brookside Savings & Loan Assn., Pasadena, Calif.	56,241	27,373	105.46	397,798	334,825	14.14	8.18
51	Citicorp Savings of Illinois, FS&LA, Chicago	55,300	74,430	-25.70	4,464,152	3,280,485	1.24	2.27
52	American Savings Bank, FSB, New York	55,048	29,951	83.79	2,747,774	2,700,423	2.00	1.11
53	Dominion Federal Savings & Loan Assn., Tyson Corner, Va.	54,549	11,798	362.36	1,560,837	1,250,824	3.49	0.94
54	Monroe Savings Bank, FSB, Rochester, N.Y.	54,085	40,851	32.40	468,988	425,402	11.53	9.60
55	Newport Balboa Savings, FA, Newport Beach, Calif.	53,938	74,683	-27.78	320,625	247,457	16.82	30.18
56	Home Savings of America, FA, Los Angeles	53,568	60,131	-10.91	19,724,211	19,398,011	0.27	0.31
57	Westwood Savings & Loan Assn., Los Angeles	53,049	45,689	16.11	358,104	444,542	14.81	10.28
58	San Francisco Federal Savings & Loan Assn.	52,724	83,911	-37.17	1,992,646	1,526,607	2.65	5.50
59	Capital Federal Savings & Loan Assn., Sacramento, Calif.	49,615	58,537	-15.24	687,092	582,786	7.22	10.04
60	Regency Savings Bank, FSB, Ann Arbor, Mich.	48,846	N.A.	...	235,223	N.A.	20.77	...
61	First Western Savings Assn., Las Vegas, Nev.	48,498	75,715	-35.95	740,743	767,184	6.55	9.87
62	County Savings Bank, Santa Barbara, Calif.	48,292	42,428	13.82	751,276	619,584	6.43	6.85
63	Investors Savings & Loan Assn., Millburn, N.J.	48,170	30,882	55.98	647,078	576,222	7.44	5.36
64	First Federal Savings & Loan Assn., Jacksonville, Fla.	48,125	304	15,730.59	894,504	666,352	5.38	0.05
65	Southern California Savings & Loan Assn., FS&LA, Beverly Hills	48,092	75,492	-36.30	758,176	1,037,804	6.34	7.27
66	Security Federal Savings & Loan Assn., Columbia, S.C.	46,361	N.A.	...	671,934	604,918	6.90	...
67	Downey Savings & Loan Assn., Costa Mesa, Calif.	45,455	36,390	24.91	1,675,776	1,606,197	2.71	2.27
68	World Savings & Loan Assn., FS&LA, Oakland, Calif.	45,381	60,576	-25.08	10,607,213	10,259,833	0.43	0.59
69	First Federal Savings & Loan Assn. of America, Honolulu	45,290	32,327	40.10	543,984	572,811	8.33	5.64
70	Merabank, FSB, Phoenix, Ariz.	45,199	33,262	35.89	4,891,583	4,603,457	0.92	0.72
71	Santa Clara Savings, FS&LA, Calif.	43,520	18,214	138.94	294,361	238,517	14.78	7.64
72	Long Beach Savings & Loan Assn., Calif.	42,855	54,953	-22.02	339,702	282,535	12.62	19.45
73	Virginia Beach Federal Savings & Loan Assn., Va.	42,579	60,319	-29.41	648,614	645,566	6.56	9.34
74	Talman Home Federal Savings & Loan Assn., Chicago	41,953	60,299	-30.43	4,056,944	4,416,638	1.03	1.37
75	Citizens Savings Bank, FSB, Providence, R.I.	41,768	31,912	30.88	906,883	660,792	4.61	4.83
76	French Market Homestead Savings Assn., Metairie, La.	41,537	N.A.	...	246,519	247,001	16.85	...
77	Gibraltar Savings Assn., Houston	40,261	4,612	772.96	2,914,669	3,886,785	1.38	0.12
78	Bay View Federal Savings & Loan Assn., San Mateo, Calif.	40,095	25,690	56.07	1,420,880	1,216,503	2.82	2.11
79	Decatur Federal Savings & Loan Assn., Ga.	40,018	19,048	110.09	1,569,523	1,401,058	2.55	1.36
80	Redlands Federal Savings & Loan Assn., Calif.	39,758	28,914	37.50	505,313	421,337	7.87	6.86
81	Pan American Savings Bank, San Francisco	39,652	56,148	-29.38	185,247	182,745	21.40	30.72
82	Home Savings Assn, Houston	39,635	3,594	1,002.81	409,755	349,624	9.67	1.03
83	South Carolina Federal Savings & Loan Assn., Columbia	39,522	511	7,634.25	501,479	556,705	7.88	0.09
84	First Federal Savings & Loan Assn., San Antonio, Tex.	38,492	35,867	7.32	546,672	528,526	7.04	6.79
85	Unity Savings & Loan Assn., Beverly Hills, Calif.	38,365	61,723	-37.84	322,869	273,825	11.88	22.54
86	South Savings & Loan Assn., Slidell, La.	38,290	34,741	10.22	257,109	258,499	14.89	13.44
87	Mercury Savings & Loan Assn., Huntington Beach, Calif.	37,843	50,607	-25.22	1,440,500	1,536,238	2.63	3.29
88	Numerica Savings Bank, FSB, Manchester, N.H.	37,691	30,035	25.49	412,968	404,175	9.13	7.43
89	Leader Federal Savings & Loan Assn., Memphis, Tenn.	37,056	44,161	-16.09	1,316,067	1,237,001	2.82	3.57
90	Gibraltar Savings & Loan Assn., Mendham, N.J.	35,417	19,873	78.22	90,166	88,909	39.28	22.35
91	Security Savings & Loan Assn., Jackson, Miss.	35,046	44,579	-21.38	240,793	253,961	14.55	17.55
92	Germantown Trust Savings Bank, Tenn.	34,978	826	4,134.62	131,101	147,383	26.68	0.56
93	Butterfield Savings & Loan Assn., FS&LA, Santa Ana, Calif.	34,160	59,223	-42.32	378,769	470,351	9.02	12.59
94	First Keystone Federal Savings Bank, Chester, Pa.	33,389	25,630	30.27	237,963	236,142	14.03	10.85
95	Deauville Savings & Loan Assn., Los Angeles	33,189	18,700	77.48	90,042	60,308	36.86	31.01
96	Lakeland Savings & Loan Assn., Succasunna, N.J.	32,062	27,057	18.50	173,144	163,184	18.52	16.58
97	Columbia Savings, FS&LA, Englewood, Colo.	31,609	48,512	-34.84	2,250,017	1,962,681	1.40	2.47
98	Great American First Savings Bank, San Diego, Calif.	30,734	38,062	-19.25	8,078,544	6,152,229	0.38	0.62
99	Central Federal Savings FSB, Long Beach, N.Y.	30,346	31,672	-4.19	585,304	624,466	5.18	5.07
100	Bay Financial Savings Bank, Tampa, Fla.	30,212	2,728	1,007.48	80,607	24,858	37.48	10.97

All data are from the Quarterly Financial Report to the Federal Home Loan Bank Board for FSLIC-insured institutions and were provided by **ADP Data Services Division, New York**, from their data base of FHLBB data. **Second Mortgage Loans** are all mortgage loans secured by junior liens, except those where the institution holds all prior liens. **Total Mortgage Loans** are the unpaid balance of all mortgage loans and contracts held as assets of the bank. Included are first and second mortgages and mortgage-backed pass-through securities. **Ratio:2nd Mtg. Loans/Total** is second mortgage loans expressed as a percentage of the institution's total mortgage loans and contracts. **N.A.— Not available.**

Top 200 Thrifts in Second Mortgage Loans

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank		Second Mortgage Loans			Total Mortgage Loans		Ratio: 2nd Mtg. Loans/Total	
12/31/86		12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	12/31/86	12/31/85
101	Bell Savings & Loan Assn., FS&LA, San Mateo, Calif.	29,108	34,280	-15.09	908,061	1,252,960	3.21	2.74
102	Benjamin Franklin Federal Savings & Loan Assn., Portland	28,569	27,569	3.63	3,432,221	3,418,663	0.83	0.81
103	Pathway Financial, FA, Chicago	28,385	30,752	-7.70	773,263	808,230	3.67	3.80
104	Bayshore Savings Assn., La Porte, Tex.	27,822	33,052	-15.82	47,069	43,945	59.11	75.21
105	Irving Savings & Loan Assn., Paterson, N.J.	27,507	33,275	-17.33	201,772	165,168	13.63	20.15
106	Chevy Chase Savings Bank FSB, Md.	26,855	31,108	-13.67	2,203,638	2,077,617	1.22	1.50
107	Metropolitan Federal Savings & Loan Assn., Nashville, Tenn.	26,407	83,562	-68.40	787,299	752,170	3.35	11.11
108	International Savings & Loan Assn. Ltd, Honolulu	25,660	25,131	2.10	317,667	313,612	8.08	8.01
109	Sentry Savings Assn., Slaton, Tex.	25,324	3,184	695.35	79,867	52,548	31.71	6.06
110	Pacific Coast Savings & Loan Assn. of America, San Francisco	24,855	39,997	-37.86	618,260	554,676	4.02	7.21
111	Lincoln Savings Bank, FSB, Brooklyn, N.Y.	24,491	10,013	144.59	1,872,671	1,717,290	1.31	0.58
112	People's Bank, FSB, Johnston, R.I.	24,383	21,678	12.48	299,096	307,278	8.15	7.05
113	Investors Savings Bank, Richmond	23,993	19,375	23.83	1,216,221	725,718	1.97	2.67
114	Albuquerque Federal Savings & Loan Assn., N.M.	23,946	32,250	-25.74	1,181,415	998,430	2.03	3.23
115	North Jersey Savings & Loan Assn., Passaic, N.J.	23,943	31,607	-24.25	317,903	392,682	7.53	8.05
116	Prospect Park Savings & Loan Assn., Haledon, N.J.	23,771	14,909	59.44	294,867	268,219	8.06	5.56
117	San Angelo Savings Assn., Tex.	23,090	11,001	109.89	109,768	141,541	21.04	7.77
118	American Federal Savings & Loan Assn. of Colorado, Denver	23,056	20,591	11.97	808,234	677,511	2.85	3.04
119	Long Island Savings Bank of Centereach, FSB, N.Y.	22,778	25,744	-11.52	2,472,043	2,034,073	0.92	1.27
120	Empire of America, FSB, Buffalo, N.Y.	22,658	31,991	-29.17	3,626,899	3,587,622	0.62	0.89
121	Piedmont Federal Savings Bank, Manassas, Va.	22,229	2,193	913.63	252,465	207,865	8.80	1.06
122	Ohio Savings Assn., Cleveland	22,012	26,835	-17.97	1,083,926	1,134,181	2.03	2.37
123	Crestmont Federal Savings & Loan Assn., Maplewood, N.J.	21,865	28,461	-23.18	1,008,076	822,931	2.17	3.46
124	Lakeview Savings & Loan Assn., Paterson, N.J.	21,679	17,494	23.92	91,925	78,495	23.58	22.29
125	Commonwealth Savings & Loan Assn., Margate, Fla.	21,655	19,442	11.38	805,938	739,802	2.69	2.63
126	Great Southern Federal Savings Bank, Savannah, Ga.	21,644	16,564	30.67	758,107	747,982	2.86	2.21
127	Progressive Savings & Loan Assn., Alhambra, Calif.	21,587	50,356	-57.13	343,231	416,676	6.29	12.09
128	Yankee Bank for Finance & Savings, FSB, Boston	21,412	28,058	-23.69	446,656	425,296	4.79	6.60
129	Albany Savings Bank, FSB, N.Y.	21,411	9,758	119.42	1,014,065	1,006,186	2.11	0.97
130	First Federal Savings & Loan Assn., Rochester, N.Y.	21,370	20,045	6.61	3,449,723	3,275,445	0.62	0.61
131	North Land Savings & Loan Assn., Ashland, Wis.	20,213	N.A.	...	58,109	60,296	34.78	0.00
132	First Federal Savings & Loan Assn., Raleigh, N.C.	19,990	14,567	37.23	529,307	501,425	3.78	2.91
133	Yorkwood Savings & Loan Assn., Maplewood, N.J.	19,934	6,553	204.20	152,176	138,043	13.10	4.75
134	Century Federal Savings & Loan Assn., Pasadena, Calif.	19,922	37,349	-46.66	659,017	689,993	3.02	5.41
135	Western Financial Savings Bank, Orange, Calif.	19,704	10,281	91.65	704,978	259,466	2.79	3.96
136	Continental Savings of America, S&LA, San Francisco	19,109	32,492	-41.19	379,993	328,174	5.03	9.90
137	Western Savings & Loan Assn., Phoenix, Ariz.	19,016	16,518	15.12	2,342,557	2,360,576	0.81	0.70
138	Citicorp Savings of Wash., D.C., FS&LA	18,985	16,796	13.03	808,634	889,951	2.35	1.89
139	Freedom Savings & Loan Assn., Tampa, Fla.	18,984	23,995	-20.88	1,220,960	1,510,567	1.55	1.59
140	Pacific Savings Bank, Costa Mesa, Calif.	18,784	24,080	-21.99	1,207,740	804,125	1.56	2.99
141	New Horizons Savings & Loan Assn., San Rafael, Calif.	18,072	18,626	-2.97	87,137	66,565	20.74	27.98
142	Sun State Savings & Loan Assn., Phoenix, Ariz.	18,068	3,438	425.54	581,212	437,233	3.11	0.79
143	Long Island Savings Bank, FSB, Syosset, N.Y.	18,010	24,128	-25.36	1,695,991	1,066,222	1.06	2.26
144	Milford Federal Savings & Loan Assn., Mass.	17,664	19,186	-7.93	132,643	109,453	13.32	17.53
145	Collective Federal Savings Bank, Egg Harbor City, N.J.	17,575	22,767	-22.80	1,275,119	1,089,919	1.38	2.09
146	First Savings & Loan Assn., Beverly Hills, Calif.	17,498	17,059	2.57	36,833	30,909	47.51	55.19
147	Charter Oak Federal Savings Bank, Cincinnati	17,067	30,630	-44.28	264,776	245,178	6.45	12.49
148	Columbia First Federal Savings & Loan Assn., Washington, D.C.	16,883	15,595	8.26	1,552,640	1,223,699	1.09	1.27
149	Somerset Savings & Loan Assn., Bound Brook, N.J.	16,689	13,114	27.26	218,126	197,927	7.65	6.63
150	Hemet Federal Savings & Loan Assn., Calif.	16,520	20,691	-20.16	378,567	359,045	4.36	5.76
151	Bel Air Savings & Loan Assn., Los Angeles	16,498	21,953	-24.85	328,170	293,412	5.03	7.48
152	Citizens Federal Savings & Loan Assn., Miami	16,307	21,246	-23.25	1,965,901	1,701,644	0.83	1.25
153	Union Federal Savings & Loan Assn., Los Angeles	16,271	32,440	-49.84	1,357,320	1,225,129	1.20	2.65
154	First Federal Savings & Loan Assn., Pittsburgh	16,192	19,370	-16.41	1,825,832	1,613,230	0.89	1.20
155	United Federal Savings Bank, Des Moines, Iowa	16,028	17,672	-9.30	695,141	757,689	2.31	2.33
156	Great American First Savings Bank, FSB, Tucson, Ariz.	16,028	21,609	-25.83	2,381,359	1,771,371	0.67	1.22
157	Sacramento Savings & Loan Assn., Calif.	15,917	19,474	-18.27	1,270,353	1,255,868	1.25	1.55
158	Pima Savings & Loan Assn., Tucson, Ariz.	15,895	7,620	108.60	2,022,197	1,732,391	0.79	0.44
159	Commonwealth Federal Savings & Loan Assn., Norristown, Pa.	15,843	17,686	-10.42	800,891	801,708	1.98	2.21
160	Benjamin Franklin Savings Assn., Houston	15,738	16,254	-3.17	1,357,688	1,480,084	1.16	1.10
161	Commonwealth Savings Assn., Houston	15,199	N.A.	...	1,328,613	1,300,589	1.14	0.00
162	AmeriFirst Federal Savings & Loan Assn., Miami	15,136	17,951	-15.68	2,925,508	3,567,393	0.52	0.50
163	Atlantic Financial Savings Bank, FSB, San Francisco	15,075	20,914	-27.92	267,072	143,249	5.64	14.60
164	San Clemente Savings & Loan Assn., Calif.	14,967	17,667	-15.28	158,581	127,803	9.44	13.82
165	Columbia Savings & Loan Assn., Beverly Hills, Calif.	14,672	20,055	-26.84	4,181,262	3,030,503	0.35	0.66
166	Gem Savings Assn., Dayton, Ohio	14,539	16,058	-9.46	910,059	1,015,433	1.60	1.58
167	Gulf Federal Savings & Loan Assn., Metairie, La.	14,529	316,446	-95.41	N.A.	N.A.	...	...
168	Surety Savings Assn., El Paso, Tex.	14,507	15,490	-6.35	206,239	187,280	7.03	8.27
169	First Federal Savings & Loan Assn., Charleston, S.C.	14,485	12,418	16.65	629,164	593,683	2.30	2.09
170	Central Savings & Loan Assn., New Orleans	14,451	10,334	39.84	52,883	51,009	27.33	20.26
171	Anchor Savings Bank, FSB, Northport, N.Y.	14,368	8,852	62.31	4,414,664	2,482,211	0.33	0.36
172	Tri-County Savings & Loan Assn., Camden, N.J.	14,263	30,892	-53.83	39,961	62,487	35.69	49.44
173	Hardin Savings & Loan Assn., Silsbee, Tex.	14,132	5,750	145.77	92,403	45,253	15.29	12.71
174	John Hanson Savings & Loan Assn., Inc., Beltsville, Md.	13,996	8,016	74.60	579,405	518,247	2.42	1.55
175	Seamen's Bank for Savings, FSB, New York	13,892	54,367	-74.45	2,837,765	2,647,045	0.49	2.05
176	Creditbanc Savings Assn., Austin, Tex.	13,541	10,987	23.25	390,797	377,797	3.46	2.91
177	Citizens Federal Savings & Loan Assn., Dayton, Ohio	13,539	899	1,406.01	1,636,213	1,523,950	0.83	0.06
178	Newport News Savings & Loan Assn., Va.	13,491	16,715	-19.29	259,846	245,442	5.19	6.81
179	First Minnesota Savings Bank, FSB, Minneapolis	13,478	2,117,054	-99.36	N.A.	N.A.	...	...
180	Centennial Savings & Loan Assn., FS&LA, Guerneville, Calif.	13,385	5,483	144.12	118,652	172,726	11.28	3.17
181	First Federal Savings & Loan Assn. of Montclair, N.J.	13,327	9,954	33.89	196,166	224,899	6.79	4.43
182	Beneficial Savings Bank, FSB, Orlando, Fla.	13,301	5,473	143.03	29,234	16,718	45.50	32.74
183	Far West Federal Bank, SB, Portland, Ore.	13,052	8,475	54.01	1,202,591	952,611	1.09	0.89
184	First Federal of Arkansas, FA, Little Rock	12,997	11,297	15.05	1,459,250	1,477,314	0.89	0.76
185	Metropolitan Federal Savings & Loan Assn., Bethesda, Md.	12,932	3,891	232.36	450,189	407,189	2.87	0.96
186	Perpetual Federal Savings & Loan Assn., Anderson, S.C.	12,906	12,458	3.60	82,944	92,625	15.56	13.45
187	Elysian Federal Savings Bank, Hoboken, N.J.	12,888	14,129	-8.78	243,963	222,270	5.28	6.36
188	First Federal Savings & Loan Assn. of Nevada, Reno, Nev.	12,866	15,657	-17.83	445,014	472,846	2.89	3.31
169	Washington Federal Savings & Loan Assn., D.C.	12,855	N.A.	...	734,588	730,018	1.75	0.00
190	Old Stone Bank, FSB, Providence, R.I.	12,831	N.A.	...	2,108,709	1,744,583	0.61	0.00
191	Investors Savings Bank, FSB, Minneapolis	12,643	N.A.	...	155,718	78,737	8.12	0.00
192	First Federal Savings & Loan Assn., San Rafael, Calif.	12,447	15,685	-20.64	82,506	74,945	15.09	20.93
193	New Mexico Savings & Loan Assn., Albuquerque	12,185	16,227	-24.91	201,106	185,939	6.06	8.73
194	First Atlantic Savings & Loan Assn., Plainfield, N.J.	12,102	17,007	-28.84	826,034	723,900	1.47	2.35
195	People's Homestead Federal Bank for Savings, Monroe, La.	12,076	N.A.	...	196,124	149,437	6.16	0.00
196	Farmers Savings, FS&LA, Davis, Calif.	12,045	9,104	32.30	223,027	352,758	5.40	2.58
197	Rancho Bernardo Savings Bank, San Diego, Calif.	11,926	12,408	-3.88	63,499	32,276	18.78	38.44
198	Lincoln Savings & Loan Assn., Portland, Ore.	11,851	15,861	-25.28	231,986	245,875	5.11	6.45
199	Central Jersey Savings & Loan Assn., East Brunswick, N.J.	11,560	5,048	129.00	279,541	208,813	4.14	2.42
200	First Federal Savings & Loan Assn., Greenville, S.C.	11,555	20,374	-43.29	1,219,200	1,232,851	0.95	1.65

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The Daily Financial Services New

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VOL. CLII NO. 112

Wednesday, June 10, 1987

TODAY

THE BANK OF MONTREAL is converting $100 million of its lesser-developed-country debt at par into equity investments in the Brazilian economy. A subsidiary of Bank of Montreal has applied to Brazilian authorities for approval and is creating a structure that could accommodate other banks... 2

DEUTSCHE BANK AG, West Germany's largest retail bank, has set aside reserves for about 70% of its loans to lesser developed countries. The reserve represents $2.2 billion of $3.1 billion in loans to 37 nations, with about 60% of the loans in Latin America, said a bank executive... 2

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THE TREASURY DEPARTMENT has pressed Congress for action on the Farm Credit System that will put the cooperative's stockholders and borrowers at risk and minimize the impact on the federal deficit... 3

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This is not a science, it's an art involving judgments.

James J. McDermott Jr., an analyst for Keefe, Bruyette & Woods Inc, on how banks arrive at percentages for special loan-loss reserves [Page 3]

Unquote

FROM THE REGIONS

THE MIDWEST

Securities Gains Help Boost Midwest Banks' Performance

By RICHARD RINGER
Midwest Bureau

CHICAGO — Despite record numbers of failures, higher-than-normal problem loans and loss provisions, and an increase in the number of institutions losing money, Midwest banks on average outperformed banks in the rest of the country last year. But the manner in which some of them accomplished this feat indicates fundamental weakness.

The surprising findings are documented in a report published recently by three research analysts at the Federal Reserve Bank of Chicago — George M. Gregorash, manager of banking industry studies in the Chicago Fed's supervision and regulation department, and senior analysts Eileen P. Maloney and Donald H. Wilson.

Ranking bank performance according to return on assets, a key gauge, the analysts showed that Midwest banks last year fared slightly better than the average for banks nationwide. Tallying data from bank call reports, the study found that Midwest banks earned 69 cents for each $100 of assets, while the the average for banks nationwide was

From the Regions: Page 7 ➞

BankAmerica Says Loan-Reserve Hike Won't Force Other Drastic Measures

By MICHAEL A. ROBINSON
West Coast Bureau

SAN FRANCISCO — Despite their decision to boost loan-loss reserves by $1.1 billion, BankAmerica Corp. officials insisted they will not be forced to sell their Seafirst Corp. subsidiary or undertake similar drastic measures.

Nevertheless, Frank N. Newman, vice chairman and chief financial officer, said BankAmerica will continue to sell assets this year, which could drop the company from its current ranking as the nation's second largest bank to No. 3, behind Citibank and Chase Manhattan.

"Why should this force us to do anything?" Mr. Newman said in an interview shortly after BankAmerica disclosed Monday it is increasing reserves and will lose $1 billion in the current quarter, and an unspecified amount for the full year.

"We are just continuing on with our program of turning the company around, which we think is headed in the right direction," Mr. Newman said. "This really just is moving one form of primary capital to another. It shouldn't force us to do anything we wouldn't have done otherwise."

BankAmerica had total assets of $99

BankAmerica: Page 23 ➞

More on Third World Debt
Page 2

Chrysler Passes Ford as No. 2 Finance Firm

GMAC Is Still Largest, Based on Capital Funds

By L. MICHAEL CACACE

NEW YORK — Chrysler Financial Corp., the financing arm of Chrysler Corp., has surpassed Ford Motor Credit Co., as the nation's second largest finance company in capital funds. Ford Motor Credit, which had trailed General Motors Acceptance Corp. for 14 years, moved down one notch to rank third.

Chrysler Financial Corp., which is based in Troy, Mich., had total capital funds of $3.72 billion on Dec. 31, 1986, up 33% from $2.79 billion a year ago. Ford Motor Credit Co. — the financing arm of the Ford Motor Co., based in Dearborn, Mich. — had $3.28 billion in total capital funds at yearend, up barely from $3.27 billion the year before.

GMAC — the Detroit-based financing arm of General Motors Corp. — remained in first place with $7.21 billion in capital funds on Dec. 31, up 10% from $6.56 billion a year earlier.

Total capital funds — the yardstick used to compare the relative size of finance companies — is the sum of

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Top Finance Companies
Capital Funds on Dec. 31, 1986

	($ Bil.)
General Motors Acceptance Corp.	$7.21
Chrysler Financial Corp.	3.72
Ford Motor Credit Co.	3.28
IBM Credit Corp.	2.96
General Electric Credit Corp.	2.67

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Chrysler Passes Ford to Become Second Largest Finance Firm

➼ Continued from Page 1

stockholders' equity and noncurrent subordinated debt. Stockholders' equity is the sum of capital plus surplus. Noncurrent subordinated debt is subordinated debt with a remaining maturity of more than one year.

The primary reason for the sharp gain in total capital at Chrysler Financial last year was the issuance of $750 million in subordinated debt. Chrysler Financial had stockholders' equity of $1.97 billion on Dec. 31, 1986, up 11.3% from $1.77 billion a year earlier. But subordinated debt soared 75% last year to $1.75 billion from $1 billion in 1985 and accounted for 80% of the gain in total capital funds.

These are some of the findings of the *American Banker*'s 37th annual survey of the finance company industry. The *American Banker* ranks the 100 largest firms in order of their total capital funds as of Dec. 31, 1986. The list appears on page 14. Last year's listing was expanded to include finance companies primarily engaged in leasing activities.

Several large companies, which would have ranked among the top 100, refused to provide data for this year's survey. For this reason, only the top 100 firms in capital funds are reported, and a breakdown of the top 100 companies by income, net receivables, and assets is not provided this year.

Chrysler Financial Corp.'s financial statements show that the company last year issued about $245 million in junior subordinated notes at an average rate of 7% and more than $500 million in senior subordinated debt at average rates ranging from 6.9% to 9.2%. These relatively inexpensive funds were used to finance Chrysler's continued expansion.

Table of Top 100 Finance Companies
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According to Chrysler Financial Corp.'s annual report, last year "Chrysler Credit began a $75 million investment in new technology to improve the efficiency of its branch and home office operations." In addition, a subsidiary company, Chrysler First Inc. — the former FinanceAmerica Corp., Allentown, Pa., acquired by Chrysler Financial in 1985 — "acquired the inventory financing division of Westinghouse Credit Corp." last year.

Another subsidiary, Chrysler Capital Corp. — the former E.F. Hutton Credit Corp., Greenwich, Conn., also acquired by Chrysler Financial in 1985 — "broadened its range of financial products and increased its outstandings by 77% during the year."

At the end of 1972, Chrysler Financial was the seventh largest finance company in the U.S. with $537 million in capital funds. In 1981, it slipped to 12th place in the rankings, with capital funds of $894 million, and remained in 12th position in 1982 and 1983, reflecting its parent's financial problems.

As its parent recovered, Chrysler Financial moved up to sixth position in the rankings with $1.4 billion in capital funds in 1984. Boosted by the two major acquisitions mentioned above, capital funds almost doubled to $2.7 billion on Dec. 31, 1985.

Other Survey Findings

The largest newcomer to the listing of the nation's top 100 finance companies is IBM Credit Corp., Greenwich, Conn. The company is a captive firm founded in 1981 by its parent, IBM Corp., Armonk, N.Y. IBM Credit ranks as the fourth largest finance company in the U.S. with total capital funds of $2.96 billion, up 5.7% from the year before.

IBM Credit chose not to participate in the 1986 survey. Had IBM Credit provided data last year, it would have ranked as the third largest finance company with total capital funds of $2.8 billion on Dec. 31, 1985.

Captive companies are those whose main function is financing sales of their parent's products or services. This year, 33 such companies appear in the listing.

There were three other newcomers this year. Nissan Motor Acceptance Co., Carson, Calif., ranked 41st, with capital funds of $202.9 million. The company is a captive firm owned by Nissan Motor Corp. in the U.S. At year-end, Nissan Motor Acceptance had net receivables totaling $744 million. Of this total, $550 million were consumer receivables and $194 million were commercial receivables.

Another newcomer was 58th-ranked

➼ Continued on Next Page

Freedom Reduces Costs, Sells Unit

Special to the American Banker

TAMPA, Fla. — Battling to stay afloat until it can find a buyer, Freedom Savings and Loan Association has taken several steps to reduce its overall operating costs.

The Tampa-based thrift had a negative net worth of $80.9 million as of March 31 and needs an infusion of capital to keep its doors open. But company officials say it has not found a buyer.

"We are still holding discussions with potential investors but have nothing to report at this time," said Robert Garrison, vice president in charge of communications.

However, Freedom closed the sale of its mortgage-servicing operation and two loan production offices to Chase Home Mortgage Corp. on June 1. Mr. Garrison said the company would show a profit of $13.5 million from the sale.

The company also closed three branches that it said overlapped with other offices.

In addition, Freedom will save approximately $1.25 million annually in rent by consolidating office space, Mr. Garrison said.

In its mortgage-servicing subsidiary, Freedom will retain four offices in its primary markets of Tampa and Orlando. Chase takes over offices in Fort Myers and Atlanta.

Along with the offices, the subsidiary of Chase Manhattan Corp. also purchased the servicing rights to a loan portfolio of approximately $900 million and mortgage loan inventory of $8 million.

Freedom will take $9.5 million of the profit from the sale in the quarter ending June 30, Mr. Garrison said. The remaining $4 million will be spread out over the life of the loan portfolio, he said. ■

On paper these two ba
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·FIRST·METRO·BANK·
NO PARKING

No two banks are alike. They might look alike on the balance sheet, but in reality they can be very different. And when it comes to a merger, acquisition or sale the differences are critical in maximizing shareholder value.

As a leader in correspondent banking, Chase understands this far better than any traditional investment bank.

When consulting with you, Chase doesn't just do it by phone and mail you a glossy study. They have teams of corporate finance advisors dedicated to bank mergers and acquisitions who know the importance of going beyond your balance sheet. They will visit your offices. And work with you to determine the effects of factors that don't show up on a balance sheet. Such as credit policy, funding, hedging strategies, tax implications and capital structure. They'll even visit each of your branches because, bankers themselves, they understand the role of brick and mortar in valuation, from branch location and appearance to community growth potential.

Taking all these factors into consideration

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Continued from Preceding Page

U S West Financial Services Inc., Englewood, Colo., with $97.5 million in capital funds. U S West Financial is a leasing company affiliate of U S West Inc. The company was incorporated in January 1984. Until August 1985, it was a captive finance company of its parent, limited by "line of business restrictions" contained in a decree between American Telephone and Telegraph Co. and the United States Department of Justice.

In August 1985, the Justice Department granted the company a "line of business waiver." This allows U S West Financial to compete in the general business and public marketplace, but it may not provide financial services to any telephone company owned by U S West or any other telephone or interexchange carrier, information services provider, or telecommunications manufacturer.

The fourth newcomer is Unisys Finance Corp., Detroit, which ranked 66th with $62.8 million in capital funds. It is a captive company primarily engaged in leasing. Its parent is Unisys Corp., Detroit, which was formed in September 1986 by the merger of Sperry Corp. with Burroughs Corp.

Seven firms that ranked among the top 100 in 1985 did not submit data for the current survey. They are listed below in alphabetical order.

Allied Stores Credit Corp., New York, ranked 66th with $63.4 million in capital funds on Dec. 31, 1985; Amca International Finance Corp., Brookfield, Wis., ranked 74th with $55.5 million; Bank of New England Commercial Finance Corp., Boston, ranked 77th with $46.0 million; Chase Manhattan Leasing Co., Englewood Cliffs, N.J., ranked 26th with $462 million; Clark Equipment Credit Corp., Buchanan, Mich., ranked 33d with $268 million; Maryland National Affiliates Corp., Baltimore, ranked 63d with $74.6 million; and Sunoco Credit Corp., Wilmington, Del., ranked 47th with $152 million.

Clark Equipment Credit Corp. was acquired by Chase Manhattan Corp. in the first quarter of 1987 and made part of Chase Manhattan Leasing Co. Chase forbade Clark to release its yearend 1986 results for the survey.

In addition to these seven companies, for the third year in a row Citicorp Person-to-Person Inc., St. Louis, which was the largest bank-related finance company in the nation with capital funds of $614 million on Dec. 31, 1983, refused to participate in the survey.

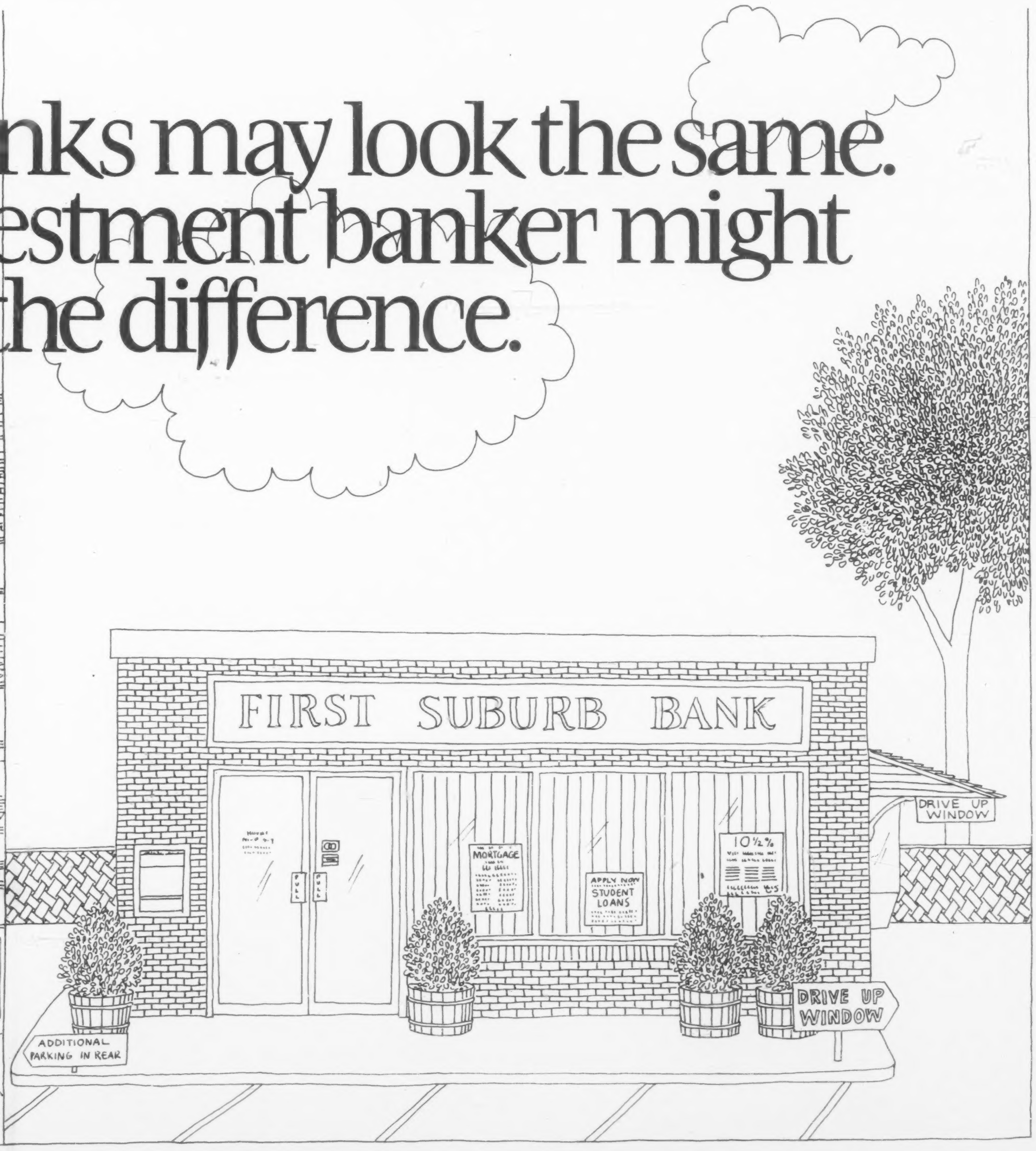
Another Chase subsidiary, Chase U.S. Consumer Services Inc., Newark, Del., refused to participate in this year's survey. Chase U.S. Consumer Services had $46.3 million in capital funds on Dec. 31, 1985, and would have ranked 78th among the top 100 firms of 1985 if its data had been made available for last year's survey. ■

Top 100 Finance Companies: Summary Statistics

(Dollar Amounts in Billions)

	No. Firms		Total Capital Funds			Capital and Surplus			Subordinated Debt		
	1986	1985	1986	1985	% Chg.	1986	1985	% Chg.	1986	1985	% Chg.
Top 100 firms	100	100	$52.1	$44.4	+17.3%	$38.4	$33.5	+14.6%	$13.7	$10.9	+25.6%
Firms in Top 100 in 1985 and 1986	89	89	48.5	42.5	+14.1	37.2	32.2	+15.5	11.3	10.3	+9.7
Captive firms[1]	33	36	23.6	22.5	+4.9	19.9	18.3	+8.7	3.7	4.2	−11.9
Independent/affiliated firms[2]	67	64	28.5	21.8	+30.7	18.5	15.2	+21.7	10.0	6.7	+49.3
Domestic bank-related firms[3]	27	26	8.4	5.3	+58.5	5.5	3.5	+57.1	2.9	1.8	+61.1

[1] Captive firms are those whose main activity consists of financing sales of their parent firm's product or services. [2] Affiliated firms are subsidiaries of other companies, but are not captive. [3] A component of independent and affiliated companies.



they will help you identify your strengths and weaknesses, and show you how you can turn them into opportunities for increased shareholder value. They'll advise you in the development of alternative strategies. And will provide the information you need to make the right decisions. Including a recommendation to not enter into a buy or sell position if inappropriate.

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CHASE

Dear Reader, How Are We Doing?

The American Banker wants very much to make sure its statistical listings for the financial services industry meet your information needs. So would you spend a moment to give us some feedback on the **Top 100 Finance Companies in the U.S.** survey that appears in today's edition? Please return this questionnaire to L. Michael Cacace, Statistical Chief, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-4836.

(1.) How would you **change** the survey to make it more useful? What would you add?

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(2.) What did you like **best** about the survey?

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(3.) What did you like **least** about the survey?

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(4.) **How** do you use the survey in your work?

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(5.) What **new** statistical survey would you like to see?

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Name (optional)________________

Title____________________

Company__________________

Address__________________

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Phone____________________

American Banker
FINANCE COMPANIES

Top 100 Finance Companies in the U.S.

By Size of Capital Funds Dec. 31, 1986 or Nearest Fiscal Year-End (In Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank		Total Capital Funds (a) 12/31/86	Total Capital Funds (a) 12/31/85	Rank 12/85	Gain in Rank	Capital & Surp 12/31/86	Receivables Net 12/31/86	Total Assets 12/31/86	Net Income (e) 1986	Deferred Income 12/31/86	Receivables Acquired (f) 1986	Bank Credit (k) 12/31/86
1	General Motors Acceptance Corp., Detroit	7,207,800	6,562,900	1		6,382,100	73,516,700	90,780,900	1,185,100	9,984,900	143,000,300	16,010,000
2	Chrysler Financial Corp., Troy, Mich.	3,722,400	2,790,500	3	+1	1,971,100	1,974,860	21,028,300	200,000	3,112,800	32,522,000	5,725,200
3	Ford Motor Credit Co., Dearborn, Mich.	3,282,400	3,269,900	2		2,978,300	38,060,500	39,902,000	611,300	5,003,600	62,228,000	9,858,000
4	IBM Credit Corp., Old Greenwich, Conn.	2,964,268	2,803,819	3‡		669,267	5,217,954	5,715,330	118,118	799,886	2,379,038	1,000,000
5	General Electric Credit Corp., Stamford, Conn.	2,672,149	2,252,652	4		2,520,198	22,635,242	27,969,931	378,931	3,911,139	23,186,919	6,993,000
6	Sears Roebuck Acceptance Corp., Wilmington, Del.	2,269,002	2,199,485	5		2,269,002	9,226,014	9,228,693	94,514	611,783	2,706,880	6,546,800
7	CIT Group Holdings, Inc., Livingston, N.J. (g)	1,660,300	1,591,895	6		1,244,163	8,200,155	8,393,259	136,740	1,771,634	16,396,374	1,820,830
8	Associates Corp. of No. America, Dallas (b,c)	1,583,884	1,372,450	7		1,176,609	7,902,063	9,076,917	213,595	1,277,337	10,244,514	2,232,875
9	Household Financial Services, Prospect Heights, Ill.	1,559,100	1,371,200	8		1,011,900	7,682,600	10,431,500	141,100	0	4,895,800	2,078,600
10	Manuf Hanover Fin'l Serv, Inc, Huntingdon Valley, Pa. (g)	1,504,766	850,585	15	+ 5	289,483	2,351,415	2,532,878	58,231	345,311	1,306,655	39,500
11	ITT Financial Corp., St. Louis, Mo.	1,354,003	1,277,300	9		792,214	5,573,736	6,743,429	151,923	571,437	9,772,517	2,239,407
12	Avco Financial Services, Inc., Newport Beach, Calif.	1,322,299	1,166,678	10		888,846	3,137,912	6,120,832	121,606	339,978	1,875,716	941,041
13	Greyhound Financial Corp., Phoenix, Ariz.	1,181,202	246,498	37	+24	172,809	1,522,304	1,552,195	18,076	0	258,827	0
14	Westinghouse Credit Corp., Pittsburgh	986,908	904,570	14		647,575	4,977,811	5,748,374	106,244	330,962	4,121,571	2,049,800
15	Commercial Credit Co., Baltimore	982,500	916,200	13		949,100	3,069,500	4,863,800	45,900	258,100	2,146,700	1,245,400
16	American Express Credit Corp., Wilmington, Del.	971,000	1,014,000	12		815,000	7,198,000	8,094,000	116,000	51,000	54,100,000	1,800,000
17	Heller Financial, Inc., Chicago (m)	952,891	742,992	18	+1	686,789	3,767,802	3,881,630	39,097	126,700	0	2,003,000
18	Barclays American Corp., Charlotte, N.C. (m)	910,200	731,925	19	+1	537,420	3,763,462	4,147,990	22,692	443,290	10,398	1,535,350
19	Beneficial Corp., Wilmington, Del.	858,100	1,092,000	11		808,100	5,278,000	7,274,200	(171,600)	331,400	32,800	2,095,200
20	J.C. Penney Financial Corp., New York (b,c)	778,000	749,000	17		762,000	N.A.	1,855,000	30,000	N.A.	N.A.	745,000
21	Montgomery Ward Credit Corp., Wilmington, Del.	772,000	786,000	16		700,000	1,444,000	2,519,000	43,000	0	3,371,000	859,000
22	John Deere Credit Co., Reno, Nev. (b)	667,217	661,251	20		592,217	2,725,003	3,005,425	50,966	327,530	1,680,655	2,791,000
23	Transamerica Financial Corp., Los Angeles	624,572	586,135	23		332,799	2,281,659	2,419,779	97,085	163,744	1,480,762	1,235,000
24	Credithrift Financial Corp., Evansville, Ind.	618,485	546,618	24		427,390	2,563,941	3,118,949	64,457	0	2,252,939	2,435,500
25	Borg-Warner Acceptance Corp., Chicago	559,900	619,600	21		414,500	3,802,200	4,105,700	84,400	300,900	8,530,400	1,320,600
26	Security Pacific Finance Corp., San Diego, Calif. (g)	558,000	530,900	25		558,000	4,398,000	4,822,000	58,000	0	0	0
27	Norwest Financial Services, Inc., Des Moines, Iowa (g)	509,191	427,727	27		385,023	2,081,424	2,466,889	70,793	487,007	2,388,309	279,500
28	Blazer Financial Services, Inc. Miami	476,643	587,173	22		476,643	1,003,782	587,179	9,612	67,000	280,000	0
29	Xerox Credit Corp., Greenwich, Conn.	449,800	384,900	29		449,800	2,180,700	2,264,000	84,900	488,900	1,058,700	700,000
30	Navistar Financial Corp., Schaumburg, Ill. (b)	437,759	422,758	28		348,252	1,377,733	1,563,013	27,104	136,494	2,083,563	770
31	Philip Morris Credit Corp., New York	417,300	180,019	42	+11	417,300	1,660,200	2,124,400	70,900	504,500	1,106,200	496,000
32	J.I. Case Credit Corp., Racine, Wis.	369,224	366,481	30		244,784	1,541,930	1,631,293	32,008	23,802	1,909,791	773,500
33	Commercial Alliance Corp., New York (g)	347,826	261,997	34		207,826	1,126,147	1,265,386	N.A.	210,291	856,694	1,350,000
34	Meritor Credit Corp., Norwalk, Conn. (g)	325,868	107,434	51	+17	325,868	1,785,834	1,827,166	18,477	230,626	699,304	0
35	McDonnell Douglas Finance Corp., Long Beach, Calif.	284,583	229,308	40	+ 5	172,583	1,406,584	1,713,411	34,645	536,955	526,712	200,000
36	Macy Credit Corp., New York (b,c)	262,011	308,408	32		200,945	1,188,195	1,235,795	26,070	0	3,927,000	850,000
37	Fleet Financial Corp., Providence, R.I. (g)	243,253	197,534	41	+ 4	158,153	997,545	1,062,979	30,214	183,091	1,257,362	20,000
38	Fruehauf Finance Co., Detroit	241,605	238,899	39		241,605	653,920	661,986	19,706	149,029	338,216	177,000
39	Mobil Oil Credit Corp., Kansas City, Mo.	227,638	252,205	36		227,638	858,851	875,232	17,433	5,214	14,279,928	465,000
40	Mack Financial Corp., Allentown, Pa.	221,242	254,456	35		191,575	596,771	615,172	18,111	61,589	1,137,852	327,140
41	Nissan Motor Acceptance Corp., Carson, Calif. (b,c)	202,919	....	...		202,919	743,987	1,121,334	22,035	6,077	444,979	880,000
42	Union Oil Credit Corp., Los Angeles	193,400	80,563	60	+18	83,400	193,100	193,400	68,300	0	0	255,000
43	Toyota Motor Credit Corp., Torrance, Calif. (b)	189,138	93,371	58	+15	189,138	956,831	987,330	5,767	0	688,064	380,000
44	Whirlpool Acceptance Corp., Benton Harbor, Mich.	184,222	156,173	45		138,222	777,855	827,873	14,049	5,686	1,927,134	410,000
45	May Department Stores Credit Co., Reno, Nev. (b,c)	171,216	154,820	46		171,216	503,996	506,960	16,396	21,000	1,380,903	0
46	Pacificorp Credit, Inc., Portland, Ore.	157,196	99,114	56	+10	114,096	585,219	635,979	3,183	121,545	468,174	295,000
47	Equitable Life Leasing Corp., San Diego, Calif.	155,924	142,255	49	+2	155,924	1,065,952	1,091,558	18,592	128,525	541,437	255,000
48	TSO Financial Corp., Horsham, Pa.	143,867	60,405	67	+19	54,336	661,389	959,532	8,601	4,890	N.A.	40,500
49	Paccar Financial Corp., Bellevue, Wash.	134,787	123,971	50		134,787	799,657	838,731	10,816	3,363	1,033,751	175,000
50	Congress Financial Corp., New York (g)	114,500	86,776	59	+ 9	57,500	791,000	838,000	0	0	0	0
51	Foothill Group, Inc., Los Angeles	112,014	99,160	55	+ 4	39,887	364,474	500,461	2,873	7,757	247,332	221,500
52	Bankers Leasing & Financial Corp., San Mateo, Calif.	110,499	104,522	53		110,499	730,991	742,393	9,977	0	291,380	530,000
53	ITT Credit Corp., Uniondale, N.Y.	109,776	158,980	44		109,776	610,463	626,175	15,593	9,237	71,573	690,000
54	USA Financial Services, Inc., Peoria, Ill. (b, g)	107,208	57,433	72	+18	60,596	288,783	326,603	11,929	69,868	70,199	98,700
55	Glenfed Financial Corp., Dallas (b,g)	104,136	106,518	52		72,240	360,866	381,396	5,707	(4,292)	N.A.	317,000
56	Honeywell Finance, Inc., Minneapolis	99,756	102,199	54		99,756	180,420	180,685	2,557	0	N.A.	423,000
57	Fidelity Acceptance Corp., Minneapolis (b,g)	97,481	79,255	61	+ 4	70,081	166,050	179,098	9,154	32,176	150,286	64,750
58	U S West Financial Services, Inc., Englewood, Colo.	95,582	....	...		95,582	805,797	884,547	11,502	216,734	942,476	225
59	Ingersoll-Rand Financial Corp., Woodcliff Lake, N.J.	90,704	97,438	57		90,704	597,589	611,888	17,171	87,957	389,927	550,000
60	Chemical Financial Services Corp., Cleveland (g)	89,685	56,808	73	+13	89,635	1,220,755	1,270,874	33,427	460,847	908,684	0
61	Deutz-Allis Credit Corp., West Allis, Wis.	89,523	178,803	43		89,523	571,677	632,264	7,055	54,619	584,052	268,700
62	Cessna Finance Corp., Wichita, Kan. (c)	81,990	145,669	48		81,990	309,359	349,134	5,446	0	173,631	0
63	Signal Financial Corp., Pittsburgh (g)	80,151	33,818	88	+25	19,039	240,615	260,287	2,824	28,280	224,039	6,650
64	Kentucky Finance Co., Inc., Lexington	71,900	59,635	68	+ 4	42,890	184,737	191,363	8,637	41,296	341,150	65,500
65	Century Acceptance Corp., Kansas City, Mo.	68,203	57,621	71	+ 6	26,551	96,340	133,388	2,905	21,110	128,000	36,000
66	Unisys Finance Corp., Detroit	62,759	....	...		62,759	326,666	364,593	4,754	63,367	0	300,000
67	Transway Finance Co., Savannah, Ga.	60,815	....	...		37,276	251,450	258,878	5,576	0	101,000	119,000
68	Government Employees Financial Corp., Denver	60,488	57,870	70	+2	49,417	171,098	234,839	4,841	6,271	149,964	22,000
69	Amoco Credit Corp., Chicago	60,203	68,574	65		60,203	336,038	373,873	28,688	0	1,240,734	285,000
70	Mellon Financial Services Corp., Oak Brook, Ill. (g)	59,921	58,065	69		59,921	519,929	551,863	5,924	127,147	N.A.	0
71	First Manufactured Housing Cred Cp., Glen Burnie, Md. (g)	52,049	49,549	75	+4	7,049	149,097	151,403	3,026	137,445	113,912	110,000
72	New England Merchants Leasing Corp., Boston (g)	50,802	36,683	85	+13	50,802	794,082	854,217	14,119	224,542	348,150	634,295
73	Agristor Credit Corp., Elm Grove, Wis.	49,865	43,295	80	+ 7	27,917	119,848	188,671	3,442	11,944	5,870	74,440
74	Carter Hawley Hale Credit Corp., Los Angeles (b)	49,711	71,000	64		44,711	271,946	272,314	7,095	0	2,100	673,000
75	Oxford Finance Companies, Inc., Philadelphia	45,474	41,116	81	+ 6	32,961	204,087	220,331	4,363	196,326	320,000	118,500
76	Allied Finance Co., Dallas (b)	44,949	43,431	79	+ 3	34,329	90,767	177,942	4,389	22,085	126,397	77,850
77	U.S. Bancorp Leasing & Financial, Portland, Ore. (g)	44,467	38,982	83	+ 6	44,467	422,589	426,915	9,625	0	119,903	325,000
78	Rosenthal & Rosenthal, Inc., New York	42,189	34,535	87	+ 9	21,789	207,165	220,541	N.A.	N.A.	1,157,981	105,500
79	Budd Financial Corp., Troy, Mich. (b)	41,326	49,440	76		41,326	N.A.	55,173	N.A.	N.A.	N.A.	N.A.
80	Capitol Finance Group, Inc., Charlotte, N.C. (g)	39,994	40,910	82	+2	17,092	132,411	145,941	2,826	6,765	195,333	0
81	TranSouth Financial Corp., Florence, S.C. (g)	37,769	33,582	90	+ 9	37,769	374,104	379,501	4,187	45,576	327,475	0
82	Crossland Credit Corp., Brooklyn, New York	33,645	45,324	78		33,645	108,029	115,094	752†	25,999	2,929†	0
83	Provident Financial Corp., Columbia, S.C. (g)	33,515	30,223	93	+ 10	22,390	103,753	115,494	4,884	1,594	1,760	70,000
84	Finance Factors, Inc., Honolulu	33,487	30,353	92	+ 8	31,913	104,404	163,464	N.A.	N.A.	N.A.	N.A.
85	Horrigan American, Inc., Reading, Pa.	32,847	28,982	96	+11	17,205	114,042	123,101	2,612	27,758	98,830	86,550
86	Firstmark Financial Corp, Indianapolis	32,691	29,947	94	+ 8	31,529	161,540	319,233	3,036	1,942	89,524	32,750
87	First Illinois Finance Co., Evanston (g)	32,595	20,929	103	+16	14,595	132,450	135,491	4,866	24,383	179,166	70,000
88	Genesco Financial Corp., Nashville, Tenn. (b)	32,567	33,400	91	+ 3	31,567	37,600	58,555	777	0	0	0
89	Commonwealth Financial Corp., Walnut Creek, Calif.	30,833	29,921	95	+ 6	9,333	177,231	187,628	1,212	1,798	1,075,000	50,000
90	John Hancock Leasing Corp., Boston	28,135	24,976	98	+ 8	28,135	199,818	237,878	2,654	48,317	119,452	0
91	Landmark Fin'l Services, Inc., Silver Spring, Md. (g)	27,997	23,794	100	+ 9	27,997	136,227	146,454	5,096	27,252	142,585	0
92	1st Franklin Financial Corp., Toccoa, Ga.	27,375	23,562	101	+ 9	9,928	39,810	53,323	1,964	8,687	59,063	15,000
93	First Family Financial Services, Atlanta (g)	27,364	[illegible]	84		27,315	189,688	193,355	5,584	58,621	229,418	0
94	Singer Credit Corp., Stamford, Conn. (b,c)	26,679	33,615	89		20,798	76,289	76,602	714	0	817,998	71,000
95	First Union Commercial Corp., Charlotte, N.C. (g)	26,607	23,996	99	+4	359,497	296,315	307,316	2,611	24,501	1,503,257	360,000
96	C&S Family Credit, Inc., Atlanta (g)	25,211	3,183	132	+36	25,211	169,388	170,897	5,214	0	96,341	0
97	Personal Finance Co, Chicago Heights, Ill. (b)	25,209	17,837	108	+11	14,209	71,993	77,017	2,372	16,469	71,396	3,500
98	Eaton Credit Corp., Cleveland	22,910	35,836	86		22,910	93,592	97,465	2,074	7,511	103,191	150,000
99	Community Credit Co., Edina, Minn.	22,127	20,296	106	+ 7	18,127	59,399	71,808	3,114	16,663	85,415	36,860
100	Century Business Credit Corp., New York	22,033	21,699	102	+ 2	14,783	66,977	72,036	1,329	0	354,824	64,000

Survey is based on responses to American Banker questionnaire sent to commercial and consumer finance companies and leasing companies. Please note that several large companies— that would have ranked among the top 100— refused to provide data. For this reason, no breakdown of the top 100 companies by income, net receivables, and assets is provided this year. Capital funds consist of stockholders' equity plus non-current, subordinated debt. Minority interest is excluded. **(b)**— Year ending on date other than Dec. 31. **(c)**— Current year's figures are for a date different from preceding year. **(e)**— Net income is before extraordinary items. **(f)**— Gross receivables acquired during the year. **(g)**— A subsidiary of a domestic commercial or saving bank organization. **(k)**— Bank credit available plus in use. Please note that many bank-related finance companies report zero for bank credit lines because they are funded by their parent company. **(m)**— Foreign bank-related. **(‡)**— Rank firm would have had, if it had been included in survey. **(†)**— Data are for one month only. Crossland Savings Bank FSB, Brooklyn, New York, purchased FMC Finance Corp., on Dec. 1, 1986. **( )**— Deficit. **N.A.** — Not available.

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Quote

If the good Lord isn't available himself, it's got to be somebody who looks like him. That's going to be a tough job.

FDIC Chairman L. William Seidman on who should chair the presidential commission to study banking issues- [Page 1]

Unquote

Seidman Lauds Banks' Reserve Additions

But Allows Action Could Wipe Out 2nd-Quarter Earnings

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The recent spate of additions to loan-loss reserves by the nation's biggest banks could wipe out aggregate net earnings for the industry in the second quarter, the Federal Deposit Insurance Corp. said Monday. The losses could set quarterly records.

L. William Seidman

However, the lack of additions to loan-loss reserves also played a big part in making record earning increases possible in the first quarter, according to the agency's *Quarterly Banking Profile.*

In an interview last Friday, FDIC Chairman L. William Seidman applauded the banks for making additions to loan-loss reserves. The recent add-ons by 10 banks totaled $9.17 billion. "It's all for the good," he said. "The market had already put these reserves in place in valuing the stocks."

Commercial banks earned $5.3 billion in the first quarter, up 4.4% from the same period of 1986. "A major reason for this improvement was a 12.7% decline in loan-loss provisions," the report stated. Seventy percent of that falloff took place at large Southwest banks that had made huge additions to loan-loss reserves in the first quarter of 1986.

After the roller coaster of record earnings in the first quarter and expected record declines in earnings for the second quarter, the FDIC predicted that the banking industry's fortunes would improve in the second half of 1987 because less cash will be needed to cover soured loans.

While Mr. Seidman favored the loan-loss additions, he questioned the effect the larger loan-loss reserves would have on banks' negotiations with Third World debtor countries. "The decision is still out."

Uncertainty also surrounds the issue of whether reserves for loan losses should be considered part of primary capital. "It [the huge reserve addition] does call into question

Seidman: Page 23 ➼

Banks Spend Heavily on Losing Candidates

Over One-Third of Funds Go for Failed Campaigns

By BART FRAUST

AN American Banker SPECIAL REPORT

NEW YORK — Everybody loves a winner, nobody loves a loser — except the nation's largest commercial banks.

Federal Election Commission reports show that more than one-third of the money contributed by political action committees of the 10 largest banks to U.S. Senate candidates in 1985 and 1986 went to individuals who later were defeated in primaries or elections.

In fact, the Senate candidate who received the most money from the individual bank political action committees was Slade Gorton, the Washington Republican who lost his reelection bid last year to Democrat Brock Adams. Mr. Adams did not get any funds from the political action committees of the 10 banks, the reports show. Mr. Gorton was a member of the Senate Banking Committee.

Other Senate losers who got big bucks were Mack Mattingly of Georgia, Ed Zschau of California, James S. Abdnor of South Dakota, and Mark N. Andrews of North Dakota — all Republicans. Mr. Mattingly was a Banking Committee member.

Of the 11 Senate candidates who received the most money, five lost their election bid.

Senate Spending

The top 10 bank political action committees last year contributed $480,963 to 83 senators and candidates. Sponsors of these PACs are listed below, with 1986 Senate spending.

	Contributions
J.P. Morgan & Co.	$124,000
Citicorp	103,143
BankAmerica Corp.	49,025
Manufacturers Hanover Corp.	44,604
Chase Manhattan Corp.	33,200
Chemical New York Corp.	31,333
Bankers Trust New York Corp.	28,000
Security Pacific Corp.	23,500
First Chicago Corp.	22,500
First Interstate Bancorp	21,658

A. Wright Elliott, the chairman of Chase Manhattan Corp.'s political action committee, described the results as surprising, but he added that the

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Banks Spend Heavily to Support Losing Candidates

➻ Continued from Page 1

most recent election was "one of those unusual years." Several races were very close, with the winners in eight races being decided by margins of victory of less than two percentage points, he said.

Mr. Elliott, who is also an executive vice president at Chase, noted that the securities industry outspends banking by an enormous amount. Asked whether this affects the success or failure of the banks' congressional lobbying efforts, he said, "We think that, philosophically, you have to vote for people who support the free-market system. That may be naive, but that's how we operate."

Reports were obtained from the Federal Election Commission for political action committees of the 10 largest bank holding companies: Citicorp, the BankAmerica Corp., the Chase Manhattan Corp., Manufacturers Hanover Corp., J.P. Morgan & Co., the Chemical New York Corp., the Security Pacific Corp., Bankers Trust New York Corp., the First Interstate Bancorp, and the First Chicago Corp. The reports cover two years' worth of contributions.

Under federal law, corporations are prohibited from making direct contributions to candidates for President, the Senate, or the House. However, corporate officers are permitted to contribute up to $5,000 a year to political action committees formed by their companies.

Such committees are under fire, with critics charging that they constitute federally sanctioned mechanisms enabling corporations to buy influence with politicians. The Senate currently is debating proposed legislation to limit spending by these committees.

Governing panels of the political action committees at the individual companies decide where the money will go. The councils comprise officers from throughout the corporation. For example, Chase's political action committee council includes a treasurer and representatives from its corporate communications, individual banking, trading and securities, and public policy groups. Participants may earmark funds for particular candidates.

Besides contributing to candidates, the political action committees also allocate funds to trade group PACs, such as the one administered by the American Bankers Association.

Citicorp says that before it makes a contribution, it has candidates screened by the political action committee governing panel, executives, political strategists, and the corporation's representatives in Washington, Albany, and other state capitals.

At least 60% of Citicorp political action committee funds not earmarked by contributors go to political figures who have demonstrated "a constructive attitude on issues related to our theme of competition and deregulation," according to a brochure put out by Citicorp's PAC.

The rest of the nonearmarked monies are distributed to politicians who have requested funds. "This gives us the opportunity to present Citicorp's views to legislators who have not always shared our philosophy," the brochure states.

In total, political action committees for the 10 banks contributed $1.135 million to 1,078 Senate and House candidates in 1985 and 1986.

Citicorp Leads the Pack

Citicorp was the leader, contributing $302,514 to 184 candidates, the reports show. However, J.P. Morgan & Co. was the most generous of the banks, giving an average of $1,982.57 to 109 candidates. Citicorp's average was $1,644.10, the second highest among the 10 banks.

First Interstate was least active. Federal Election Commission reports show that the company's political contributions are divided among six political action committees: one administered by the holding company, the others by bank subsidiaries in California, Colorado, Oregon, Washington State, and Nevada.

The First Interstate political action committees contributed a total of $44,133 to 63 candidates, or an average of $700.52.

As a group, the banks contributed more money to Republicans than to Democrats. The political action committees gave $643,402 to 555 Republican candidates. This amount represented 56.7% of the total paid out by the PACs to individual candidates.

A total of 522 Democrats received $491,653, or 43.3% of the total. One candidate not affiliated with either major party got $500, or less than 1%.

The average contribution was $217.42 higher for Republicans than for Democrats: a total of $1,159.28 against a total of $941.86.

The average contribution was higher for Republicans than for Democrats at nine of the 10 banks. The one exception was First Chicago, which on average contributed $34.98 more to Democrats than to Republicans.

At Morgan, Republican candidates received $678.43 on average more than Democrats. Security Pacific contributed three times as much to Republicans as to Democrats. Among banks with pro-Republican tilts, Manufacturers Hanover had the thinnest margin between candidates of the two parties: $39.46.

1986 Spending by Top Bank PACs

Funding Provided to House and Senate Candidates
By 10 Largest Bank-Sponsored Political Action Committees

Sponsors	No. of Recipients	Amount of Contributions	Average Contribution	% of Total For Top 10
Citicorp	184	$302,514	$1,644	26.6%
J.P. Morgan & Co.	109	216,100	1,983	19.0
BankAmerica Corp.	164	109,715	669	9.7
Chase Manhattan Corp.	129	88,750	688	7.8
Chemical New York Corp.	114	87,042	764	7.7
Manufacturers Hanover Corp.	103	82,276	799	7.2
Bankers Trust New York Corp.	66	75,000	1,136	6.6
Security Pacific Corp.	80	65,675	821	5.8
First Chicago Corp.	66	64,350	975	5.7
First Interstate Bancorp	63	44,133	701	3.9
TOTAL	1,078	$1,135,555	$1,053	100.0%

Total Contributions: By Party

	No. of Recipients	Amount of Contributions	Average Contribution	% of Total For Top 10
Republicans	555	$643,402	$1,159	56.7%
Democrats	522	491,653	942	43.3
Other	1	500	500	0.1
TOTAL	1,078	$1,135,555	$1,053.29	100.0%

Total Contributions: Senate Candidates

	No. of Recipients	Amount of Contributions	Average Contribution	% of Total For Top 10
Republicans	42	$325,708	$7,755	67.7%
Democrats	41	155,255	3,787	32.3
TOTAL	83	480,963	5,795	42.4%

Total Contributions: House Candidates

	No. of Recipients	Amount of Contributions	Average Contribution	% of Total For Top 10
Republicans	513	$317,694	$619	48.5%
Democrats	481	336,398	699	51.4
Other	1	500	500	0.1
TOTAL	995	$654,592	$658	57.6%

Republican candidates got 67.2%, or more than two-thirds, of the money allocated to campaigns for the Senate. Senate contributions accounted for 42.4% of the total.

The top 11 recipients got 53.5% of the money committed to Senate candidates. Mr. Gorton led with 8.6% of the Senate total; Sen. E.J. "Jake" Garn, the Utah Republican who until last year was chairman of the Senate Banking Committee, was second, with 7.9%; and Sen. Daniel Patrick Moynihan Jr., D-N.Y., followed with 6.8%.

The other candidates in the top 11 were: Mr. Mattingly with 6.1%; Mr. Zschau with 4.6%; Sen. Alan J. Dixon, D-Ill., with 4.5%; former Sen. Abdnor, R-S.D., with 3.4%; Sen. Bob Packwood, R-Ore., with 3.1%; Sen. Arlen Specter, R-Pa., with 2.9%; and former Sen. Andrews, R-N.D., and Sen. Alfonse M. D'Amato, R-N.Y., shared 10th place with 2.8%.

Mr. Abdnor was the favorite of the Citicorp political action committee, receiving 9.7% of its Senate contribution. Mr. Moynihan was clearly Chemical's favorite, getting 19.5% of its Senate monies. He also was the top money recipient at Morgan, taking in 8.1% of its contributions.

Mr. Garn got top money from Chase and Manufacturers Hanover, pulling in 15.1% of Chase's Senate contribution and 13.5% of Manufacturers Hanover's. Bank of America allocated 15.7% of its Senate contributions to Mr. Gorton, and Security Pacific gave him 10.6% of its Senate total.

Mr. Dixon received 31.1% of First Chicago's Senate campaign outlays, Mr. Mattingly 17.9% of Bankers Trust's, and Mr. Zschau 19.9% of First Interstate's.

While Citicorp was the most generous donor to federal elections overall, Morgan was the leading contributor to Senate campaigns. Morgan doled out $124,000 to Senate campaigns, compared with Citicorp's $103,143.

The election reports also show that although banks backed Senate winners by a 32-to-14 clip in the 1986 elections, losers captured 35.5% of the total funds expended on Senate campaigns.

On the House Side

In the House campaigns, the individual bank political action committees contributed to more Republicans than Democrats. However, the total and average contributions were higher for Democrats than Republicans.

A total of 513 Republican House candidates received $317,694, or

PAC: Page 19 ➻

Brokerage Houses Vie with Banks in Backing Politicians

NEW YORK — While Ed Zschau, the Republican senatorial candidate in California, was raking in bank political action committee money last year, his victorious opponent, incumbent Alan Cranston, D-Calif., was the big money recipient from the committees of Merrill Lynch, First Boston, and Salomon Brothers.

Mr. Cranston, who was not among the top money getters from the political action committees of the nation's 10 largest banks, is a member of the Senate Banking Committee.

In fact, Mr. Cranston was the Senate leader in contributions from the Merrill, First Boston, and Salomon Brothers political action committees, Federal Election Commission reports covering 1985 and 1986 show. He narrowly edged out Mr. Zschau in the general election.

Other top recipients from these securities houses were Sen. Donald W. Riegle Jr., D-Mich.; Sen. Timothy E. Wirth, D-Colo.; Sen. Christopher J. Dodd, D-Conn.; and Sen. Dan Quayle, R-Ind.

In total, political action committees from the three securities houses pumped in $357,450 to 315 House and Senate campaigns in 1985 and 1986, the reports show. Of the total, 166 Democrats got $190,550, or 53.3%, and 149 Republicans received $166,900, or 46.7%.

During the same period, political action committees of the 10 largest banks contributed 56.7% of the House and Senate outlays to Republicans and 43.3% to Democrats.

Among the three firms, First Boston had the greatest Democratic tilt, allocating 71.9% of its House and Senate contributions to Democrats. Merrill Lynch had the greatest Republican slant, with 56.3% of its funds going to Republican candidates. Salomon Brothers gave 54.4% of its Senate and House outlays to Democratic hopefuls.

The average contribution from the three securities firms was $1,135, compared with $1,053 for the 10 largest banks.

If the three securities firms were ranked with the 10 largest banks in terms of number contributions, Merrill Lynch would rank third behind Citicorp and Morgan, First Boston fifth, and Salomon ninth. By average contributions, Salomon would have ranked third, Merrill fifth, and First Boston sixth.

— **Bart Fraust**

THE MARKETS

Money Market

Monday June 15, 1987

Federal funds range .... $6\frac{11}{16}$%-$6\frac{15}{16}$%
Prime rate (5/18/87) 8.25%
Discount rate FRB of New York (8/21/86) 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 8.00%

Bankers Accepts. offering rate—discount basis (6/15/87)
30 days—6.75 60 days—6.75 90 days—6.75
120 days—6.79 180 days—6.79

N.Y. City Banks' CDs — Highest Offering Rate (6/15/87)
14 days—6.30 30 days—6.50 60 days—6.55
90 days—6.60 120 days—6.65 150 days—6.70
180 days—6.75 270 days—7.00 360 days—7.35

Aaa Dealer Comm'l Paper—discount basis (6/15/87)
30 days—6.80 60 days—6.85 90 days—6.875

Comm'l Paper Directly Placed—Range disc. Basis (6/15/87)
5-14 days—6.25-6.70 15-29 days—6.25-6.80
30-59 days—6.25-6.80 60-89 days—6.25-6.80
90-179 days—6.25-6.825 180-270 days—6.25-6.70

Eurodollar Deposits—London bid (6/15/87)
Overnight—6⅝ 7 days—$6\frac{11}{16}$
1 mo.—$6\frac{15}{16}$ 3 mos.—7.00
6 mos.—$7\frac{3}{16}$ 1 year—$7\frac{9}{16}$

NIBOR (6-month) .... $7\frac{5}{16}$%
LIBOR (6-month) .... $7\frac{5}{16}$%

Futures Markets

The Bond Buyer Municipal Bond Index

	June 15, '87	June 12, '87	June 7, '87
Index	91.08	90.25	88.21
Yield to Par Call	8.31	8.37	8.68
Yield to Maturity	7.99	8.03	8.25

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade to serve as the basis for trading Long-Term Municipal Bond futures contracts when approved by the Commodity Futures Trading Commission. The Index represents an average of the figures obtained when the price of each of 40 select term bonds is divided by a figure derived from the amount at which the bond would be priced to yield 8%. In all computations, the maturity of a bond is represented by its first call at par. The Index is computed daily and is quoted in points and 32nds.

3-Month T-Bill Futures (IMM)*

Delivery Month	High	Low	Settle	Change (a)	Yield(b)
Sept.'87.	93.96	93.83	93.93	+ 5	6.07
Dec. '87.	93.63	92.50	93.59	+ 9	6.41
Mar. '88.	93.35	93.23	93.32	+ 9	6.68
June '88	93.15	93.03	93.13	+11	6.87
Sept.'88.	92.94	.....	92.92	+ 8	7.08
Dec. '88.	92.75	.....	92.73	+ 8	7.27
Mar. '89.	92.56	.....	92.57	+ 8	7.43

As of the previous day's close; Total no. of contracts traded: 6,241 total open interest: 22,937 and change in open interest: - 517

Footnotes to Futures Tables

*—For three month U.S. Treasury Bills having a face value at maturity of $1 million.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
r—New record high in open interest.

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
June 15 ..386.2	1987	386.2	316.8	386.2
June 12 ..377.3	1986	388.7	311.2	331.3
June 11 ..370.0	1985	344.2	242.7	344.2
June 10 ..372.3	1984	269.6	178.4	246.3
June 9 ..366.1	1983	299.6	223.1	260.2

* Based on midday prices.

Farm Loans . . .

➸ Continued from Page 3

remain with their agricultural borrowers in light of governmental efforts to tie lenders' hands in working through problem loans."

BankAmerica Corp., based in San Francisco, is the one of the largest agricultural lenders in the nation. In 1986, BankAmerica Corp.'s problem agricultural loans inched up to 18% of its total farm loans, from 16% the previous year. Total problem farm loans at BankAmerica totaled $209 million last year, according to the company's financial reports.

In releasing the survey, the California Bankers Association called on Congress to adopt legislation creating a secondary market for agricultural real estate loans. Sen. David Pryor, D-Ark., and Sen. Thad Cochran, R-Miss., have introduced such a bill in the U.S. Senate. ■

• targeting • positioning • selling
MARKETING MANAGEMENT
every Wednesday in
American Banker

Banks Are Big Contributors to Losing Candidates

➸ Continued from Page 18

48.5% of the total spent on House elections. Four hundred and eighty-one Democrats got $336,398, or 51.4% of the total.

Citicorp was by far the biggest House contributor, pouring $199,371 into those elections. This was more than double the House expenditures of Morgan, which has the No. 2 bank political action committee.

The House money was disbursed widely. Rep. George C. Wortley, a New York Republican and House Banking Committee member, got more money than any other candidate. Mr. Wortley received $25,825, or 3.9% of the total given to House candidates.

Close on Mr. Wortley's heels was Rep. Stephen L. Neal, a North Carolina Democrat and Banking Committee member, who got $25.500. Other big recipients were Rep. Joseph J. Dioguardi, R-N.Y., with $17,500; Rep. Doug Barnard Jr., a Georgia Democrat and member of the Banking Committee, who got $15,750; and Rep. Thomas J. Manton, a New York Democrat and also a Banking Committee member, who received $13,685.

Mr. Dioguardi was Citicorp's favorite congressman, garnering 6.3% of its total House contributions. Morgan favored Mr. Neal with 6% of its total House outlays. Mr. Wortley was the top recipient of money from Chemical, Manufacturers Hanover, Chase, and Bankers Trust, though he shared top spot with Mr. Neal at Chase and with Mr. Barnard and Mr. Manton at Bankers Trust.

BankAmerica's favorite was Rep. Richard H. Lehman, D-Calif.; Security Pacific's were Rep. Robert T. Matsui and Rep. Tony Coelho, both California Democrats; First Chicago's was Mr. Barnard; and First Interstate's was Rep. David Dreier, a California Republican.

As interstate banking has spread, banks' political action committees also have increased their state legislative activities.

For example, Citicorp's federal political action committee last year contributed $6,750 for state and local elections in Arizona, $2,160 in Maryland, $14,800 in Nevada, $750 in Oklahoma, $11,700 in South Dakota, and $300 in Utah, according to the 1986 annual report of Citicorp's political action committee. The state and local political action committee spent $95 238 on New York elections. ■

Favored Senators

The top 10 bank political action committees last year gave 11 senators and candidates $257,540, equal to 53.5% of their total Senate spending. The 11 recipients are listed below, with winners in bold.

	Contributions	% of Total
Slade Gorton, R-Wash.(b)	$41,369	8.6%
Jake Garn, R-Utah(b)	**37,756**	**7.8**
Daniel P. Moynihan, D-N.Y.[1]	32,705	6.8
Mack Mattingly, R-Ga.(b)	29,300	6.1
Ed Zschau, R-Calif.[2]	22,302	4.6
Alan J. Dixon, D-Ill.	**21,740**	**4.5**
James S. Abdnor, R-S.D.	16,500	3.4
Bob Packwood, R-Ore.	**15,110**	**3.1**
Steven D. Symms, R-Idaho	**14,300**	**3.0**
Mark N. Andrews, R-N.D.	13,250	2.8
Alfonse D'Amato, R-N.Y.(b)	**13,208**	**2.8**

(b) Member of Senate Banking Committee.
[1]Not up for election. [2]Not an incumbent.

Sinclair Joins Penney's Card Network

By YVETTE D. KANTROW

NEW YORK — J.C. Penney Co.'s data communications subsidiary has brought yet another petroleum retailer into its electronic point-of-sale network.

Point of Sale

Sinclair Oil Corp., Salt Lake City, said that it will use J.C. Penney System Services for electronic credit card authorization and sales data capture at 2,000 outlets in 23 states.

Other major petroleum companies, including Amoco Oil Co., Shell Oil Co., and Citgo Petroleum Corp., already use the retailer's services.

With Penney's data network, Sinclair service stations can instantly authorize and process transactions made on its private label card, as well as on MasterCard, Visa, and travel, entertainment, and government cards. Stations are linked to the Penney network by telephone from point-of-sale terminals owned by Sinclair.

In a pilot program, Sinclair connected 350 stations to Penney's network.

Penney designed the network in the 1970s to speed checkout times for its 30 million credit card holders. In 1983, it formed J.C. Penney Systems Services to market the network's services to users other than the parent company. The subsidiary now handles more than 300 million credit card transactions annually.

The retailing giant picked up its first bank user, Zions First National Bank, Salt Lake City, in March. Although Penney has been slow to sign bank customers, its success in attracting petroleum retailers has led it to bill itself as the largest provider of point-of-sale services to the petroleum industry. ■

COUNSELOR'S CORNER

➸ Continued from Page 4

control.

In summary, the principle that a holding company should be a source of strength to its banking subsidiaries is laudable. But it does not translate easily into a declaration that a failure to inject capital into a weak bank is an unsafe or unsound banking practice. A variety of practical difficulties and competing policy issues must first be accommodated.

The comments the Fed will be receiving through July 1 on the policy statement will no doubt facilitate such an effort. But the new policy was made effective upon its issuance; so for the moment, at least, an additional element of uncertainty has been introduced into the multibank holding company environment. ■

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Republic New York Corporation

has acquired

The Williamsburgh Savings Bank

The undersigned acted as financial advisor to Republic New York Corporation

M. A. Schapiro & Co., Inc.

6/17/87 C0175-1

TOP BANK PERFORMERS
— TABLES BEGIN ON P. 18

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Quote

It's surprising to see their turnaround.

Alison Cooper, a research analyst with the Washington-based Investor Responsibility Research Center, on the sale of Citicorp's wholly owned South African subsidiary1 [Page 1]

Unquote

Morgan, Fleet, and State Street Get Top Performance Ratings

By L. MICHAEL CACACE

NEW YORK — J.P. Morgan & Co. led the nation's top-performing money center banks in 1986; it has been the best performer over the past five years.

The *American Banker* seventh annual survey of top performers also identifies the Fleet Financial Group as the top regional bank with assets over $10 billion in 1986. State Street Boston Corp. ranked as the top regional bank with assets of $5 billion to $10 billion for 1986.

From 1982 to 1986, Banc One Corp., Columbus, Ohio, was the top performing regional bank.

Three key ratios are used in the survey: return on average assets, return on average equity, and the market-to-book value of a bank's stock. Return on average assets, or ROA, is net income as a percentage of average assets. Return on equity capital, or ROE, is net income as a percentage of average equity capital. The market-to-book value

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Investor Favorites

1986 Market-to-Book Ratios

	Money Center Banks	
1	J. P. Morgan & Co., Inc.	170%
2	Northern Trust Corp.	158
3	Republic New York Corp.	156
4	Bankers Trust New York Corp.	129
5	Bank of Boston Corp.	119
	Large Regional Banks	
1	Fleet Financial Group, Inc.	186%
2	Banc One Corp.	183
3	First Wachovia Corp.	182
4	Barnett Banks of Florida, Inc.	173
5	First Union Corp., Inc.	171
	Smaller Regional Banks	
1	State Street Boston Corp.	264%
2	Society Corp.	248
3	Continental Bancorp., Inc.	205
4	First Kentucky National Corp.	183
5	United Jersey Banks	168

FROM THE REGIONS

THE SOUTHWEST

Bank Employment Scene Grim in Texas

By DAVID LaGESSE
Southwest Bureau

DALLAS — Employment prospects for Texas bankers appear grim for the next few years, particularly for senior officers.

Economists predict overall banking employment will continue the downward trend that began in Texas in 1986.

In response, out-of-state banks are flocking to Texas to court surplus bank officers, a fact demonstrated by newspaper ads in several cities. Houston, in particular, has hosted a number of visits by far-flung banks, particularly from the healthier markets of the Southeast.

Many Texas bankers have resisted, however, largely because southeastern banks do not offer the high salaries that have become the norm in an oil-rich economy.

With the advent of branch banking, more Texas banking jobs will be lost,

From the Regions: Page 32 ➔

Citicorp to Sell South African Subsidiary

Business Constraints Led To Move, Company Says

By JAMES R. KRAUS

NEW YORK — Citicorp said it will sell its wholly owned South African subsidiary because of growing constraints on the unit's business operations.

The subsidiary, Citibank NA Ltd., will be sold to the First National Bank of Southern Africa Ltd., Johannesburg, for 130 million rand, or $38.2 million, the bank holding company said.

The deal is expected to be completed by June 30 and has received South African government approval, the company added.

Citicorp is the last U.S. banking company with a direct investment in South Africa. Two other U.S. banking companies — the Chase Manhattan Corp. and the NCNB Corp. — closed their South African units in 1985 and 1986.

First National Bank of Southern Africa, the largest bank in South Africa, formerly was the Barclays National Bank Ltd. First National was set up after Britain's Barclays Bank PLC sold its remaining 40.4% stake in the bank last November to a group of South African investors that included the Anglo American Corp., De Beers Consolidated Mines, and the Southern Life Association.

The sale does not affect loans to South African borrowers and those loans will remain on Citibank books. The bank has about $700 million in loans outstanding to South African borrowers but has not lent any new money since mid-1985.

Citibank NA Ltd. has a main branch in Johannesburg with 180 employees and a small branch in Durban with a staff of five. Activities largely focus on

Citicorp: Page 38 ➔

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1986 Performance of Top U.S. Banking Companies

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Performance Study Peer Groups

Peer Asset Rank	MONEY CENTER BANKS	Assets 12/31/86
1	Citicorp, New York	196,124,000,000
2	Chase Manhattan Corp., New York	94,765,815,000
3	J.P. Morgan & Co., Inc., New York	76,039,000,000
4	Manufacturers Hanover Corp., New York	74,397,389,000
5	Chemical New York Corp.	60,564,123,000
6	Bankers Trust New York Corp.	56,419,945,000
7	First Chicago Corp.	39,147,996,000
8	Mellon Bank Corp., Pittsburgh	34,499,370,000
9	Bank of Boston Corp.	34,045,409,000
10	Continental Illinois Corp., Chicago	32,808,986,000
11	Irving Bank Corp., New York	24,232,521,000
12	Republic New York Corp.	17,464,897,000
13	Harris Bankcorp, Inc., Chicago	10,277,701,000
14	Northern Trust Corp., Chicago	9,090,107,000

Peer Asset Rank	BANKS WITH ASSETS OVER $10 BILLION	Assets 12/31/86
1	BankAmerica Corp., San Francisco	104,189,297,000
2	Security Pacific Corp., Los Angeles	62,606,000,000
3	First Interstate Bancorp., Los Angeles	55,421,736,000
4	Wells Fargo & Co., San Francisco	44,577,100,000
5	First Bank System, Inc., Minneapolis	28,011,495,000
6	NCNB Corp., Charlotte, N.C.	27,472,434,000
7	First Union Corp., Charlotte, N.C.	26,820,240,000
8	SunTrust Banks, Inc., Atlanta	26,165,455,000
9	Marine Midland Banks, Inc., Buffalo, N.Y.	24,789,596,000
10	Bank of New England Corp., Boston	22,472,935,000
11	PNC Financial Corp, Pittsburgh	22,198,930,000
12	MCorp, Dallas	21,886,812,000
13	Norwest Corp., Minneapolis	21,539,400,000
14	NBD Bancorp., Inc., Detroit	21,176,031,000
15	RepublicBank Corp., Dallas	20,944,300,000
16	Bank of New York Co., Inc.	20,708,850,000
17	Barnett Banks of Florida, Inc., Jacksonville	20,228,949,000
18	Texas Commerce Bancshares, Inc., Houston	19,192,000,000
19	Citizens & Southern Corp., Atlanta	18,757,000,000
20	First Wachovia Corp., Winston-Salem, N.C.	18,689,550,000
21	InterFirst Corp., Dallas	17,986,000,000
22	First Fidelity Bancorp., Newark, N.J.	15,170,304,000
23	Sovran Financial Corp., Norfolk, Va. (a)	14,952,156,000
24	CoreStates Financial Corp., Philadelphia	14,595,402,000
25	National City Corp., Cleveland	14,107,259,000
26	Hartford National Corp., Conn. (a)	13,879,294,000
27	First City Bancorp. of Texas, Inc., Houston	13,681,179,000
28	Banc One Corp., Columbus, Ohio	12,662,000,000
29	Southeast Banking Corp., Miami	12,468,984,000
30	Midlantic Corp., Edison, N.J.	11,873,756,000
31	Fleet Financial Group, Inc., Providence, R.I. (a)	11,690,346,000
32	Fidelcor, Inc., Philadelphia (a)	11,391,725,000
33	Norstar Bancorp, Inc., Albany, N.Y. (a)	11,132,015,000
34	AmeriTrust Corp., Cleveland (a)	11,068,113,000
35	Valley National Corp., Phoenix, Ariz. (a)	10,715,497,000
36	Shawmut Corp., Boston (a)	10,697,446,000

Peer Asset Rank	BANKS WITH ASSETS OF $5 BILLION TO $10 BILLION	Assets 12/31/86
1	Comerica, Inc., Detroit	9,982,511,000
2	Boatmen's Bancshares, Inc., St. Louis	9,919,003,000
3	Union Bancorp, Los Angeles	9,901,273,000
4	Allied Bancshares, Inc., Houston (b)	9,863,646,000
5	Maryland National Corp., Baltimore	9,513,341,000
6	U.S. Bancorp., Portland, Ore.	9,491,354,000
7	Signet Banking Corp., Richmond	9,471,496,000
8	United Virginia Bankshares, Inc., Richmond	9,412,574,000
9	Rainier Bancorporation, Seattle	9,216,090,000
10	KeyCorp., Albany, N.Y.	9,072,750,000
11	Society Corp., Cleveland	9,060,948,000
12	Manufacturers National Corp., Detroit	8,110,207,000
13	United Jersey Banks, Princeton (c)	8,023,961,000
14	First of America Bk Corp., Kalamazoo, Mich.	7,869,918,000
15	Huntington Bancshares, Inc., Columbus, Ohio	7,717,915,000
16	Michigan National Corp., Farmington Hills	7,672,215,000
17	BayBanks, Inc., Boston	7,627,668,000
18	First American Bksh., Washington, D.C.	7,209,709,000
19	State Street Boston Corp., Boston	7,189,818,000
20	First Wisconsin Corp., Milwaukee	7,090,197,000
21	Florida National Banks of Fla. Inc., Jacksonville	6,876,822,000
22	Meridian Bancorp., Inc., Reading, Pa.	6,801,115,000
23	European American Bancorp, New York	6,744,465,000
24	Mercantile Bancorporation, Inc., St. Louis, Mo.	6,586,179,000
25	Riggs National Corp., Washington, D.C.	6,253,385,000
26	Marshall & Ilsley Corp., Milwaukee, Wis. (c)	6,000,935,000
27	Texas American Bankshares, Inc., Fort Worth	5,985,740,000
28	First American Corp., Nashville (c)	5,950,777,000
29	AmSouth Bancorporation, Birmingham, Ala.	5,942,706,000
30	Dominion Bankshares Corp., Roanoke, Va. (c)	5,920,662,000
31	First Pennsylvania Corp., Philadelphia	5,887,589,000
32	Centerre Bancorp., St. Louis	5,664,526,000
33	Old Kent Financial Corp., Grand Rapids, Mich.	5,582,276,000
34	First Tennessee National Corp., Memphis	5,555,707,000
35	First Maryland Bancorp., Baltimore (c)	5,487,202,000
36	Continental Bancorp., Inc., Philadelphia (c)	5,311,046,000
37	Commerce Bancshares, Inc., Kansas City (c)	5,293,463,000
38	First Kentucky National Corp., Louisville (c)	5,128,486,000
39	Indiana National Corp., Indianapolis (c)	5,106,296,000
40	SouthTrust Corp., Birmingham, Ala. (c)	5,101,073,000
41	First Security Corp., Salt Lake City, Utah	5,079,578,000
42	Bancorp Hawaii, Inc., Honolulu (c)	5,060,018,000

Peer groups include all bank holding companies with assets of $5 billion or more at yearend 1986.

(a) In 1985, the bank was in Peer Group 3: Banks with Assets of $5 billion to $10 billion.
(b) In 1985, the bank was in Peer Group 2: Bank with Assets over $10 billion.
(c) In 1985, the bank had less than $5 billion in assets, and therefore was not in the study.

Definitions and Methodology

The statistical tables for the *American Banker's* annual performance study were compiled by the *American Banker* from data provided by *Cates Consulting Analysts, New York.*

A listing of the bank holdings in today's study appears to the left. The firms are divided into three peer group: Peer Group 1 — Money Center Banks; Peer Group 2 — Banks with assets over $10 Billion on Dec. 31, 1986; and Peer Group 3 — Banks with assets between $5 Billion and $10 billion on Dec. 31, 1986. Within each peer group, the firms are listed in order of their asset size on Dec. 31.

This table was prepared by the American Banker statistics department. Banks that are not owned by holding companies are excluded.

The first table, is called "1986 Performance of Top U.S. Banking Companies". The banks in Peer Groups 1 and 2 appear on page 22, and the banks in Peer Group 3 appear on page 24. The banking firms are ranked by three measures of performance: return on average assets; return on average equity; and percentage change in earnings per share.

Cates defines **return on average assets** as net income before extraordinary items for the entire year 1986 divided by a daily average of total assets. If daily average assets is not available, Cates uses the mean of Dec. 31, 1985, and Dec. 31, 1986.

Return on average equity is net income minus preferred stock dividends divided by average common shareholders' equity. Here, average equity is computed by taking the mean of Dec. 31, 1985 and Dec. 31, 1986, common equity.

The percentage change in earnings per share is the difference of earnings per share (12/86-12/85) divided by earnings per share 12/85. Earnings per share is primary, based on net income before extraordinary items, and for the 12-month period.

In this listing **American Banker** shows the 1985 data as reported in 1986; lists firms geographically if two or more firms have the identical return on assets for 1986; calculates the group mean; and calculates the group median.

The group **mean** is calculated by summing all of the values and dividing that number by the total number of observations. The **median** is obtained by finding the midpoint of the array of values.

Thee second table entitled "How the Market Looks at Banks," appears on page 26. Here, the banks are ranked in order of market-to-book value of their stock. In addition, the price earnings multiple and dividend yield are shown.

Market-to-book value for 1986 is the stock price divided by the book value per share. Cates uses the bid price on common stock as of Jan. 31, 1987, (or the closest trade date) and divides this by book value per share on Dec. 31, 1986. The market-to-book value for 1985 is calculated by dividing the bid price on common stock as of Feb. 3, 1986, (or the closest trade date) by book value per share on Dec. 31, 1985.

The price earnings multiple is the stock price, as defined above, divided by earnings per share.

The dividend yield is the indicated annual dividend divided by the stock price as defined above.

Performance Group Medians: 1982-1986

	1986			1985			1984			1983			1982		
	ROA	ROE	Mkt/Book	ROA	ROE	Mkt/Book	ROA	ROE	Mkt/Book	ROA	ROE	Mkt/Book	ROA	ROE	Mkt/Book
Money Center Banks	0.70	13.32	95.23	0.65	13.16	95.02	0.54	11.65	82.09	0.60	13.86	81.52	0.57	13.86	65.39
Banks with Assets over $10 Billion	0.89	15.68	134.44	0.81	14.90	117.77	0.70	12.87	88.61	0.68	13.02	85.78	0.70	14.58	72.37
Banks with Assets of $5 Billion to $10 Billion	0.89	14.24	134.20	0.88	14.37	132.78	0.84	13.95	108.99	0.78	12.49	95.69	0.81	13.39	72.29

Morgan, Fleet, and State Street Get Top Performance Ratings

➸ Continued from Page 1

measures the market's perception of bank performance.

Based on those ratios, the worst-performing money center bank was Continental Illinois Corp.; the worst large regional bank was First City Bancorp of Texas Inc., Houston; and the worst smaller regional was Texas American Bankshares Inc., Fort Worth.

Included in the survey are the 92 commercial bank holding companies with assets of $5 billion or more on Dec. 31, 1986. These 92 companies are then broken into three peer groups: 14 money center banks, 36 large regional banks with assets of $10 billion or more, and 42 smaller regional companies with assets of $5 billion to $10 billion. The survey is based on data supplied by Cates Consulting Analysts, New York.

Morgan Stays on Top

Over the past five years, J.P. Morgan & Co., the nation's premier wholesale banking firm, each year has ranked among the top money center banks in ROA and ROE. In 1986, for the second year in a row, it ranked first in both of those measures, with an ROA of 1.19% and an ROE of 18.94%. And in 1986, for the third year in a row, Morgan had the best market-to-book ratio among the money centers: 169.58. This was up from 138.71 in 1985, and 103.72 in 1984.

Since 1982, Morgan has been second only to Citicorp in earnings. But over that period, Morgan's earnings growth has been much more impressive. Morgan's net income has grown three times faster than Citicorp's over the period — 150% compared with 46%.

The $11.7 billion-asset Fleet Financial Group, Providence, R.I.— which moved from the small regional group to the large regional group last year — was the top large regional firm in market-to-book, with a ratio of 185.58. Fleet also ranked as the top large regional in return on average assets, with 1.37%, and it ranked second in return on average equity, with 20.00%.

Over the past three years, Fleet has followed a "dual-strategy philosophy" of expansion, acquiring both bank and nonbank firms to maintain its diversity of lines of business. On the bank side, Fleet has acquired two top performing banking firms in 1986: First Connecticut Bancorp, Hartford, and Merrill Bankshares, Bangor, Maine. Currently, Fleet is in the process of merging with $11.1 billion-asset Norstar Bancorp., Albany, N.Y.

On the nonbank side, in 1983 Fleet acquired Bankers Mortgage Corp., a mortgage company, and Credico Financial Inc., a finance company. In 1984, Fleet acquired Davidge & Co., an investment counseling firm; in 1985, it bought Denrich Leasing Inc., a small equipment-leasing firm; and last November, it acquired Security Pacific Mortgage Corp. and its $2.5 billion servicing portfolio.

Best of the Small Regionals

For the second year in a row, State Street Boston Corp. was the top small regional firm in ratio of market to book value, with 263.63 for 1986, compared with 236.02 for 1985. In addition, it topped the small regionals in return on equity, with 19.95% for 1986, up from 18.74% in 1985 when it ranked fifth in ROE. Its ROA of 1.14% last year ranked it fifth, down one notch from 1985, when it ranked fourth with 1.12%.

State Street joined the performance survey in 1985, when its assets surpassed the $5 billion mark. The bank went through a restructuring several years ago, investing heavily in the securities-processing business. Today, it is one of the largest transfer agents and record keepers for mutual funds. This processing business generates an above-average amount of fee-based income for a bank of State Street's size

Over the past five years, Banc One has consistently ranked as one of the top firms in the *American Banker*'s performance surveys. It ranked second in ROA for five consecutive years, with an average over the 1982-86 period of 1.36%. It ranked no lower than fourth in ratio of market to book value over that period, ranking second for three of the other five years and first in 1985. Its market-to-book ratio averaged 189.07 over the period. Its ROE averaged 18.50%, falling from a high of 20.36% in 1982, when it ranked second among small regional firms, to 17.57% last year, when it ranked ninth among the large regionals.

Banc One Corp. has been one of the nation's most profitable banks over the past five years. Earnings grew by more than 165% from $62 million in 1982, when it ranked 34th, to $164.7 million last year, when it ranked 20th. Banc One is considered a merger specialist with a remarkable ability to assimilate acquired institutions.

Other Survey Findings

Nineteen eighty-six was a year of sharp dichotomy in the performance of the nation's largest banking firms. For example, of the large regional banks, four posted substantial losses, compared with one in 1985. On the other hand, 12 firms, or one-third of the panel, had an average return on assets greater than 1.00%, compared with nine firms in 1985. The mean, as a measure of central tendency, is greatly affected by this wide divergence. Therefore, last year's median was a better measure of the average performance.

The median is the midpoint of the array of observations. If there are 15 members in a panel, for example, the eight observation is the median. If there are 14 members in a panel, the midpoint is a simple average of the sum of the seventh and eighth observations.

At money center banks, the median ROA moved up five basis points to 0.70% last year. Since 1982, it has moved up 13 basis points. The group's median ROE rose 33 basis points last year to 13.33%, but it is down 54 basis points from 13.86% in 1982.

At the large regional firms, the median ROA moved up eight basis points to 0.89% last year. Since 1982, it has moved up 19 basis points. The group's median ROE rose 78 basis points last year to 15.68%, and it has risen 100 basis points since 1982.

At the small regional firms, the median ROA rose by only one basis point to 0.89% last year. Since 1982, it has moved up eight basis points. The group's median ROE fell by 13 basis points last year to 14.24% from 14.37% in 1985. Over the past five years, the group's median ROE has risen 85 basis points.

The market-to-book value of a bank's stock is the best gauge of market perception of bank performance. This ratio measures the ability of a bank to create or destroy wealth for its shareholders. Mathematically, the ratio is a function of the bank's return on equity capital adjusted for inflationary expectations.

When a bank's ROE exceeds market requirements, the market price of a stock generally rises above its book value. The market-to-book ratio exceeds 100%, creating shareholder wealth. A ratio of 200%, for example, means that

Morgan: Page 37 ➸

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American Banker
BANK PERFORMANCE

1986 Performance of Top U.S. Banking Companies

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Ranked by Peer Group, Using Three Measures of Performance

Money Center Banks

Rank 1986	Rank 1985	RETURN ON AVERAGE ASSETS	1986	1985
1	1	J.P. Morgan & Co., Inc.	1.19	1.06
2	2	Republic New York Corp.	0.85	0.93
3	3	Bankers Trust New York Corp.	0.79	0.79
4	4	Bank of Boston Corp.	0.78	0.73
5	14	First Chicago Corp.	0.71	0.43
6	12	Northern Trust Corp.	0.70	0.49
7	5	Chemical New York Corp.	0.70	0.70
8	8	Harris Bankcorp, Inc.	0.69	0.64
9	7	Chase Manhattan Corp.	0.65	0.65
10	10	Irving Bank Corp.	0.60	0.55
11	9	Citicorp	0.57	0.62
12	11	Manufacturers Hanover Corp.	0.54	0.54
13	6	Mellon Bank Corp.	0.54	0.67
14	13	Continental Illinois Corp.	0.35	0.47
		Mean Values for Group	**0.69**	**0.66**
		Median Values for Group	**0.70**	**0.65**

Rank 1986	Rank 1985	RETURN ON AVERAGE EQUITY	1986	1985
1	1	J. P. Morgan & Co., Inc.	18.94	18.06
2	2	Bankers Trust New York Corp.	16.48	16.62
3	5	Republic New York Corp.	16.01	14.36
4	6	Bank of Boston Corp.	15.51	13.77
5	4	Chemical New York Corp.	14.15	15.01
6	3	Citicorp	13.80	15.16
7	14	First Chicago Corp.	13.40	8.31
8	8	Irving Bank Corp.	13.24	12.96
9	7	Chase Manhattan Corp.	13.05	13.36
10	13	Northern Trust Corp.	12.76	8.50
11	9	Manufacturers Hanover Corp.	12.09	12.31
12	12	Harris Bankcorp, Inc.	10.39	10.12
13	10	Mellon Bank Corp.	10.01	12.21
14	11	Continental Illinois Corp.	6.77	11.29
		Mean Values for Group	**13.33**	**13.00**
		Median Values for Group	**13.32**	**13.16**

Rank 1986	Rank 1985	PERCENT GAIN IN EARNINGS/SHARE	1986	1985
1	3	Northern Trust Corp.	56.5	52.7
2	1	First Chicago Corp.	44.4	138.7
3	13	Bank of Boston Corp.	30.9	1.3
4	5	J. P. Morgan & Co., Inc.	21.2	28.7
5	2	Harris Bankcorp, Inc.	18.4	53.3
6	12	Republic New York Corp.	11.6	8.9
7	9	Bankers Trust New York Corp.	11.5	13.2
8	7	Irving Bank Corp.	11.2	20.2
9	8	Manufacturers Hanover Corp.	5.0	17.7
10	4	Chase Manhattan Corp.	3.8	41.7
11	10	Chemical New York Corp.	3.3	13.1
12	11	Citicorp	0.3	10.4
13	6	Mellon Bank Corp.	-13.0	26.4
14	14	Continental Illinois Corp.	-28.6	-101.6
		Mean Values for Group	**12.6**	**23.2**
		Median Values for Group	**11.4**	**19.0**

Banks with Assets over $10 Billion

Rank 1986	Rank 1985	RETURN ON AVERAGE ASSETS	1986	1985
1	--	Fleet Financial Group, Inc.	1.37	1.38
2	2	Banc One Corp., Columbus	1.36	1.37
3	4	First Union Corp., Inc.	1.30	1.19
4	6	PNC Financial Corp.	1.22	1.12
5	5	First Wachovia Corp.	1.15	1.18
6	--	Hartford National Corp.	1.11	1.09
7	12	National City Corp.	1.09	0.92
8	1	CoreStates Financial Corp.	1.08	1.99†
9	--	Sovran Financial Corp.	1.08	1.08
10	--	Norstar Bancorp., Inc.	1.07	1.12
11	9	SunTrust Banks, Inc.	1.03	1.01
12	--	AmeriTrust Corp.	1.03	1.18
13	8	Citizens & Southern Corp.	0.95	1.03
14	7	Midlantic Corp.	0.95	1.04
15	10	Barnett Banks of Florida, Inc.	0.92	0.97
16	13	Bank of New England Corp.	0.92	0.88
17	14	First Fidelity Bancorp.	0.90	0.87
18	--	Fidelcor, inc.	0.90	0.80
19	--	Shawmut Corp.	0.88	0.87
20	--	Valley National Corp.	0.85	0.86
21	15	Bank of New York Co., Inc.	0.85	0.84
22	11	NCNB Corp.	0.84	0.92
23	16	NBD Bancorp., Inc.	0.83	0.78
24	21	Southeast Banking Corp.	0.81	0.65
25	17	First Bank System, Inc.	0.76	0.70
26	20	Wells Fargo & Co.	0.73	0.67
27	18	Security Pacific Corp.	0.71	0.69
28	19	First Interstate Bancorp.	0.68	0.67
29	24	Marine Midland Banks, Inc.	0.65	0.55
30	25	Norwest Corp., Minneapolis	0.62	0.54
31	23	RepublicBank Corp.	0.25	0.64
32	27	Texas Commerce Bancshares, Inc.	0.11	0.27
33	22	MCorp	-0.38	0.64
34	30	BankAmerica Corp.	-0.47	-0.28
35	26	InterFirst Corp.	-1.72	0.29
36	28	First City Bancorp of Texas, Inc.	-2.45	0.25
		Mean Values for Group	**0.67**	**0.79‡**
		Median Values for Group	**0.89**	**0.81‡**

Rank 1986	Rank 1985	RETURN ON AVERAGE EQUITY	1986	1985
1	6	First Union Corp., Inc.	20.19	17.98
2	--	Fleet Financial Group, Inc.	20.00	18.87
3	--	Sovran Financial Corp.	18.16	17.46
4	9	PNC Financial Corp.	18.14	17.38
5	12	National City Corp.	17.95	16.62
6	--	Hartford National Corp.	17.92	17.90
7	10	Bank of New England Corp.	17.64	17.22
8	8	Citizens & Southern Corp.	17.61	17.75
9	7	Banc One Corp.	17.57	17.95
10	3	First Wachovia Corp.	17.53	19.57
11	14	SunTrust Banks, Inc.	17.00	16.37
12	5	Barnett Banks of Florida, Inc.	16.99	18.24
13	11	NCNB Corp.	16.93	16.95
14	--	Fidelcor, Inc.	16.45	15.64
15	13	Bank of New York Co., Inc.	16.08	16.52
16	1	CoreStates Financial Corp.	16.04	28.67†
17	16	First Bank System, Inc.	15.97	14.69
18	17	Wells Fargo & Co.	15.76	14.17
19	4	Midlantic Corp.	15.61	18.72
20	15	Security Pacific Corp.	15.47	15.10
21	--	Norstar Bancorp, Inc.	15.28	14.19
22	18	First Fidelity Bancorp.	14.98	14.05
23	21	Southeast Banking Corp.	14.90	12.45
24	18	Valley National Corp.	14.81	15.29
25	--	Shawmut Corp.	14.17	14.37
26	20	NBD Bancorp., Inc.	13.75	12.97
27	19	First Interstate Bancorp.	13.01	13.26
28	24	Marine Midland Banks, Inc.	12.08	11.02
29	--	AmeriTrust Corp..	11.12	11.52
30	25	Norwest Corp.	9.81	8.84
31	22	RepublicBank Corp.	4.10	12.24
32	27	Texas Commerce Bancshares, Inc.	1.71	4.62
33	23	MCorp	-8.98	11.19
34	30	BankAmerica Corp.	-16.12	-10.27
35	26	InterFirst Corp.	-32.25	5.22
36	28	First City Bancorp of Texas, Inc.	-54.44	3.03
		Mean Values for Group	**10.39**	**13.46‡**
		Median Values for Group	**15.68**	**14.90‡**

Rank 1986	Rank 1985	PERCENT GAIN IN EARNINGS/SHARE	1986	1985
1	20	Southeast Banking Corp.	32.2	3.0
2	13	First Union Corp., Inc.	32.0	17.7
3	1	CoreStates Financial Corp.	30.3	92.1
4	--	Fleet Financial Group, Inc.	24.9	20.1
5	10	PNC Financial Corp.	22.7	19.4
6	9	Wells Fargo & Co.	21.2	21.2
7	8	NBD Bancorp., Inc.	20.9	21.5
8	4	First Bank System, Inc.	20.4	35.9
9	3	Marine Midland Banks, Inc.	18.6	45.3
10	--	Sovran Financial Corp.	18.4	11.5
11	24	Bank of New York Co., Inc.	16.7	-0.2
12	15	Banc One Corp.	16.2	15.5
13	22	First Fidelity Bancorp.	15.1	1.6
14	18	Barnett Banks of Florida, Inc.	15.0	9.0
15	6	Bank of New England Corp.	13.9	24.6
16	2	Norwest Corp.	13.8	68.4
17	5	National City Corp.	13.5	25.3
18	--	Norstar Bancorp., Inc.	13.0	6.7
19	--	Hartford National Corp.	12.8	12.5
20	19	SunTrust Banks, Inc.	12.7	8.4
21	17	Security Pacific Corp.	11.7	9.8
22	7	Citizens & Southern Corp.	10.5	22.7
23	--	Fidelcor Inc.	10.3	13.8
24	14	NCNB Corp.	10.0	17.6
25	--	Valley National Corp.	8.0	27.8
26	--	Shawmut Corp.	5.8	10.2
27	16	First Interstate Bancorp.	5.1	11.0
28	11	First Wachovia Corp.	2.3	18.2
29	--	AmeriTrust Corp.	0.9	14.1
30	12	Midlantic Corp.	-0.2	17.8
31	28	Texas Commerce Bancshares, Inc.	-62.3	-71.3
32	23	RepublicBank Corp.	-65.0	1.3
33	30	BankAmerica Corp.	-39.6	-251.4
34	25	MCorp	-173.2	-15.2
35	26	InterFirst Corp.	-634.1	-48.3
36	27	First City Bancorp of Texas, Inc.	-1,793	-61.9
		Mean Values for Group	**-64.2**	[illegible]
		Median Values for Group	**12.9**	[illegible]

Data are from **Cates Consulting Analysts, New York, Quarterly Performance Report** and are compiled by **American Banker.** Bank holding companies are ranked by their return on average assets; return on average equity; and percentage gain in earnings per share. For definitions and methodology used to compile this listing, see page 18. (†)— Includes gain on sale of mortgage subsidiaries. Without this gain, R.O.A. would have been 1.19% and R.O.E. 16.45%. **Dashes (—)** in the 1985 rank column indicate that a company was not in this peer group panel in 1985, because its assets were less than $10 billion on Dec. 31, 1985. (‡)— The 1985 mean and median were calculated for the 30 banks comprising the panel that year. **N.A.**— Not Applicable.

American Banker
BANK PERFORMANCE

1986 Performance of Top U.S. Banking Companies

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Ranked by Peer Group, Using Three Measures of Performance

Banks with Assets of $5 Billion to $10 Billion

Rank 1986	Rank 1985	RETURN ON AVERAGE ASSETS	1986	1985
1	--	SouthTrust Corp.	1.18	1.21
2	7	AmSouth Bancorp.	1.17	1.08
3	--	Old Kent Financial Corp	1.17	1.21
4	--	First Kentucky National Corp.	1.15	1.14
5	4	State Street Boston Corp.	1.14	1.12
6	12	Maryland National Corp.	1.11	1.03
7	14	KeyCorp.	1.09	1.01
8	13	Meridian Bancorp., Inc.	1.09	1.02
9	10	Signet Banking Corp.	1.04	1.06
10	--	Marshall & Ilsley Corp.	1.02	1.02
11	--	Bancorp Hawaii, Inc.	1.01	0.93
12	--	First American Corp.	1.01	0.95
13	--	United Jersey Banks	1.00	0.87
14	16	First of America Bank Corp.	0.97	0.93
15	22	Society Corp.	0.97	0.87
16	11	United Virginia Bankshares, Inc.	0.97	1.05
17	17	Huntington Bancshares, Inc.	0.94	0.92
18	--	Indiana National Corp.	0.93	0.94
19	27	First Tennessee National Corp.	0.93	0.80
20	--	Dominion Bankshares Corp.	0.92	0.90
21	24	U.S. Bancorp.	0.90	0.85
22	19	BayBanks, Inc.	0.88	0.88
23	15	Boatmen's Bancshares, Inc.	0.88	0.98
24	25	Manufacturers National Corp.	0.87	0.81
25	18	Mercantile Bancorp., Inc.	0.86	0.89
26	20	Rainier Bancorp.	0.84	0.88
27	28	First Wisconsin Corp.	0.83	0.74
28	--	Commerce Bancshares, Inc.	0.80	0.83
29	--	First Maryland Bancorp.	0.77	0.68
30	--	Continental Bancorp., Inc.	0.71	1.17
31	35	Michigan National Corp.	0.70	0.50
32	30	Union Bancorp (a)	0.67	0.61
33	32	First American Bankshares	0.67	0.59
34	33	Comerica, Inc.	0.67	0.55
35	29	Riggs National Corp.	0.66	0.63
36	34	Centerre Bancorp.	0.59	0.55
37	1	Florida National Banks of Florida	0.53	1.59
38	38	First Pennsylvania Corp.	0.40	0.32
39	39	European American Bancorp.	0.16	0.29
40	37	First Security Corp.	0.10	0.38
41	3	Allied Bancshares, Inc.	-0.18	1.25
42	36	Texas American Bankshares, Inc.	-1.87	0.43
		Mean Values for Group	**0.77**	**0.86‡**
		Median Values for Group	**0.89**	**0.88‡**

Rank 1986	Rank 1985	RETURN ON AVERAGE EQUITY	1986	1985
1	6	State Street Boston Corp.	19.95	18.74
2	2	Signet Banking Corp.	18.26	22.02
3	11	Maryland National Corp.	18.23	17.08
4	--	First Kentucky National Corp.	17.49	17.45
5	--	SouthTrust Corp.	17.15	18.43
6	17	AmSouth Bancorp.	16.71	15.36
7	--	Old Kent Financial Corp.	16.58	17.76
8	19	First Tennessee National Corp.	16.40	14.46
9	--	Marshall & Ilsley Corp.	16.35	15.77
10	13	United Virginia Bankshares, Inc.	16.33	16.29
11	--	Bancorp Hawaii, Inc.	16.32	15.65
12	--	United Jersey Banks	16.16	15.75
13	5	BayBanks, Inc.	15.99	16.36
14	9	KeyCorp.	15.85	17.18
15	12	First of America Bank Corp.	15.78	17.03
16	23	Society Corp.	15.72	13.99
17	14	Meridian Bancorp., Inc.	15.63	16.16
18	--	Dominion Bankshares Corp.	15.50	15.86
19	16	Huntington Bancshares, Inc.	15.16	15.37
20	--	First American Corp.	15.01	15.28
21	21	Manufacturers National Corp.	14.54	14.24
22	--	Indiana National Corp.	13.95	13.68
23	3	Boatmen's Bancshares, Inc.	13.35	19.01
24	24	Rainier Bancorp.	13.21	13.81
25	29	First Wisconsin Corp.	12.83	10.98
26	27	U.S. Bancorp.	12.78	12.06
27	25	Mercantile Bancorp., Inc.	12.51	13.07
28	26	Riggs National Corp.	12.25	12.98
29	34	Michigan National Corp.	12.09	8.93
30	--	First Maryland Bancorp.	12.03	10.74
31	30	Comerica, Inc.	11.91	10.43
28	--	Commerce Bancshares, Inc.	11.78	12.31
33	--	Continental Bancorp., Inc.	10.87	17.17
34	33	First American Bankshares	10.82	9.20
35	32	Union Bancorp	10.59	9.55
36	35	Centerre Bancorp.	9.18	8.70
37	1	Florida National Banks of Florida	8.54	26.68
38	37	European American Bancorp.	3.00	6.54
39	38	First Security Corp.	1.42	5.35
40	39	First Pennsylvania Corp.	0.36	-1.88
41	2	Allied Bancshares, Inc.	-2.76	19.84
42	36	Texas American Bankshares	-36.10	6.97
		Mean Values for Group	**11.90**	**13.83‡**
		Median Values for Group	**14.24**	**14.37‡**

Rank 1986	Rank 1985	PERCENT GAIN IN EARNINGS/SHARE	1986	1985
1	2	Michigan National Corp.	36.0	45.9
2	33	Boatmen's Bancshares, Inc.	25.4	3.5
3	34	First Tennessee National Corp.	24.0	2.6
4	21	State Street Boston Corp.	23.1	12.7
5	3	Maryland National Corp.	21.4	36.5
6	--	First Maryland Bancorp.	20.2	16.1
7	8	First Wisconsin Corp.	19.9	23.1
8	--	Bancorp Hawaii, Inc.	17.6	14.3
9	9	Signet Banking Corp.	15.7	23.0
10	28	U.S. Bancorp.	15.3	9.2
11	--	United Jersey Banks	14.8	13.2
12	--	First American Corp.	14.3	10.0
13	23	Huntington Bancshares, Inc.	14.2	12.2
14	--	SouthTrust Corp.	14.1	12.4
15	26	Society Corp.	14.0	10.7
16	--	First Kentucky National Corp.	13.2	18.2
17	13	AmSouth Bancorp.	13.0	19.4
18	--	Marshall & Ilsley Corp.	13.0	20.2
19	36	Comerica, Inc.	12.4	-6.9
20	14	KeyCorp.	12.3	18.6
21	6	Manufacturers National Corp.	11.7	28.3
22	--	Indiana National Corp.	11.5	-3.1
23	15	Centerre Bancorp.	10.5	15.7
24	--	Dominion Bankshares Corp.	10.4	14.8
25	17	United Virginia Bankshares, Inc.	10.2	15.0
26	5	BayBanks, Inc.	7.6	29.6
27	10	Meridian Bancorp., Inc.	6.9	21.9
28	--	Old Kent Financial Corp.	6.7	9.1
29	20	First of America Bank Corp.	5.4	13.3
30	32	Rainier Bancorp.	4.6	4.2
31	--	Commerce Bancshares, Inc.	3.6	22.5
32	16	Riggs National Corp.	2.3	15.4
33	24	Mercantile Bancorp., Inc.	2.3	11.5
34	39	European American Bancorp.	1.2	-114.6
35	1	Florida National Banks of Florida	-34.0	111.6
36	--	Continental Bancorp., Inc.	-32.3	18.9
37	37	First Security Corp.	-73.7	-17.9
38	21	Allied Bancshares, Inc.	-114.2	2.1
39	35	First Pennsylvania Corp.	-123.1	0.0
40	38	Texas American Bankshares. Inc.	-537.9	-39.1
--	30	Union Bancorp (a)	N.A.	6.2
--	31	First American Bankshares	N.A.	5.8
		Mean Values for Group	**–11.7**	**12.6‡**
		Median Values for Group	**12.0**	**13.3‡**

Data are from **Cates Consulting Analysts, New York, Quarterly Performance Report** and are compiled by **American Banker**. Bank holding companie's are ranked by their return on average assets; return on average equity; and percentage gain in earnings per share. For definitions and methodology used to compile this listing, see page 18. **(a)**— Data are for Union Bank. **Dashes (--)** in the 1985 rank columns indicate that these companies were not in this peer group panel last year, because their 1985 assets were either greater than $10 billion or less than $5 billion on Dec. 31, 1985. **N.A.**— Not Applicable. **(‡)**— The 1985 mean and median were calculated for the 39 banks comprising the panel that year.

Return on Average Assets of Top Banks: 1986, 1985, 1982

	Last Year		Previous Year		Five Years Ago	
	The BEST	The WORST	The BEST	The WORST	The BEST	The WORST
Money Center Banks	1.19 J.P. Morgan & Co. Inc.	0.35 Continental Illinois Corp.	1.06 J.P. Morgan & Co. Inc.	0.43 First Chicago Corp.	0.81 Republic New York Corp.	0.18 Continental Illinois Corp.
	0.85 Republic New York Corp.	0.54 Mellon Bank Corp.	0.93 Republic New York Corp.	0.47 Continental Illinois Corp.	0.78 J.P. Morgan & Co. Inc.	0.41 First Chicago Corp.
	0.79 Bankers Trust N.Y. Corp.	0.54 Manufacturers Hanover Corp.	0.79 Bankers Trust N.Y. Corp.	0.49 Northern Trust Corp.	0.74 Bank of Boston Corp.	0.43 Irving Bank Corp.
Banks with Assets over $10 Billion	1.37 Fleet Financial Group	–2.45 First City Bancorp. of Texas	1.99 CoreStates Financial Corp.	–0.28 BankAmerica Corp.	1.17 InterFirst Corp.	–0.84 SeaFirst Corp.
	1.36 Banc One Corp.	–1.72 InterFirst Corp.	1.37 Banc One Corp.	0.14 Crocker National Corp.	1.16 Mercantile Texas Corp.	0.30 Crocker National Corp.
	1.30 First Union Corp.	–0.47 BankAmerica Corp.	1.25 Allied Bancshares Inc.	0.25 First City Bancorp. of Texas	1.15 Texas Commerce Bancshares	0.33 BankAmerica Corp.
Banks with Assets of $5 Billion to $10 Billion	1.18 SouthTrust Corp.	–1.87 Texas American Bankshares	1.59 Florida National Bks of Fla	0.29 European American Bancorp	1.64 Allied Bankshares Inc.	–0.36 First Pennsylvania Corp.
	1.17 AmSouth Bankcorp.	–0.18 Allied Bancshares Inc.	1.38 Fleet Finanical Group, Inc.	0.32 First Pennsylvania Corp.	1.38 Banc One Corp.	0.05 Michigan National Corp.
	1.17 Old Kent Financial Corp.	0.10 First Security Corp.	1.18 AmeriTrust Corp.	0.38 First Security Corp.	1.20 Wachovia Corp.	0.34 European American Bancorp.

American Banker

BANK PERFORMANCE

1986 Performance of Top U.S. Banking Companies

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How the Market Looks at Banks

Mkt-Book Rank		MONEY CENTER BANKS	Ratio of Market-to-Book Value		Price Earnings Multiple		Dividend Yield (%)	
1986	1985		1986	1985	1986	1985	1986	1985
1	1	J. P. Morgan & Co., Inc.	169.58	138.71	9.81	8.42	2.71	3.73
2	4	Northern Trust Corp.	158.42	122.62	13.35	14.76	2.12	2.97
3	3	Republic New York Corp.	155.61	132.00	11.63	9.70	2.17	2.83
4	5	Bankers Trust New York Corp.	128.93	106.73	8.32	6.80	3.06	4.04
5	7	Bank of Boston Corp.	118.51	95.02	7.86	7.26	3.45	4.30
6	6	Citicorp	101.43	96.29	7.93	6.85	4.34	4.64
7	9	Irving Bank Corp.	95.23	89.55	7.54	7.23	4.04	4.42
8	10	First Chicago Corp.	86.70	87.98	7.80	10.56	4.13	4.40
9	11	Chemical New York Corp.	84.40	86.73	6.26	6.05	5.49	5.59
10	8	Mellon Bank Corp.	82.44	94.39	8.47	7.99	5.26	4.70
11	12	Chase Manhattan Corp.	73.90	73.70	5.90	5.68	5.24	5.66
12	2	Continental Illinois Corp.	73.88	137.71	18.77	22.67	0.36	0.00
13	13	Manufacturers Hanover Corp.	62.90	63.50	5.31	5.31	6.95	7.28
		Mean Values for Group	**107.07**	**92.72**	**9.15**	**9.18**	**3.79**	**4.20**
		Median Values for Group	**95.23**	**95.02**	**7.86**	**7.26**	**4.04**	**4.40**

Mkt-Book Rank		BANKS WITH ASSETS OVER $10 BILLION	Ratio of Market-to-Book Value		Price Earnings Multiple		Dividend Yield (%)	
1986	1985		1986	1985	1986	1985	1986	1985
1	--	Fleet Financial Group, Inc.	185.58	149.66	10.08	8.51	2.77	3.62
2	1	Banc One Corp.	182.57	215.42	11.03	13.00	3.25	2.76
3	2	First Wachovia Corp.	182.40	189.63	11.14	10.47	2.65	2.72
4	3	Barnett Banks of Florida, Inc.	173.05	176.99	11.04	10.90	2.42	2.40
5	4	First Union Corp., Inc.	171.00	175.61	9.15	10.53	2.61	2.73
6	--	Sovran Financial Corp.	170.73	153.29	10.02	9.39	3.78	3.89
7	6	PNC Financial Corp.	162.42	164.70	9.01	9.76	3.54	3.48
8	5	SunTrust Banks, Inc.	161.05	167.99	11.56	10.78	2.98	1.67
9	7	Citizens & Southern Corp.	159.07	161.30	9.84	9.51	3.52	3.89
10	18	Wells Fargo & Co.	153.70	105.67	11.03	7.88	2.81	4.16
11	--	Hartford National Corp.	152.23	152.62	9.53	9.13	4.34	4.54
12	11	Midlantic Corp.	149.58	140.19	10.43	8.79	3.04	2.93
13	10	CoreStates Financial Corp.	148.51	140.25	9.63	5.45	3.69	3.76
14	--	Norstar Bancorp., Inc.	146.46	155.49	10.02	10.98	4.56	4.38
15	9	NCNB Corp.	144.64	154.09	9.39	9.54	3.28	3.46
16	8	Bank of New England Corp.	142.54	160.37	9.09	9.89	3.41	3.25
17	--	Fidelcor, Inc.	141.88	121.17	9.40	8.10	3.72	3.88
18	12	National City Corp.	139.49	135.56	8.43	8.57	4.14	3.85
19	16	First Bank System, Inc.	129.39	112.14	8.63	8.10	3.08	3.48
20	13	Southeast Banking Corp.	127.02	124.48	9.28	10.59	3.16	3.33
21	14	Bank of New York Co., Inc.	124.45	122.54	7.95	8.16	3.92	4.37
22	15	First Fidelity Bancorp.	123.55	117.77	8.71	8.58	4.52	5.07
23	20	Security Pacific Corp.	122.20	102.88	8.36	7.07	3.57	4.26
24	--	Shawmut Corp.	120.68	113.55	9.37	8.22	3.98	4.33
25	--	Valley National Corp.	113.06	127.93	8.05	8.83	3.38	3.25
26	19	NBD Bancorp., Inc.	110.29	104.39	8.33	8.51	3.50	3.30
27	22	Norwest Corp.	104.76	82.62	11.06	9.49	4.47	5.92
28	--	AmeriTrust Corp.	97.96	100.62	9.08	9.04	4.42	4.12
29	21	First Interstate Bancorp.	96.13	97.47	7.84	7.84	4.72	4.66
30	24	Marine Midland Banks, Inc.	81.84	73.59	7.08	6.93	4.01	4.29
31	26	Texas Commerce Bcsh, Inc.	80.51	65.77	45.90	14.59	5.57	6.60
32	28	BankAmerica Corp.	65.75	50.60	N.A.	N.A.	0.00	6.33
33	25	RepublicBank Corp.	50.07	73.36	12.20	6.25	8.15	5.56
34	23	MCorp	42.16	76.51	N.A.	6.62	0.00	7.00
35	27	InterFirst Corp.	35.86	53.30	N.A.	10.31	0.00	6.40
36	29	First City Bancorp of Texas, Inc.	24.17	46.77	N.A.	15.33	0.00	5.22
		Mean Values for Group	**125.47**	**120.80‡**	**10.68**	**9.27‡**	**3.36**	**4.19‡**
		Median Values for Group	**134.44**	**117.77‡**	**9.40**	**8.68‡**	**3.51**	**3.89‡**

Mkt-Book Rank		BANKS WITH ASSETS OF $5 BILLION TO $10 BILLION	Ratio of Market-to-Book Value		Price Earnings Multiple		Dividend Yield (%)	
1986	1985		1986	1985	1986	1985	1986	1985
1	1	State Street Boston Corp.	263.63	236.02	14.97	13.98	1.22	1.32
2	20	Society Corp.	248.15	128.50	17.57	9.32	1.59	3.29
3	--	Continental Bancorp., Inc.	204.60	159.56	19.21	9.76	3.37	4.50
4	--	First Kentucky National Corp.	182.53	176.58	11.04	10.66	3.29	3.43
5	--	United Jersey Banks	168.46	159.02	11.52	10.74	3.44	3.31
6	4	AmSouth Bancorp.	168.09	161.97	10.58	10.38	3.50	5.43
7	--	Bancorp Hawaii, Inc.	161.76	133.21	10.50	8.99	2.78	3.51
8	3	Signet Banking Corp.	161.29	175.10	9.67	10.33	3.63	3.56
9	--	SouthTrust Corp.	158.47	173.42	10.01	10.49	3.00	2.87
10	--	Marshall & Ilsley Corp.	153.27	146.54	10.08	9.92	2.69	2.83
11	11	United Virginia Bankshares, Inc.	153.20	145.57	9.93	9.42	3.17	3.35
12	12	Maryland National Corp.	142.31	145.25	8.57	9.22	3.04	2.64
13	13	Huntington Bancshares, Inc.	141.02	144.47	9.72	9.87	3.26	3.20
14	--	Dominion Bankshares Corp.	140.72	149.46	9.77	10.05	3.46	3.52
15	--	First Maryland Bancorp.	140.44	138.82	11.90	13.00	2.76	3.03
16	--	Old Kent Financial Corp.	140.06	150.55	8.81	8.97	3.35	3.21
17	19	First Tennessee National Corp.	139.90	132.57	9.02	9.50	3.67	4.17
18	18	BayBanks, Inc.	138.69	132.78	9.57	8.60	3.36	3.66
19	16	Rainier Bancorp.	135.01	137.28	10.63	10.39	2.98	2.95
20	--	First American Corp.	134.20	155.08	9.63	10.71	3.68	3.48
21	--	Indiana National Corp.	133.32	127.20	10.10	9.53	3.12	3.13
22	17	Meridian Bancorp., Inc.	132.98	136.08	9.07	8.92	4.13	4.31
23	5	KeyCorp.	129.40	157.13	8.58	10.01	3.98	3.83
24	14	First of America Bank Corp.	128.72	141.03	8.46	8.62	3.46	3.13
25	15	Florida National Banks of Florida	128.13	138.38	16.15	5.86	2.05	1.92
26	29	First Wisconsin Corp.	126.00	111.53	10.23	9.95	3.25	3.10
27	22	Boatmen's Bancshares, Inc.	123.64	123.80	9.63	8.67	4.42	4.33
28	24	First Pennsylvania Corp.	122.29	119.91	312.67	N.A.	0.00	0.00
29	28	Michigan National Corp.	120.36	112.39	10.31	12.41	3.11	2.44
30	9	Riggs National Corp.	119.50	152.03	10.75	12.16	3.86	3.17
31	27	U.S. Bancorp.	119.27	112.47	9.77	9.72	2.96	3.09
32	32	Comerica, Inc.	110.97	87.61	9.61	8.65	4.20	5.68
33	--	Commerce Bancshares, Inc.	109.51	102.23	9.73	8.68	2.93	3.31
34	30	Mercantile Bancorp., Inc.	105.65	103.93	8.75	8.18	4.48	4.48
35	33	Centerre Bancorp.	90.29	85.60	10.06	10.06	4.59	5.07
36	34	First Security Corp.	86.15	79.11	60.37	14.90	4.44	4.73
37	25	Manufacturers National Corp.	84.56	117.28	6.29	8.69	4.35	3.02
38	--	Allied Bancshares, Inc.	82.88	111.36	N.A.	6.02	3.27	4.73
39	35	Texas American Bankshares, Inc.	59.73	89.97	N.A.	10.00	2.86	6.33
		Mean Values for Group	**138.18**	**132.50†**	**20.09**	**9.74†**	**3.25**	**3.62†**
		Median Values for Group	**134.20**	**132.78†**	**9.77**	**9.41†**	**3.29**	**3.62†**

Data are from **Cates Consulting Analysts, New York, Quarterly Performance Report** and are compiled by **American Banker**. Bank holding companies are ranked by the ratio of the market value of the firm's stock to its book value. For definitions and methodology used to compile this listing, see page 18. **Dashes (--)** in the 1985 rank columns indicate that these companies were not in this peer group panel last year. **(‡)**— The 1985 mean and median were calculated for the 30 banks comprising the panel that year. **(†)**— The 1985 mean and median were calculated for the 39 banks comprising the panel that year.

Market-to-Book Ratios of Top Banks: 1986, 1985, 1982

	Last Year				Previous Year				Five Years Ago			
	The BEST		The WORST		The BEST		The WORST		The BEST		The WORST	
Money Center Banks	**169.58**	J.P. Morgan & Co. Inc.	**62.90**	Manufacturers Hanover Corp.	**138.71**	J.P. Morgan & Co. Inc.	**63.50**	Manufacturers Hanover Corp.	**135.16**	Republic New York Corp.	**50.53**	Continental Illinois Corp.
	158.42	Northern Trust Co.	**73.88**	Continental Illinois Corp.	**137.71**	Continental Illinois Corp.	**73.70**	Chase Manhattan Corp.	**94.80**	J.P. Morgan & Co. Inc.	**54.14**	Harris Bankcorp., Inc.
	155.61	Republic New York Corp.	**73.90**	Chase Manhattan Corp.	**132.00**	Republic New York Corp.	**86.73**	Chemical New York Corp.	**90.83**	Citicorp.	**55.65**	Irving Bank Corp.
Banks with Assets over $10 Billion	**185.58**	Fleet Financial Group	**24.17**	First City Bancorp. of Texas	**215.42**	Banc One Corp.	**46.77**	First City Bancorp. of Texas	**137.26**	Texas Commerce Bcshs.	**48.08**	Crocker National Corp.
	182.57	Banc One Corp.	**35.86**	InterFirst Corp.	**189.63**	First Wachovia Corp.	**50.60**	BankAmerica Corp.	**123.00**	Mercantile Texas Corp.	**48.90**	Marine Midland Banks Inc.
	182.40	First Wachovia Corp.	**42.16**	MCorp	**176.99**	Barnett Banks of Florida	**53.30**	InterFirst Corp.	**114.34**	PNC Financial Corp.	**51.38**	NBD Bancorp Inc.
Banks with Assets of $5 Billion to $10 Billion	**263.63**	State Street Boston Corp.	**59.73**	Texas American Bankshares	**236.02**	State Street Boston Corp.	**68.97**	Texas American Bankshares	**200.65**	Allied Bankshares Inc.	**42.34**	First Pennsylvania Corp.
	248.15	Society Corp.	**82.88**	Allied Bancshares Inc.	**176.51**	Third National Corp.	**79.11**	First Security Corp.	**180.84**	Banc One Corp.	**42.93**	Banc Ohio Corp.
	204.60	Continental Bancorp Inc.	**84.56**	Manufacturers National Corp.	**175.10**	Bank of Virginia Co.	**85.60**	Centerre Bancorp	**121.96**	Barnett Banks of Florida	**47.98**	Michigan National Corp.

Bank Collects Racehorses in Lieu of Owner's Debt

Special to the American Banker

LOUISVILLE, Ky. — A Louisville bank, almost by accident, has gotten into the horse-racing business in a big way.

The Citizens Fidelity Bank & Trust Co. has been given possession of 11 thoroughbred horses formerly owned by a bankrupt Lexington, Ky., businessman. The horses, awarded to Citizens Fidelity on June 2 by Federal Judge Joe Lee, are part of a settlement for $14.4 million in loans owed by Tom Gentry, an internationally known horse breeder.

The best-known of the horses is War, a 3-year-old that finished 13th in the Kentucky Derby in May. The horse raced again on June 13 in the Ohio Derby in Cleveland and finished sixth.

A bank public relations official said that Citizens Fidelity is making arrangements to secure a new trainer for War, stabled at Arlington Park, Ill., near Chicago.

Mr. Gentry, while fighting to keep assets in the wake of a divorce settlement last year, filed for Chapter 11 reorganization under the Federal Bankruptcy Code to seek protection from his creditors after Citizens Fidelity and other banks called in loans.

Mr. Gentry had been under a court order to sell the horses, but he preferred to allow them to be given to the bank instead because he believed that he could not get fair market value for them at auction under the circumstances. ■

Morgan . . .

➸ Continued from Page 19

a bank has a formula for taking one dollar from its shareholders and turning it into two dollars.

Conversely, when a bank's ROE falls below the level required by the marketplace, the value of its stock generally will be less than its book value. The ratio falls below 100%, destroying shareholder wealth. A ratio of 50%, for example, means that a firm is taking $1 from its shareholders and converting it into half a dollar.

The long-term Aa-rated corporate bond rate is used as the measure of inflationary expectations. Last year, that rate fell 160 basis points, from 10.46% to 8.86%. Other things being equal, a decline in interest rates is sufficient to cause the market-to-book ratio to rise, because a decline in rates lowers the required ROE.

The money center banks' median market-to-book ratio was 95.23 in 1986, up from 95.02 in 1985 and 65.39 in 1982.

The large regional banks' median market-to-book ratio rose to 134.44 last year, from 117.77 in 1985 and 72.37 in 1982. The median market-to-book ratio of the small regional firms rose to 134.20 last year, from 132.78 in 1985 and 72.29 in 1982. ■

Uccel Plans 1988 Conference

DALLAS — Uccel Corp., vendor of systems software and bank applications software, plans to hold its 1988 financial systems conference for users next April 10 to 13 at the Hyatt Regency Embarcadero, San Francisco. ■

Toll Free 800-221-1910 CLASSIFIED AND LEGAL ADVERTISING Toll Free 800-221-1910

Partnership Notice

ARMONK ASSOCIATES, 600 Madison Ave., NYC. Substance of Certificate of Limited Partnership filed in NY Co Clks Office May 14, 1987. General Partner: Armdell Realty Corp., 600 Madison Ave., NYC. Limited Partners & Contributions: Howard Kaskel, as Custodian for Allison Kaskel, 33 Haviland Rd., Harrison, NY; Howard Kaskel, as Custodian for Lauren Kaskel, 33 Haviland Rd., Harrison, NY; Kenneth Blum, 105 Oakmont Rd., Highland Park, IL; Nancy Blum, 1 Cooper Rd., Scarsdale, NY; Bruce Blum, 370 E 76 St., NYC; Andrew Kaskel, 370 E 76 St., NYC; David Kaskel, 33 Haviland Rd., Harrison, NY; Richard Kaskel, 370 E 76 St., NYC; William Kaskel, 9335 N.W. 48 Doral Terr., Miami, FL; Cathy Heller, 370 E 76 St., NYC; Gary Schragis, 370 E 76 St., NYC; Steven Schragis, 30 Lincoln Plz., NYC, $100. each. Term: Until Dec. 31, 2037 unless extended or sooner terminated. Contributions returned only upon dissolution or termination. LPs to share 99% of profits. No LP may substitute an assignee w/out written consent of GP. Upon the bankruptcy, liquidation or dissolution of the GP, the LPs may elect to continue the business. No LP may demand or receive property other than cash in return for his contribution.

Continued Use Partnership

CERTIFICATE OF CONTINUING BUSINESS UNDER PARTNERSHIP NAME AFTER WITHDRAWAL OF PARTNER PATRICK J. DAMANTI, residing at 14 Duffy's Lane, Darien, Connecticut and ROBERT P. CARLSON, residing at 3 Vassar Place, Scarsdale, New York 10583, hereby certify that they will, from the date of this certificate continue the professional business of a law office heretofore carried on at One Penn Plaza, New York, New York 10119, by Charles H. Ahearn, Patrick J. Damanti and Robert P. Carlson, under the name of Ahearn, Damanti and Carlson and that such business will be continued at One Penn Plaza, New York, New York and 211 Station Road, Mineola, New York 11501 and we further certify that said business of Ahearn, Damanti & Carlson has been conducted in this state more than two (2) years and that said partner, Charles H. Ahearn, withdrew from said business on the 31st day of March, 1987, and assigned his interest therein to the above names Patrick J. Damanti and Robert P. Carlson, together with the right to continue such business in said name of Ahearn, Damanti and Carlson. The foregoing Certificate was duly signed and acknowledged by all of the Partners and is on file at the New York County Clerk's office.

Auction Notices

George Delnevo auctr sells R/T/I, 7/10/87 12 Noon at 1655 E 233rd St Bx, NY '83 Chev 1G1AD35P2D7126186 Re: Images, '83 Toy JT2AL32GXD0030029 Re: Echols, '78 Chev 1L69U8S273143 Re: Allstate, '77 Chev 1L69U7J146455 Re: Melendez, '80 Pont 2Z375AT169177 Re: Young, '81 Ford 2FABP31DXBB136103 Re: Bowman, '85 Toy JTSMA67L7F0159682 Re: Davis, '83 Ford 1FABP3938DG147611 Re: Aetna, '86 Mazda JM1FC331XG0105887 P[illegible]conomy, '86 Toy JT4RN63R3G0002[illegible]7 Re: Economy, '76 Chev 1H57V6B410727 Re: Stock. Published 6/17 & 6/24/87.

LIEN SALE: July 1, 1987 In Brooklyn, N.Y. At 2052 Bergen St. At 4 P.M. A 1981 Ford #1FABP21BA149617 Re: ASCOR. B.ZURROW Auctioneer.

Auction Notices

NY Lien & Recovery Corp, R.A. Felder Lic Auctr #793917 will sell to satisfy lien at 10am: '81 Toyota JT2AE72LXD2019986 at 67 E. 3rd St, Mt Vernon on 6/23/87 Re-F.McKnight & MARINE MIDLAND; '79 Buick 4J47A9H183114 at 188-03 Merrick Blvd, Springfield Grdns on 6/23/87 Re-M. Roundtree & Central Nat'l Bank; '81 Datsun JN1HZ0459BX275481 at 206-20 Jamaica Ave, One Vill on 6/23/87 Re-J. Doe & G. Atkins, '74 Datsun RLS30020008 at 441 E 164th St, Bronx on 6/16/87 Re-J. Doe & D. Chamello, '79 Cadi 6B69T8Q109153 at 627 W 129th, NYC on 6/24/87 Re-T.Burney & Manufacturers Hanover Trust; '81 Fiat 00178637 at 2260 McDonald Ave, Bklyn on 6/23/87 Re-L.Castagna & N. Depalo, Citizen Nat'l Bank; '79 Toyota MA46003251 at 3241 Junction Blvd Jackson Hts on 6/22/87 Re-A.Ramirez, '76 Cadi 6S69R60463693 at 330 E 109th St, NYC on 6/23/87 Re-P.Rhodes & Central Fidelity Bank; '81 Datsun JN1HZ06S3BX408118 at 44 School St, Yonkers on 6/25/87 Re-J.Malcolm & Gulf Credit Union; '83 Porsche WP0EA0919DS170608 at 172-30 Bailsey Blvd, Jamaica on 6/23/87 Re-J.Doe & A. Montano; '80 Pont2Z687AT163494 163-10 Pidgeon Meadow Lane, Flushing on 6/23/87 Re-Han,Yang,Guk; '76 Chrys CS23T6C126398 at 158-01 Rockaway Blvd, Jamaica on 6/25/87 Re-M. Sinclair & Norwest Financial '76 Ford 6B76S22888 at 1000 Brooke Ave, Bronx on 6/22/87 Re-J. Taveras; '81 Chevy 1G1AL69K8BJ189070 at 1000 Brooke Ave, Bronx on 6/22/87 Re-S.Breytman & Venture Opptys; '84 Mazda JM1FB331XE0836366 at 1024 Pacific St, Bklyn on 6/25/87 Re-E.Dupissette & Citibank.

WAREHOUSEMAN'S LIEN SALE IN ACCORDANCE WITH THE PROVISIONS OF LAW there being due and unpaid charges for which the undersigned A & P Super Movers & Storage Inc. entitled to a lien as a warehousemen on the goods hereinafter described due notice having been given to all parties known to claim an interest therein and the time spacified in such notice for payment of such charges having expired there will be sold at public auction at 24-44 47 St. Astoria, N.Y. 11103 on Wednesday, Jul., 8. 1987 at 12 Noon. Household goods & other personal prperty. If for any reason this sale should not be concluded on the said mentioned date, this sale will be continued at the same place and time on each succeeding Wednesday and continue until all goods are sold. The following property to wit Household goods or personal effects. All property for the account of Sophia Zelenka c/o Atty. Irving Markowitz. All Goods now being stored in its warehouse at 24-44 47 St., Astoria, N.Y. Inspection on day of sale before sale. Terms cash or certified check. Lienor reserves the right to bid. Neil Heaney, Auctioneer As Agent.

RAYMOND BRACHFELD, Auctioneer Will Sell Under The N.Y. State Self Storage Lien Law On June 19, 1987 At 10:30 A.M. And On Such Succeeding Days As May Be Necessary, For Citiwide Self Storage At: 45-55 Pearson St., L.I.C., N.Y., Personal Property Belonging To: Dolores Greene #8R24, Alexander Oliver #8R14, Chang Hahn #8C16, Declan McNeela/Tom Roberts #7R10, F.A.F. Associates #6R44, Sneed Insurance #5W04, Matthew Resnick #5T59, Carmelle Victor #5T52, Dudley Maddern #4J43, Anthony Slesinski #4L18, Jack Bonomo #4L13, Annick Cooper #4H08, Robert Yard #2S39, Dale Glasser #2P23, David Kaler #2N35.

B. SPERBER DCA LIC# 794803 &/Or S. SPERBER DCA LIC# 769437 Sell, June 24, 1987 10:30 A.M. 3551 Webster Ave Bronx 1983 Renault 4 Dr Sdn 1AMDC9536DK263355 Re: H. Adolphus: 11:00 A.M. 5825 Broadway Bronx 1966 Ford 2 Dr Sdn 6T07T279456 Re: A. Simon: 11:30 A.M. 651 Edgecombe Ave NYC 1981 Cadillac 4 Dr Sdn 1G6AD694XB9186424 Re: R. Cabrera, 1983 Oldsmobile 4 Dr Sdn 1G3AW69Y2DM757690 Re: H. Kline: 11:45 A.M. 453 W. 167th ST NYC 1977 Cadillac 4 Dr Sdn 6D69S7E625618 Re: R. Imbert, 1980 Jeep 2 Dr Subn JOM83AC701814 Re: D. Mateo: 12:00 P.M. 460 W. 167th St NYC 1978 Renault 2 Dr Sdn 12283014610 Re: J. Hiraldo: 12:15 P.M. 2157 Amsterdam Ave NYC 1980 Cadillac 2 Dr Sdn 6L579AE600583 Re: F. Newton: 12:45 P.M. 673-89 St. Nicholas Ave NYC 1983 Cadillac 4 Dr Sdn 1G6AG69P7DJ417959 Re: R. Turner, 1981 Chevrolet 2 Dr Van 2GCDG15D2B4137459 Re: M. Sookoo, 1982 Plymouth 4 Dr Sdn 1P3BM18A1CD160272 Re: G. Duke: 1:15 P.M. 499 E. 163rd St Bronx 1978 Datsun 2 Dr Sdn HLB210290260 Re: M. Rios: 1:30 P.M. 255 Jackson Ave Bronx 1981 Pontiac 2 Dr Sdn 2G2AP37N0B2551229 Re: K. Eleby: 2:00 P.M. 1824 Park Ave NYC 1980 Plymouth 4 Dr Sdn ML44AAD183049 Re: M. Shardow: 2:30 P.M. 511 E. 116th St NYC 1985 Dodge 4 Dr Sdn 1B3BE46G3FC231960 Re: W. Rorer, Inc., 1985 Oldsmobile 2 Dr Sdn 1G3AM27E3FG306079 Re: M. Soliman: 3:00 P.M. 12-14 E. 107th St NYC 1978 Triumph 2 Dr Convt FM79042U Re: W. Hill: 3:30 P.M. 103 W. 108th St NYC 1976 Chevrolet 2 Dr Sdn 1H57V6B486860 Re: D. Stewart: I. Belenson & Co., Inc.

B. KOMITO DCA LIC# 768450 &/OR M. SKOLNICK DCA LIC#793108 &/OR S. SPERBER DCA LIC# 769437 Sell, June 24, 1987 10:15 A.M. 1417 65th St Bklyn 1979 Pontiac 2 Dr Sdn 2J37Y9P615205 Re: J. Joseph: 10:45 A.M. 250 24th St Bklyn 1979 Oldsmobile 4 Dr Sdn 3X69R9M214255 Re: P. Delano: 11:15 A.M. 75 Henry St Blyn 1984 GMC Van 2GTEG25D4E4524948 Re: L.P. Costagliola: 12:00 P.M. 374 Central Ave Bklyn 1981 Chevrolet 2 Dr Sdn 1G1AZ37K6BR475646 Re: I. Dominguez: 12:45 P.M. 152-06 Northern Blvd Queens 1977 Buick 2 Dr Sdn 4P37H7H540551 Re: A. Peralta, 1978 Chevrolet 2 Dr Sdn 1B08E8Y309674 Re: S. Golden: 1:30 P.M. 218-30 Hillside Ave Queens 1980 Pontiac 2 Dr Sdn 2J37SA2527684 Re: L. Dewer: 2:15 P.M. 106-17 Sutphin Blvd Queens 1969 Dodge P/U Truck 2161883019 Re: A. Abdullah: 2:45 P.M. 810 Glenmore Ave Bklyn 1977 Oldsmobile 4 Dr Sdn 3L69K7M328955 Re: H. Canty: 3:15 P.M. 84 Alabama Ave Bklyn 1940 Plymouth 2 Dr Sdn 11449790 Re: W. Gallagher Jr., 1976 Lincoln 4 Dr Sdn 6Y82A848281 Re: T. Gray: 3:45 P.M. 90 New Lots Ave Bklyn 1975 Buick 4 Dr Sdn 4B69C5K139313 Re: T. Nicholson: 4:15 P.M. 785 E. 92nd St Bklyn 1976 Ford Van E14HHA68861 Re: A.C. Alston: I. BELENSON & CO., INC.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, June 24, 1987 10:00 A.M. 17 E. 12th St NYC 1985 Chevrolet Subn 1G1AW35R2EG156026 Re: J.H. Bonnard: 10:30 A.M. 471 W. 42nd St NYC 1986 Toyota 2 Dr Sdn JT2AL31G2G0381412 Re: S. Willey: 10:45 A.M. 249-253 W. 43rd St NYC 1985 Toyota 4 Dr Sdn JT2SV12H9F0320020 Re: Anna Brooke Corp.: I. Belenson & Co., Inc.

Executive Help Wanted

EXECUTIVE VICE PRESIDENT

Locked in or about to be merged out of your present position? Dynamic 200 M independent bank in northern New Jersey seeks outgoing self-starter to assume Presidency within 3 years. Must have at least 10 years of management experience and be willing to relocate. Excellent compensation package. Reply to BOX #830, c/o American Banker, 1 State Street Plaza, New York, New York 10004.

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INTERNAL AUDITOR/MANAGER

Progressive financial institution located on the MD/DE Shore with 360MM assets is seeking a professional Internal Auditor. Candidates must possess at least 4 to 6 years experience, preferably in a financial institution. Public Accounting experience desirable. Previous Supervisory experience and familiarity with EDP is a plus. This position is a part of the Senior Management team and reports to the President. College degree in accounting/business required. Please send resume and current salary in confidence to:

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EOE

Situations Wanted

Career Commercial Lender, trained by Money Center Bank and presently located in southeast Florida, desires position as Branch/Regional Loan Administrator or Commercial Loan Department Manager in mid-size bank or in the Retail Lending Division of a large bank. Very strong in Loan Administration and Management. Willing to relocate. BOX #834 c/o American Banker, 1 State Street Plaza, New York, New York 10004.

Real Estate

RETIRE IN SOUTH-CAROLINA FOOT HILLS

Serene living on beautiful Lake Keowee near Blue Ridge Mountains. Call Retired Banker Dwight Humes, Gallery of Homes, Seneca, SC 29678 or call: (803)-882-4200.

Foundation Notice

NOTICE

The annual report of the **FRIENDSHIP FOUNDATION** for the calendar year ended December 31, 1986 is available at its principal office located at c/o Pharr Yarn Sales Inc., 108 West 39th Street, New York, NY 10018, (212) 921-1400 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Werner R. Leimgruber.

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BANKS FOR SALE

A multi-bank holding company in northwestern Iowa is interested in selling three bank subsidiaries. The assets of the banks range from approximately $16 Million to $22 Million. Interested persons will be required to sign a confidentiality agreement and submit a letter of representation regarding their financial resources among other matters. No brokers fee will be paid by seller. Persons may indicate their interest by mail to: P.O Box 1600 B, 699 Walnut St., Des Moines, Iowa 50309.

Auction Notices

John Gill auctr sells 6/18/87 at 9 AM at 1066 Rockaway Ave. Bklyn, '80 Ford #E34EBGD0936 Re: F. & S. Vehicle, Ford Motor Credit Co. & J. Douglas; at 10 AM at 5813 Church Ave. Bklyn, '79 Mercury #9W34L657003 Re: R. Hennesy. Published 6/10 and 6/17.

Grossman's Garage Lawrence Kirsh Auctr lic #823333 will sell on 7/12/87 at 1 P.M. at 425 E. 61st Street, 1973 VW #313209121 belonging to; Marie Ford, at Rte 7 Hopewelle Junction, N.J. Published 6/17 and 6/24.

DEFAULT IN A Security Agreement Made By Kiev Deli, Inc. To 136 Will Deli Corp. Sale June 18, 1987 At 4 P.M. At 136 William St., N.Y, N.Y. R/T/I In & To Chattels & Fixtures As Per Schedule. Subject To Prior Liens & S/A. Secured Party Reserves The Right To Bid. LEO FRANK INC., Auctr. As Agent.

John Gill auctr sells June 25, 1987 at 9 AM at 76-19 Qns. Blvd., '82 Buick #1G4AH19E8CD411978 Re: E. Richardson; at 10 AM at 711 61st St. Bklyn, '84 Buick #1G4A257Y3EE41542 Re: D. Rosati. Published 6/17 and 6/24.

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LENDERS TO BUSINESS
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American Banker
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VOL. CLII NO. 122 Wednesday, June 24, 1987 ʼ2nd Year

TODAY

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Quote

You've got six big bullies behind this rival network. That's a fairly formidable array of banking power.

William T. Sandalls Jr., a vice chairman at BayBanks, on the competing Yankee 24 ATM network [Page 1]

Unquote

FROM THE REGIONS

NEW ENGLAND

Massachusetts Banks Gear Up Efforts To Grab Bigger Piece of Retail Market

By MICHAEL WEINSTEIN

New England Bureau

BOSTON — A battle is brewing over the retail banking market in Massachusetts.

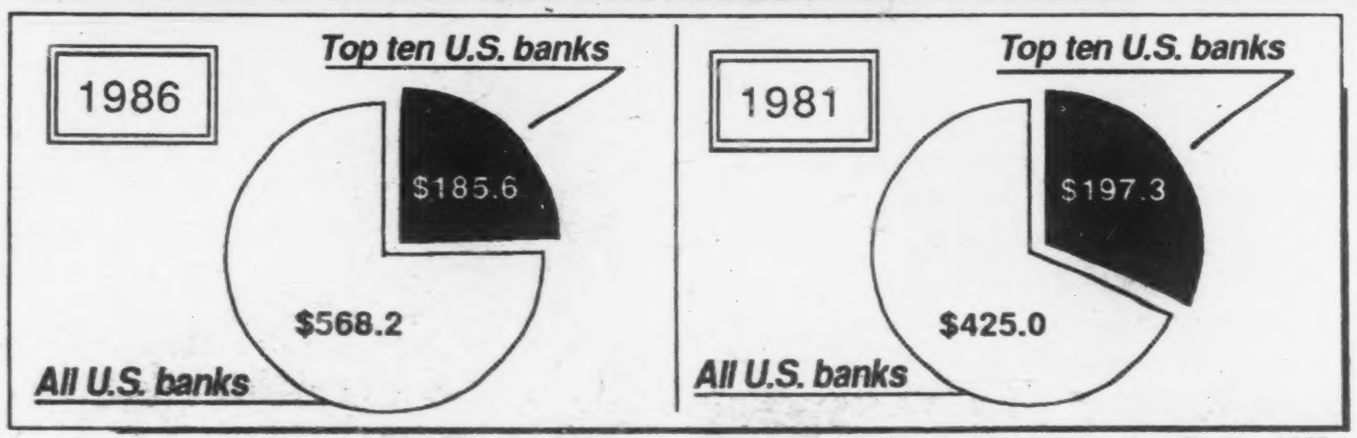
The acknowledged market leader, BayBanks Inc., Boston, has used technology and savvy marketing to become the most popular bank among young professionals in and around Boston.

But the state's leading banks have teamed up to form a huge automated teller machine network that will rival the proprietary system developed by BayBanks.

And one of those banks, Bank of New England Corp., Boston, the state's second biggest banking company, is also lurking in the wings with a stepped up retail banking effort, which it began after merging with Connecticut Bank and Trust Co. in 1985.

From the Regions: Page 30 ➞

Business Loans Held By The Top Ten U.S. Banks
Yearend comparison: 1986 and 1981, in billions of dollars



Source: American Banker, 1987

Lenders Continue Shift to US Firms

By KENNETH J. HICKS

NEW YORK — The banking industry is continuing to refocus its business lending to domestic firms, particularly to middle-market companies, according to an *American Banker* survey.

Domestic business lending at the top 10 banks was up 10% last year and rose 11% at the top 100 institutions, according to the *American Banker's* seventh annual survey of the top 300 commercial bank lenders to business.

But when loans to international firms are included, total commercial and industrial lending was down almost 3% at the top 10 banks last year and up 3% for the top 100.

Survey findings also show that Citibank maintained its No. 1 ranking as the top lender to domestic and international business, with $35.6 billion in loans, down 1%

Lenders: Page 12 ➞

Action Urged To Reduce Clearing Risk

Global Trading Increases Exposure: Morgan Chief

By JOHN J. DUFFY

HAMBURG, West Germany — Settlement and clearing risks in international securities trading have risen dramatically over the past decade, and steps must be taken to manage these risks more effectively, Dennis Weatherstone, president of Morgan Guaranty Trust Co., said Tuesday.

Speaking to a group of senior bankers here at the International Monetary Conference, Mr. Weatherstone said the explosion of international securities trading and the intricate linking of transactions across borders have created a new series of risks that current settlement and clearing systems are not equipped to handle.

"We now have a huge, complex interlocking system of national and global markets, operating 24 hours a day, with settlement procedures for both cash and securities varying widely among markets, and provisions for managing risks — and containing problems in the system if they do occur — still in their infancy," he said.

Steps that can be taken to reduce the risks posed by global trading, Mr. Weatherstone said, include:

- More active management of cashflow positions to reduce intraday overdrafts on the Federal Reserve's Fedwire system and on the Clearing House Interbank Payments System (Chips). This could mean making Chips payments final, as on Fedwire, or instituting a system of special charges on banks that run large intraday overdrafts.
- A system of regional clearing mechanisms that could settle dollar transactions in Europe and in the Far

Clearing: Page 6 ➞

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Lenders Continue Shift to Domestic Companies

Continued from Page 1

from the previous year. (The survey tables begin on page 13.)

The nation's largest bank also pushed into the No. 2 position in domestic business loans, reporting $12.2 billion, an increase of 14% from $10.7 billion in 1985, when it ranked third.

Chase Manhattan Bank passed Bank of America as holder of second place by virtue of a slower rate of decrease. Chase had $25.1 billion in commercial and industrial lending in 1986, down 9.7%. Bank of America, which slid down to third, reported $24 billion, off 17.5%.

Manufacturers Hanover Trust Co. was No. 4 with $21.8 billion, a slight increase of 1.6%. Manufacturers was the top bank in domestic lending with $13 billion, up 6% from a year earlier.

Larry Cohn, vice president and banking analyst with Merrill Lynch Capital Markets, said one of the reasons for the change in emphasis from international lending is that "international business lending has not been attractive, either politically or economically. Politically, you don't want to lend to the Third World."

Considerably narrower spreads in Europe he made further international lending less profitable.

Mr. Cohn also said the spreads for "jumbo corporate lending" have become less profitable for commercial banks. The resurgence in middle-market lending, has further been fueled by alternative financing available to the larger national customers. In 1986, corporations issued about $318 billion in the money markets, compared with $171 billion in 1985.

On the other hand, middle-market corporate clients, which do not have the same access to the credit markets, have had strong demand for loans over the past two years.

"The regionals have had good loan demand in the retail, real estate, and middle-market sectors," said Frank Barkocy, a vice president of Merrill Lynch Capital Markets. "Along with the leveraged buyouts from some of their larger customers, the regional banks are still experiencing loan demand."

That could help explain the higher loan growth experienced by banks ranked after the top 10 and in the second 100.

Another reason for the downturn in total C&I lending among the top 10 banks is securitization of loans. Many large banks have been selling participations in business loans to foreign banks' U.S. branches and agencies and commercial bank subsidiaries, to other domestically owned banks ranked among the top 300, and to thrift institutions. These sales have reduced the amount of loans remaining on their books.

"There is no doubt that securitization has moved loans off the banks' books," said Mr. Cohn.

Securitization by banks involves the pooling of loans into a securities instrument that is sold to investors. Until recently, residential mortgage loans were the primary source for securitized loan issues.

Data Sources, Methods Used in the Survey

The *American Banker*'s survey of the top 300 commercial banks in domestic and foreign commercial and industrial lending is based on the federal regulatory reports of condition and income, or call reports, for Dec. 31, 1986, and Dec. 31, 1985; they were provided by ADP Data Services Division, New York.

The call report data include outstanding business loans to U.S. and foreign businesses and are consolidated to include loans booked in banks' domestic and foreign offices. Lease financing receivables are excluded.

This year, the *American Banker* also shows the domestic portion of commercial and industrial lending of the top 100 commercial banks. Ranked by total commercial and industrial loans, the table compares 1986 domestic lending with totals for 1985.

The table also shows: the percentage of domestic to total business loans, bad or nonperforming business loans and as a percentage of total domestic commercial and industrial loans, and gross interest income. Data are presented for 1985 and 1986.

Other loan assets held by banks — car loans, credit card receivables, lease receivables, and commercial real estate loans — have become more widely used to back debt issues as banks seek ways to compete for available investment dollars. Securitization has become an attractive way for banks to increase liquidity and diversify their risks.

The effects of securitization can be seen in a comparison of market share by the top 10 banks in 1986 and 1981. Last year, those banks, with $185.6 billion in outstanding commercial and industrial loans, accounted for 32.7% of all commercial loans. Conversely, in 1981, those 10 banks accounted for 46.4% of all business loans with $197.3 billion.

Figures from the Office of the Comptroller of the Currency showed that large banks totaled $70 billion in loan sales during the fourth quarter of 1986, compared with $30 billion in the last quarter of 1984. Most of the sales were made to other banks.

Though domestic business lending increased 11.4% among the top 100 banks, however, loans classified as bad (loans 90 or more days past due and loans placed on a nonaccrual basis) were up almost 20%.

"The economy has been stumbling along," Mr. Cohn explained. "There has been some growth, but not a lot. The increase [in bad business loans] could be the aftermath of disinflation. A lot of these loans were collateralized — whether it be oil or steel — and the value for that collateral has fallen."

Other Survey Findings

- Citibank (Delaware), New Castle, Del., had the highest percentage increase in business lending, with a 185% jump to $629.7 million. The bank ranked 128 overall. Rounding out the top five percentage gainers are: Tokai Bank of California, Los Angeles, with a 157% increase to $93.1 million and ranking 160th; United Bank & Trust Co., Hartford, Conn., up 105% to place 203rd with $329.6 million; Bankers Trust (Delaware), Wilmington, Del., ranked 86th, had a 101% rise to $1 billion; and Union Planters National Bank, Memphis, came in 158th

Lenders: Page 30

NORWEST BANKS

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STATISTICS REVIEW

Seventh Annual Survey of the TOP 300 BANKS in Business Loans

Based on total commercial and industrial loans outstanding

The Top 5 Gainers
Among the Top 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Incr.	Rank
1	Bankers Trust (Delaware), Wilmington	1,026	511	100.7	86
2	Bank of California NA, San Francisco	1,030	707	45.6	85
3	Pittsburgh National Bank	3,073	2,117	45.2	23
4	Republic National Bank, New York	1,207	856.3	40.9	76
5	Shawmut Bank NA, Boston	1,477	1,054	40.1	62

The 5 Largest Losers
Among the Top 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Decr.	Rank
1	First City National Bank, Houston	2,058	2,810	26.8	37
2	European American Bank, New York	1,680	2,180	22.9	53
3	Bank of America NT & SA, San Francisco	23,962	29,047	17.5	3
4	Seattle-First National Bank	2,421	2,916	17.0	28
5	InterFirst Bank Dallas NA	2,957.2	3,515.2	15.9	25

The Top 5 Gainers
Among the 2nd 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Incr.	Rank
1	Citibank (Delaware), New Castle	630	221	185.5	128
2	Tokai Bank of California, Los Angeles	493	192	156.7	160
3	Union Planters National Bank, Memphis, Tenn	503	263	91.4	158
4	Midlantic Nat'l Bank/Merchants, Neptune Twp., N.J.	356	193	84.7	192
5	Toledo Trust Co., Ohio	776	454	71.1	103

The 5 Largest Losers
Among the 2nd 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Decr.	Rank
1	Chemical Bank (Delaware), Wilmington	715	1,103	35.2	107
2	RepublicBank Houston NA	644	798	19.3	119
3	First Bank South Dakota NA, Sioux Falls	341	394	13.5	197
4	First Interstate Bank of Denver NA	454	514	11.7	168
5	Zions First National Bank, Salt Lake City, Utah	466	517	9.9	165

The Top 5 Gainers
Among the 3rd 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Incr.	Rank
1	United Bank & Trust Co., Hartford, Conn.	330	161	105.2	203
2	Daiwa Bank Trust Co., New York	300	160	87.4	221
3	Citizens First National Bank, Ridgewood, N.J.	260	151	72.5	248
4	Trust Company of New Jersey, Jesey City	260	171	52.4	249
5	Society Bank NA, Dayton, Ohio	321	215	49.3	209

The 5 Largest Losers
Among the 3rd 100 in Business Lending

(Dollar Figures in Millions)

		Business Loans		Percent	C&I
		12/31/86	12/31/85	Decr.	Rank
1	Imperial Bank, Los Angeles	240	259	33.3	265
2	MBank El Paso NA, Tex.	237	314	24.5	267
3	Norwest Bank Nebraska NA, Omaha	229	301	24.1	277
4	Old National Bank of Washington, Spokane	320	405	21.0	211
5	Allied Bank of Dallas	233	291	20.0	271

Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS			TOTAL ASSETS		
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	% Chg.
1	Citibank NA, New York	35,647,000	35,974,000	–0.91	1	89,805,001	78,472,001	14.44	153,293,000	138,625,000	10.58
2	Chase Manhattan Bank NA, New York	25,072,544	27,749,431	–9.65	3	52,222,238	52,346,029	–0.24	81,953,505	78,747,998	4.07
3	Bank of America NT & SA, San Francisco	23,962,000	29,047,000	–17.51	2	64,153,000	74,795,001	–14.23	91,499,001	106,156,001	–13.81
4	Manufacturers Hanover Trust Co., New York	21,787,000	21,444,592	1.60	4	43,372,000	44,200,692	–1.87	62,161,000	62,271,005	–0.18
5	Chemical Bank, New York	15,274,000	16,045,078	–4.81	5	36,375,000	36,216,223	0.44	58,422,000	55,489,518	5.28
6	Morgan Guaranty Trust Co., New York	14,277,386	15,707,412	–9.10	6	33,153,513	35,198,066	–5.81	69,055,034	67,395,353	2.46
7	Continental Illinois National Bank & Trust Co., Chicago	14,167,292	14,054,617	0.80	7	21,022,565	20,306,166	3.53	31,998,533	30,152,159	6.12
8	Bankers Trust Co., New York	13,625,881	11,976,597	13.77	8	28,463,088	24,949,542	14.08	55,497,088	51,180,236	8.43
9	Security Pacific National Bank, Los Angeles	11,620,211	10,083,643	15.24	9	33,185,490	30,145,324	10.09	47,533,669	44,850,904	5.98
10	First National Bank, Boston	10,137,257	8,573,928†	18.23	12	17,779,434	14,640,485	21.44	25,148,537	20,954,509	20.01
11	Wells Fargo Bank NA, San Francisco	9,892,997	9,417,587†	5.05	21	32,298,182	32,297,101	.00	39,240,804	42,500,281	–7.67
12	First National Bank, Chicago	9,185,969	8,414,220	9.17	11	21,939,609	21,123,067	3.87	33,685,387	33,369,471	0.95
13	Mellon Bank NA, Pittsburgh	8,260,387	8,713,292	–5.20	10	16,620,759	16,951,080	–1.95	23,737,166	25,434,329	–6.67
14	Marine Midland Bank NA, Buffalo, N.Y.	6,390,542	6,433,761	–0.67	13	16,731,710	14,753,875	13.41	22,215,959	22,450,370	–1.04
15	Bank of New York	6,099,492	4,699,421	29.79	16	12,109,067	11,124,440	8.85	19,410,947	17,659,787	9.92
16	First Interstate Bank of California, Los Angeles	5,287,842	5,449,294	–2.96	15	14,954,770	14,726,352	1.55	22,465,829	20,608,479	9.01
17	Texas Commerce Bank NA, Houston	4,856,777	4,503,225	7.85	18	7,210,349	7,061,296	2.11	11,508,704	11,625,165	–1.00
18	National Westminster Bank USA, New York	4,414,464	3,591,344	22.92	22	7,714,979	6,696,302	15.21	11,104,518	9,821,022	13.07
19	National Bank of Detroit	4,288,159	3,862,416	11.02	19	7,594,569	6,632,574	14.50	14,833,054	12,974,704	14.32
20	Irving Trust Co., New York	4,216,995	3,860,331	9.24	20	11,625,388	10,667,497	8.98	21,087,791	18,653,207	13.05
21	RepublicBank Dallas NA	4,213,143	4,551,822	–7.44	17	9,680,927	10,115,990	–4.30	14,292,835	15,795,848	–9.52
22	NCNB National Bank of North Carolina, Charlotte	3,476,084	2,934,106	18.47	24	8,666,346	7,641,138	13.42	14,490,444	12,026,822	20.48
23	Pittsburgh National Bank	3,073,497	2,116,921†	45.19	32	6,878,572	5,512,638	24.78	13,525,393	11,164,528	21.15
24	Bank of New England NA, Boston	2,969,870	2,127,395†	39.60	38	7,463,288	5,204,332	43.41	9,492,502	7,855,331	20.84
25	InterFirst Bank Dallas NA	2,957,245	3,515,201	–15.87	23	5,443,486	6,712,783	–18.91	8,154,456	10,881,628	–25.06
26	Union Bank, Los Angeles	2,835,227	2,509,091	13.00	27	6,833,062	5,729,506	19.26	9,519,447	9,071,774	4.93
27	First National Bank, Minneapolis	2,731,361	2,433,176	12.25	29	5,550,184	5,288,614	4.95	10,585,285	9,293,332	13.90
28	Seattle-First National Bank	2,421,105	2,915,727	–16.96	25	7,983,829	7,998,478	–0.18	10,119,883	9,925,229	1.96
29	Fidelity Bank NA, Malvern, Pa.	2,408,736	2,055,834†	17.17	55	5,290,649	4,787,707	10.50	9,040,586	8,924,698	1.30
30	AmeriTrust Co. NA, Cleveland	2,389,819	1,902,269	25.63	37	5,958,525	4,878,474	22.14	8,548,105	7,571,547	12.90
31	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	2,381,513	2,020,562	17.86	33	6,723,871	5,854,343	14.85	10,670,978	9,658,398	10.48
32	Philadelphia National Bank	2,352,718	2,153,091	9.27	31	5,084,044	4,891,571	3.93	8,709,420	8,169,393	6.61
33	MBank Dallas NA	2,336,147	2,486,711	–6.05	28	5,801,728	5,512,880	5.24	7,461,916	7,311,258	2.06
34	Connecticut Bank & Trust Co. NA, Hartford	2,289,199	1,848,910	23.81	41	5,864,869	4,567,561	28.40	9,323,019	7,665,055	21.63
35	Bank of Tokyo Trust Co., New York	2,286,793	1,783,687	28.21	43	2,843,702	2,427,934	17.12	5,874,302	5,379,498	9.20
36	Harris Trust & Savings Bank, Chicago	2,125,342	1,894,533	12.18	39	4,800,027	4,519,563	6.21	8,458,533	7,628,656	10.88
37	First City National Bank, Houston	2,058,040	2,810,288	–26.77	26	4,358,988	5,126,502	–14.97	5,885,771	8,367,906	–29.66
38	Citizens & Southern National Bank, Atlanta	2,056,517	2,017,463†	1.94	34	6,648,897	5,876,559	13.14	10,550,562	9,375,403	12.53
39	Southeast Bank NA, Miami	2,043,544	1,781,593†	14.70	44	7,249,972	6,982,615	3.83	11,937,829	11,251,097	6.10
40	First Fidelity Bank NA, Newark, N.J.	2,038,531	1,793,547	13.66	42	5,492,153	4,782,540	14.84	9,451,491	8,238,033	14.73
41	Sovran Bank NA, Richmond	2,002,602	1,665,605	20.23	46	7,149,186	6,650,195	7.50	10,417,960	9,442,213	10.33
42	First Union National Bank, Charlotte	1,999,717	2,009,106	–0.47	35	7,660,709	6,926,195	10.60	15,780,252	12,655,470	24.69
43	Comerica Bank-Detroit	1,980,477	1,904,272	4.00	36	4,925,134	4,693,656	4.93	7,482,235	7,323,882	2.16
44	Meridian Bank, Reading, Pa.	1,955,176	1,501,226†	30.24	84	4,292,647	3,782,014	13.50	6,439,223	6,369,171	1.10
45	Norwest Bank Minneapolis NA	1,916,825	1,866,139	2.72	40	3,901,206	3,754,780	3.90	7,243,729	6,347,777	14.11
46	California First Bank, San Francisco	1,801,933	1,649,711	9.23	47	4,237,135	3,874,170	9.37	5,984,616	5,389,384	11.04
47	Northern Trust Co., Chicago	1,784,129	1,629,011	9.52	48	3,687,177	3,627,677	1.64	7,786,493	6,726,444	15.76
48	Manufacturers National Bank, Detroit	1,779,557	1,625,903	9.45	49	4,217,707	3,673,103	14.83	7,062,836	6,127,396	15.27
49	United States National Bank, Portland	1,753,117	1,597,957	9.71	50	4,964,677	4,809,834	3.22	8,466,612	7,386,176	14.63
50	Valley National Bank of Arizona, Phoenix	1,724,808	1,709,044	0.92	45	7,056,993	6,465,081	9.16	10,360,999	9,643,338	7.44
51	Rainier National Bank, Seattle	1,715,472	1,593,234†	7.67	52	5,615,266	5,361,179	4.74	8,273,203	7,843,340	5.48
52	Maryland National Bank, Baltimore	1,714,001	1,522,399	12.59	53	4,992,258	4,298,145	16.15	8,050,187	6,759,594	19.09
53	European American Bank, New York	1,680,363	2,180,245	–22.93	30	4,066,045	4,553,676	–10.71	6,686,164	6,619,949	1.00
54	Connecticut National Bank, Hartford	1,680,099	1,397,148	20.25	59	5,465,184	4,390,040	24.49	9,327,283	7,052,142	32.26
55	First National Bank, St. Paul, Minn.	1,615,676	1,203,929	34.20	65	3,180,549	2,766,235	14.98	6,156,059	5,479,025	12.36
56	National City Bank, Cleveland	1,576,867	1,167,340	35.08	67	3,986,724	3,069,266	29.89	6,482,575	5,524,549	17.34
57	Morgan Bank (Delaware), Wilmington	1,554,297	1,491,849	4.19	54	2,300,940	2,009,274	14.52	2,833,478	3,020,188	–6.18
58	United Virginia Bank, Richmond	1,550,434	1,586,075	–2.25	51	5,750,669	5,090,606	12.97	8,247,690	6,904,611	19.45
59	Fleet National Bank, Providence, R.I.	1,537,606	1,251,305	22.88	63	4,407,684	3,529,352	24.89	6,780,764	5,710,807	18.74
60	AmSouth Bank NA, Birmingham, Ala.	1,498,271	1,140,409	31.38	68	3,879,701	3,389,545	14.46	5,914,080	5,231,178	13.05
61	First Interstate Bank of Oregon NA, Portland	1,478,223	1,414,287†	4.52	58	3,427,270	3,384,116	1.28	5,827,242	5,866,582	–0.67
62	Shawmut Bank NA, Boston	1,476,809	1,053,793	40.14	75	3,515,431	2,385,790	47.35	5,892,052	4,285,905	37.48
63	Sanwa Bank California, San Francisco	1,447,230	1,298,654†	11.44	127	3,545,359	3,126,771	13.39	5,068,268	4,548,632	11.42
64	NCNB National Bank of Florida, Tampa	1,438,914	1,354,107†	6.26	69	5,138,391	4,219,807	21.77	9,301,835	7,172,798	29.68
65	Mellon Bank (East) NA, Philadelphia	1,420,472	1,435,079	–1.02	57	3,633,210	3,193,615	13.76	5,198,385	4,593,496	13.17
66	Provident National Bank, Philadelphia	1,373,484	1,008,611	36.18	76	3,530,807	2,730,793	29.30	5,888,722	4,989,885	18.01
67	Trust Company Bank, Atlanta	1,362,258	1,001,192	36.06	77	3,315,122	2,523,700	31.36	5,752,649	5,981,699	–3.83
68	First National Bank, Atlanta	1,349,533	1,397,185†	–3.41	60	4,490,514	4,487,512	0.07	7,386,918	7,512,369	–1.67
69	Midlantic National Bank, Newark, N.J.	1,292,503	1,079,499	19.73	73	3,448,541	2,436,725	41.52	4,868,129	3,461,305	40.64
70	First Pennsylvania Bank NA, Philadelphia	1,271,693	1,093,764	16.27	72	3,596,559	3,400,255	5.77	5,905,406	5,692,475	3.74
71	First Interstate Bank of Arizona NA, Phoenix	1,262,871	1,291,720	–2.23	62	4,478,925	4,280,410	4.64	6,513,458	6,116,937	6.48
72	Huntington National Bank, Columbus, Ohio	1,231,315	1,180,820	4.28	66	4,574,538	4,110,607	11.29	6,862,177	6,163,560	11.33
73	Allied Bank of Texas, Houston	1,229,362	1,316,519	–6.62	61	2,613,658	2,863,639	–8.73	4,937,962	4,888,383	1.01
74	Society National Bank, Cleveland	1,224,035	1,061,151†	15.35	145	3,128,308	3,056,639	2.34	5,007,788	5,042,561	–0.69
75	Manufacturers Hanover Bank (Delaware), Wilmington	1,223,626	1,451,633	–15.71	56	1,908,729	1,707,083	11.81	2,282,498	2,149,575	6.18
76	Republic National Bank, New York	1,206,864	856,269	40.94	85	3,900,713	2,913,662	33.88	16,812,822	14,741,899	14.05
77	MBank Houston NA	1,168,204	1,217,512	–4.05	64	2,910,443	2,856,818	1.88	5,144,983	5,059,683	1.69
78	First National Bank of Maryland, Baltimore	1,137,881	1,062,750	7.07	74	2,759,024	2,473,103	11.56	4,886,990	4,195,836	16.47
79	Bank Leumi Trust Co., New York	1,114,918	1,094,639	1.85	71	1,669,130	1,631,328	2.32	2,886,457	2,822,490	2.27
80	Florida National Bank, Jacksonville	1,069,884	934,892†	14.44	81	4,455,652	3,896,887	14.34	6,783,366	5,999,298	13.07
81	Chase Lincoln First Bank NA, Rochester, N.Y.	1,069,100	872,197	22.58	83	3,929,289	3,169,316	23.98	4,787,843	4,060,776	17.90
82	Industrial Bank of Japan Trust Co., New York	1,061,872	776,374	36.77	92	1,896,087	1,690,432	12.17	3,842,866	2,954,608	30.06
83	First National Bank, Louisville, Ky.	1,061,435	820,864	29.31	87	2,407,761	2,175,067	10.70	4,227,373	3,564,923	18.58
84	American National Bank & Trust Co., Chicago	1,033,842	973,371	6.21	79	2,455,094	2,268,513	8.22	3,857,017	3,792,019	1.71
85	Bank of California NA, San Francisco	1,029,880	707,499	45.57	101	2,948,711	2,504,725	17.73	4,030,225	3,655,907	10.24
86	Bankers Trust (Delaware), Wilmington	1,025,532	511,009	100.69	131	1,248,570	967,609	29.04	1,456,008	1,084,274	34.28
87	Continental Bank, Norristown, Pa.	1,016,845	985,018	3.23	78	2,415,114	2,187,161	10.42	3,182,287	2,831,837	12.38
88	South Carolina National Bank, Charleston, S.C.	1,004,001	804,432	24.81	88	3,115,970	2,683,440	16.12	4,618,157	4,147,282	11.35
89	United Jersey Bank, Hackensack, N.J.	989,218	746,073	32.59	96	2,292,432	1,794,170	27.77	3,513,313	2,956,323	18.84
90	First Wisconsin National Bank, Milwaukee	962,932	957,713	0.54	80	2,768,469	2,631,611	5.20	4,126,665	3,895,975	5.92
91	Signet Bank/Virginia, Richmond	953,720	873,671	9.16	82	3,599,688	3,220,711	11.77	5,971,527	5,100,027	17.09
92	First Jersey National Bank, Jersey City, N.J.	913,188	722,424	26.41	99	1,497,135	1,158,021	29.28	2,311,521	1,806,452	27.96
93	First Tennessee Bank NA, Memphis	888,442	831,080	6.90	86	3,184,929	2,948,587	8.02	5,540,575	5,234,233	5.85
94	BancOhio National Bank, Columbus	888,059	765,777†	15.97	95	3,093,330	2,737,396	13.00	4,692,474	4,518,164	3.86
95	Riggs National Bank, Washington, D.C.	887,473	770,380	15.20	93	2,827,603	2,431,570	16.29	5,923,886	5,428,375	9.13
96	Fuji Bank & Trust Co., New York	866,147	711,795	21.68	100	1,380,833	1,305,474	5.77	3,492,710	2,757,666	26.65
97	Bank One Indianapolis NA, Ind.	864,671	671,399	28.79	104	2,604,959	2,308,886	12.82	4,138,635	3,949,223	4.80
98	Mercantile Bank NA, St. Louis	846,575	836,632†	1.19	98	3,006,778	2,680,540	12.17	4,364,928	4,688,775	–6.91
99	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	845,746	781,445	8.23	90	2,579,937	2,293,686	12.48	4,251,376	3,578,070	18.82
100	Bank of Hawaii, Honolulu	818,054	690,636	18.45	103	2,715,384	2,343,724	15.86	4,880,959	4,294,878	13.65

All data were provided to American Banker by **ADP Data Services Division, New York,** from their data base of the Federal regulatory Report of Condition (RC). ADP restates its 1985 data on a pro forma basis for mergers in 1986. **Business Loans** are commercial and industrial loans, and are taken from Schedule RC-C of the Report of Condition. Data are consolidated to include both domestic and foreign offices. Loans to both domestic and foreign businesses are included. The appropriate line reference numbers on Schedule RC-C are: Column A item 4.a. (commercial and industrial loans to U.S. addressees) and item 4.b. (commercial and industrial loans to non-U.S. addressees). **Total Loans** are loans and leases, net of unearned income and are from RC-Balance Sheet, line 4.a. **Total Assets** are total consolidated assets from RC-Balance Sheet, line 12. **(†)**— The 1985 data have been restated by ADP to reflect merger activity in 1986. However, the 1985 ranks for these banks are based on their actual business loans outstanding on Dec. 31, 1985, and have not been adjusted to reflect 1986 mergers.

Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS			TOTAL ASSETS		
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	% Chg.
101	Indiana National Bank, Indianapolis	807,601	678,024†	19.11	105	2,649,001	2,362,196	12.14	4,077,541	3,894,588	4.70
102	Rhode Island Hospital Trust National Bank, Providence	787,628	565,402	39.30	113	1,910,292	1,638,363	16.60	3,060,070	2,505,111	22.15
103	Toledo Trust Co., Ohio	776,211	453,572	71.13	155	1,816,551	1,246,839	45.69	2,711,645	2,183,716	24.18
104	Sumitomo Bank of California, San Francisco	767,864	699,456	9.78	102	2,439,075	2,514,011	-2.98	3,271,248	2,906,712	12.54
105	First Union National Bank of Florida, Jacksonville	720,200	672,069†	7.16	134	3,034,464	2,974,045	2.03	6,887,631	6,113,437	12.66
106	Bank South NA, Atlanta	718,647	613,624	17.12	108	1,840,284	1,503,954	22.36	2,728,633	2,396,414	13.86
107	Chemical Bank (Delaware), Wilmington	714,835	1,102,609	-35.17	70	1,352,158	2,186,156	-38.15	1,431,675	2,327,871	-38.50
108	Mitsui Manufacturers Bank, Los Angeles	713,809	736,863	-3.13	97	1,316,348	1,351,161	-2.58	1,847,959	1,929,205	-4.21
109	Texas American Bank/Fort Worth NA	713,191	750,707	-5.00	94	1,853,191	2,046,097	-9.43	2,677,570	2,896,939	-7.57
110	American Security Bank NA, Washington, D.C.	697,253	467,822	49.04	147	2,919,830	2,404,588	21.43	4,642,506	4,107,136	13.04
111	Hibernia National Bank, New Orleans	676,188	478,047	41.45	140	1,820,383	1,330,314	36.84	2,813,793	2,285,600	23.11
112	Citytrust, Bridgeport, Conn.	676,024	468,814	44.20	146	2,003,102	1,575,738	27.12	2,396,096	1,910,420	25.42
113	Sovran Bank/Maryland, Bethesda	655,477	564,988	16.02	115	1,964,923	1,663,511	18.12	3,255,019	3,270,277	-0.47
114	BayBank Middlesex, Burlington, Mass.	655,385	516,658	26.85	129	2,181,363	1,797,794	21.34	3,077,788	2,548,401	20.77
115	Israel Discount Bank of New York	653,641	563,900	15.91	116	1,173,102	984,504	19.16	3,781,670	3,733,190	1.30
116	Norstar Bank of Upstate N.Y., Albany	652,944	448,582†	45.56	158	1,779,976	1,340,527	32.78	3,398,694	2,746,037	23.77
117	First American Bank of Virginia, McLean	651,763	554,178	17.61	120	1,834,758	1,558,110	17.76	2,849,847	2,377,497	19.87
118	Bank One Columbus NA, Ohio	649,018	466,504	39.12	148	2,072,981	1,818,681	13.98	3,070,995	3,392,305	-9.47
119	RepublicBank Houston NA	644,303	798,068	-19.27	89	1,429,517	1,551,161	-7.84	2,343,975	2,556,898	-8.33
120	Centerre Bank NA, St. Louis	643,757	656,785†	-1.98	109	2,074,561	1,869,142	10.99	3,946,743	3,497,612	12.84
121	Arizona Bank, Phoenix	641,527	565,380	13.47	114	3,216,117	2,708,284	18.75	4,485,060	3,938,354	13.88
122	Central Trust Co. NA, Cincinnati	640,973	424,265	51.08	162	1,882,420	1,457,922	29.12	2,706,163	2,318,742	16.71
123	First American National Bank, Nashville, Tenn.	638,155	554,496	15.09	119	1,779,952	1,544,996	15.21	2,873,571	2,324,209	23.64
124	Michigan National Bank, Detroit	634,343	568,569	11.57	112	1,704,326	1,495,082	14.00	2,308,939	2,051,443	12.55
125	United Bank of Arizona, Phoenix	634,134	453,358	39.87	156	1,709,872	1,409,223	21.33	2,593,008	2,102,137	23.35
126	Exchange National Bank, Chicago	632,445	469,671	34.66	144	1,146,656	848,109	35.20	1,907,187	1,431,751	33.21
127	State Street Bank & Trust Co., Boston	632,370	627,353	0.80	106	2,247,886	1,997,196	12.55	7,217,670	6,575,396	9.77
128	Citibank (Delaware), New Castle	629,694	220,524	185.54	266	631,351	232,900	171.08	1,137,665	903,602	25.90
129	M & I Marshall & Ilsley Bank, Milwaukee	627,497	525,532	19.40	126	1,359,584	1,150,661	18.16	2,752,298	2,226,763	23.60
130	Whitney National Bank, New Orleans	626,896	619,650	1.17	107	1,154,366	1,067,690	8.12	2,565,603	2,180,574	17.66
131	IBJ Schroder Bank & Trust Co., New York	624,552	492,626	26.78	136	1,180,254	1,116,359	5.72	5,181,528	2,052,569	152.44
132	Midlantic National Bank/South, Cherry Hill, N.J.	623,616	564,813†	10.41	149	1,522,194	1,667,568	-8.72	2,124,700	2,987,255	-28.87
133	Canadian Imperial Bank of Commerce (New York)	615,374	439,791	39.92	160	673,216	530,717	26.85	713,279	549,979	29.69
134	Old Kent Bank & Trust Co., Grand Rapids, Mich.	614,056	537,876	14.16	123	1,198,314	1,094,347	9.50	2,752,272	2,495,678	10.28
135	City National Bank, Beverly Hills, Calif.	609,371	437,430	39.31	161	1,622,160	1,228,778	32.01	3,145,914	2,475,755	27.07
136	LaSalle National Bank, Chicago	608,662	528,763	15.11	125	1,022,877	933,621	9.56	1,568,831	1,541,957	1.74
137	Third National Bank, Nashville, Tenn.	594,964	580,412	2.51	111	1,871,371	1,713,620	9.21	2,585,969	2,538,543	1.87
138	First Florida Bank NA, Tampa	581,397	533,470†	8.98	132	2,823,714	2,575,301	9.65	4,904,249	4,522,257	8.45
139	First Security Bank of Utah NA, Ogden	581,249	455,194	27.69	153	1,888,209	1,763,378	7.08	2,953,501	2,760,536	6.99
140	Northeastern Bank of Pennsylvania, Wilkes-Barre	580,313	411,649	40.97	166	1,393,773	1,120,482	24.39	2,000,693	1,711,768	16.88
141	Signet Bank/Maryland, Baltimore	580,191	456,084	27.21	151	2,013,591	1,611,950	24.92	2,940,450	2,425,880	21.21
142	Barnett Bank of South Florida NA, Miami	579,573	480,901	20.52	139	3,092,294	2,427,922	27.36	4,600,198	3,932,569	16.98
143	First Interstate Bank of Washington NA, Spokane	567,854	555,348	2.25	118	2,063,804	1,863,809	10.73	3,299,542	3,214,604	2.64
144	SouthTrust Bank of Alabama NA, Birmingham	558,798	481,253	16.11	138	1,641,282	1,457,983	12.57	2,715,735	2,377,513	14.23
145	First Alabama Bank, Montgomery	553,650	495,690†	11.69	206	2,423,694	2,131,154	13.73	4,059,617	3,762,221	7.90
146	Central Bank of the South, Birmingham	550,032	473,522	16.16	143	2,082,287	1,660,801	25.38	3,716,339	3,235,258	14.87
147	Peoples National Bank, Seattle	548,628	550,422	-0.33	122	1,629,620	1,566,878	4.00	2,428,462	2,369,713	2.48
148	Sun Bank NA, Orlando, Fla.	548,124	454,193	20.68	154	2,333,387	2,056,980	13.44	3,448,527	3,141,768	9.76
149	Boatmens National Bank, St. Louis	540,979	477,472†	13.30	188	2,185,636	2,031,353	7.60	4,067,299	3,833,118	6.11
150	Union Trust Co., Stamford, Conn.	525,544	418,740	25.51	164	1,761,132	1,340,783	31.35	2,714,530	2,275,083	19.32
151	Dominion Bank NA, Roanoke, Va.	521,842	505,424	3.25	135	2,241,379	1,834,688	22.17	3,503,225	2,699,386	29.78
152	New Jersey National Bank, Pennington	521,252	451,392	15.48	157	1,449,305	1,256,477	15.35	2,249,612	2,027,867	10.93
153	First Interstate Bank of Nevada NA, Reno	517,972	455,276	13.77	152	1,894,795	1,770,359	7.03	3,075,692	2,878,160	6.86
154	Banco Popular de Puerto Rico, San Juan	512,471	452,729	13.20	N.A.	2,256,603	1,705,741	32.29	4,495,113	4,110,046	9.37
155	Equitable Bank NA, Baltimore	509,797	379,112	34.47	176	2,032,977	1,779,854	14.22	3,640,494	3,502,928	3.93
156	Central Fidelity Bank, Richmond	509,555	489,315	4.14	137	2,405,456	2,144,806	12.15	4,191,754	3,581,984	17.02
157	Merchants National Bank & Trust Co., Indianapolis	505,915	507,882	-0.39	133	1,592,959	1,523,017	4.59	2,665,959	2,398,761	11.14
158	Union Planters National Bank, Memphis, Tenn.	503,037	262,787	91.42	230	1,214,991	849,171	43.08	2,184,766	2,299,166	-4.98
159	Bank of Oklahoma NA, Tulsa	502,946	535,512†	-6.08	178	1,507,906	1,639,676	-8.04	2,117,717	2,520,137	-15.97
160	Tokai Bank of California, Los Angeles	493,061	192,089	156.68	290	834,186	407,586	104.67	956,833	534,455	79.03
161	Idaho First National Bank, Boise	485,932	530,953	-8.48	124	1,489,148	1,640,335	-9.22	2,727,789	2,869,341	-4.93
162	First Hawaiian Bank, Honolulu	480,999	442,858	8.61	159	1,635,102	1,519,864	7.58	3,383,618	3,042,660	11.21
163	Manufacturers & Traders Trust Co., Buffalo, N.Y.	470,519	475,647	-1.08	141	1,783,297	1,510,267	18.08	2,700,907	2,365,682	14.17
164	Commerce Union Bank, Nashville, Tenn.	467,117	401,788†	16.26	177	1,545,096	1,315,049	17.49	2,376,111	2,202,358	7.89
165	Zions First National Bank, Salt Lake City, Utah	465,701	517,080	-9.94	128	1,804,192	1,702,914	5.95	2,819,132	2,711,638	3.96
166	Barclays Bank of New York NA	462,611	473,900	-2.38	142	1,720,385	1,369,416	25.63	2,491,090	2,011,894	23.82
167	Citizens & Southern National Bank, Charleston, S.C.	459,381	436,008†	5.36	165	1,904,035	1,661,020	14.63	3,372,294	2,992,107	12.71
168	First Interstate Bank of Denver NA	454,077	514,451	-11.74	130	1,185,273	1,197,207	-1.00	2,238,568	2,352,632	-4.85
169	Marine Bank NA, Milwaukee, Wis.	452,478	401,868	12.59	170	1,041,275	982,297	6.00	1,695,554	1,536,565	10.35
170	Branch Banking & Trust Co., Wilson, N.C.	451,739	398,932	13.24	171	2,109,786	1,719,653	22.69	3,275,351	2,763,244	18.53
171	First National Bank, Cincinnati	426,498	305,021	39.83	203	1,384,397	1,191,509	16.19	2,582,363	2,197,555	17.51
172	Hamilton Bank, Lancaster, Pa.	424,759	456,645	-6.98	150	2,067,536	1,869,986	10.56	2,882,923	2,630,747	9.59
173	First National Bank, Toms River, N.J.	422,195	267,139	58.04	229	1,149,038	803,089	43.08	1,896,253	1,317,829	43.89
174	Long Island Trust Co. NA, Garden City, N.Y.	417,613	385,126	8.44	174	1,130,441	1,011,110	11.80	1,840,894	1,606,707	14.58
175	Union National Bank, Pittsburgh	411,285	324,133	26.89	191	1,324,779	1,177,357	12.52	2,065,574	1,911,474	8.06
176	Equibank, Pittsburgh	404,907	405,653	-0.18	168	1,704,485	1,284,517	32.69	2,495,336	2,264,971	10.17
177	Bank of Boston Connecticut, Waterbury	404,112	365,729	10.49	180	1,457,432	1,147,621	27.00	2,129,463	1,728,437	23.20
178	Southern National Bank, Lumberton, N.C.	403,961	313,141	29.00	196	1,177,159	1,011,202	16.41	1,653,860	1,464,086	12.96
179	Bank of New England-West NA, Springfield, Mass.	401,352	350,459	14.52	187	1,034,355	821,840	25.86	1,461,106	1,293,552	12.95
180	Midlantic National Bank/North, West Paterson, N.J.	401,197	307,891	30.30	200	1,960,635	1,574,537	24.52	2,818,881	2,365,336	19.17
181	Deposit Guaranty National Bank, Jackson, Miss.	397,103	423,329†	-6.20	163	1,755,664	1,725,747	1.73	2,962,997	2,891,798	2.46
182	Fifth Third Bank, Cincinnati	395,062	247,857	59.39	241	1,637,407	1,328,383	23.26	2,728,317	2,210,347	23.43
183	Mercantile Safe Deposit & Trust Co., Baltimore	390,978	284,616	37.37	217	872,004	689,653	26.44	1,371,730	1,095,017	25.27
184	Frost National Bank, San Antonio, Tex.	390,869	359,086	8.85	185	956,162	912,551	4.78	1,883,670	1,912,209	-1.49
185	National State Bank, Elizabeth, N.J.	387,878	362,176†	7.10	186	1,105,823	958,832	15.33	1,831,411	1,595,719	14.77
186	Texas Commerce Bank-Austin NA	386,523	385,577	0.25	173	1,098,792	1,080,799	1.66	1,369,511	1,402,594	-2.36
187	Trustmark National Bank, Jackson, Miss.	374,676	383,724	-2.36	175	1,295,367	1,163,445	11.34	2,503,599	2,292,854	9.19
188	First Jersey National Bank South, Atlantic City	371,113	305,646	21.42	201	767,956	598,897	28.23	1,053,236	901,972	16.77
189	Liberty National Bank & Trust Co., Louisville, Ky.	368,959	305,442	20.80	202	1,284,512	1,140,671	12.61	2,025,250	1,821,707	11.17
190	Shawmut Worcester County Bank NA, Mass.	365,802	238,601	53.31	251	796,336	670,146	18.83	1,351,983	1,138,220	18.78
191	Merchants Bank, Kansas City, Mo.	357,564	336,792†	6.17	260	1,188,143	874,173	35.92	1,366,749	1,084,829	25.99
192	Midlantic National Bank/Merchants, Neptune Twp., N.J.	356,468	193,005†	84.69	358	790,697	572,366	38.15	1,247,872	916,006	36.23
193	Casco Northern Bank NA, Portland, Me.	355,696	274,183	29.73	223	998,251	826,045	20.85	1,265,717	1,052,041	20.31
194	National Community Bank, Rutherford, N.J.	354,058	273,830	29.30	224	1,783,538	1,286,650	38.62	2,749,602	2,034,970	35.12
195	First Citizens Bank & Trust Co., Raleigh, N.C.	344,994	316,410	9.03	194	1,515,761	1,398,586	8.38	3,019,941	2,754,422	9.64
196	NCNB South Carolina, Columbia	344,071	246,123	39.80	243	1,634,017	1,229,992	32.85	3,007,543	2,353,739	27.78
197	First Bank South Dakota NA, Sioux Falls	341,129	394,450	-13.52	172	797,295	895,695	-10.99	1,342,765	1,362,383	-1.44
198	NBC Bank-San Antonio NA, Tex.	338,945	310,602	9.13	198	879,553	859,270	2.36	1,501,792	1,241,068	21.01
199	First American Bank NA, Washington, D.C.	337,196	230,001	46.61	257	946,518	795,962	18.91	1,652,269	1,337,301	23.55
200	Sun Bank/Miami NA	332,017	296,839	11.85	208	1,261,425	1,135,042	11.13	1,876,646	1,575,957	19.08

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Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS			TOTAL ASSETS		
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	% Chg.
201	Horizon Bank NA, Morristown, N.J.	331,718	288,071	15.15	215	1,125,317	1,024,894	9.80	1,659,179	1,477,635	12.29
202	Bank of the West, San Francisco	330,444	310,789	6.32	197	1,034,211	939,002	10.14	1,352,047	1,257,902	7.48
203	United Bank & Trust Co., Hartford, Conn.	329,602	160,642	105.18	339	714,383	440,437	62.20	1,012,301	754,240	34.21
204	First Eastern Bank NA, Wilkes-Barre, Pa.	327,852	263,827†	24.27	246	1,120,782	978,942	14.49	1,704,060	1,435,931	18.67
205	Community Bank, Huntington Park, Calif.	325,936	361,629	-9.87	183	556,312	529,527	5.06	1,122,313	925,967	21.20
206	Norstar Bank NA, Buffalo, N.Y.	324,357	254,376	27.51	237	1,024,528	742,372	38.01	1,405,453	1,079,746	30.17
207	Valley Bank of Nevada, Las Vegas	322,884	223,218	44.65	263	958,878	754,273	27.13	1,496,795	1,236,702	21.03
208	Bank One Cleveland NA	321,654	284,466	13.07	218	981,551	827,511	18.61	1,385,520	1,306,930	6.01
209	Society Bank NA, Dayton, Ohio	320,838	214,956†	49.26	310	1,103,944	1,033,093	6.86	1,845,882	1,703,999	8.33
210	Laredo National Bank	320,579	320,150	0.13	193	543,055	545,734	-0.49	1,038,411	971,333	6.91
211	Old National Bank of Washington, Spokane	319,720	404,852	-21.03	169	1,272,626	1,142,562	11.38	1,671,423	1,534,520	8.92
212	Bank One, Dayton, NA, Ohio	315,177	259,994	21.22	232	1,171,600	1,061,879	10.33	1,734,851	1,620,315	7.07
213	National Bank of Commerce, Memphis, Tenn.	313,263	286,224	9.45	216	716,758	653,857	9.62	1,357,351	1,220,082	11.25
214	Bank IV Wichita NA, Kan.	312,886	309,461	1.11	199	736,434	701,903	4.92	1,485,527	1,476,668	0.60
215	WestAmerica Bank NA, San Rafael, Calif.	308,944	254,195	21.54	238	813,603	739,768	9.98	1,170,780	1,028,058	13.88
216	South Shore Bank, Quincy, Mass.	308,513	221,100	39.54	265	677,464	607,263	11.56	946,236	825,963	14.56
217	United Bank of Denver NA	306,117	364,173	-15.94	181	1,382,083	1,439,593	-3.99	2,857,811	2,918,706	-2.09
218	Arlington Trust Co., Lawrence, Mass.	303,697	248,865	22.03	240	859,839	794,523	8.22	1,237,745	1,091,925	13.35
219	Bucks County Bank & Trust Co., Perkasie, Pa.	303,406	256,534	18.27	235	626,502	500,908	25.07	1,045,161	761,042	37.33
220	Norstar Bank, Rochester, N.Y.	303,298	296,286	2.37	210	1,364,111	1,110,570	22.83	1,928,811	1,681,801	14.69
221	Daiwa Bank Trust Co., New York	300,349	160,242	87.43	342	633,089	376,344	68.22	1,485,937	1,096,332	35.54
222	InterFirst Bank Ft. Worth NA, Tex.	299,789	368,495	-18.65	179	886,057	986,736	-10.20	1,412,506	1,627,629	-13.22
223	Oregon Bank, Portland	299,383	255,450	17.20	236	630,633	624,215	1.03	961,817	1,047,070	-8.14
224	InterFirst Bank Austin NA, Tex.	297,937	362,010	-17.70	182	1,163,764	1,281,188	-9.17	1,717,706	1,913,202	-10.22
225	Boatmen's First National Bank of Kansas City, Mo.	294,485	297,747	-1.10	205	1,016,281	981,030	3.59	2,281,932	2,011,449	13.45
226	Michigan National Bank, Lansing	293,910	294,163	-0.09	212	1,276,991	1,245,616	2.52	1,773,322	1,776,065	-0.15
227	First Bank NA-Milwaukee	293,773	257,532	14.07	233	764,937	637,227	20.04	1,139,722	967,235	17.83
228	Commerce Bank of Kansas City NA, Mo.	293,702	257,357	14.12	234	815,605	632,751	28.90	1,629,106	1,454,458	12.01
229	National Bank of Georgia, Atlanta	288,890	275,014	5.05	222	857,597	914,619	-6.23	1,682,955	1,504,425	11.87
230	Puget Sound National Bank, Tacoma, Wash.	287,750	261,210†	10.16	256	1,215,780	1,088,052	11.74	1,758,631	1,556,011	13.02
231	Key Bank NA, Albany, N.Y.	287,700	272,126	5.72	226	1,352,723	1,096,930	23.32	2,190,322	1,865,408	17.42
232	First Source Bank, South Bend, Ind.	287,403	321,975	-10.74	192	646,658	660,866	-2.15	1,007,596	958,084	5.17
233	First American Bank, Silver Springs, Md.	287,337	235,365	22.08	254	617,893	443,154	39.43	928,432	690,502	34.46
234	Liberty National Bank & Trust Co., Oklahoma City	287,002	329,366	-12.86	190	1,025,912	995,848	3.02	2,291,938	2,383,342	-3.84
235	Provident Bank, Cincinnati	284,519	247,279†	15.06	245	816,940	681,554	19.86	1,416,309	1,086,293	30.38
236	Banco de Ponce, P.R.	283,755	233,711	21.41	N.A.	1,328,988	961,197	38.26	2,370,770	2,107,928	12.47
237	United States Trust Co., Boston	280,800	262,052	7.15	231	644,849	524,013	23.06	929,097	752,275	23.50
238	Marquette Bank Minneapolis NA	277,160	225,203†	23.07	324	685,936	1,010,491	-32.12	1,554,853	1,637,008	-5.02
239	First National Bank of Commerce, New Orleans	277,015	271,858	1.90	227	1,102,309	1,045,294	5.45	2,350,724	2,306,580	1.91
240	First City Bank, Dallas	274,941	337,849	-18.62	189	545,231	684,315	-20.32	989,240	1,013,204	-2.37
241	Commerce Bank of St. Louis NA, Clayton, Mo.	270,831	208,784†	29.72	361	957,365	834,868	14.67	1,714,146	1,780,554	-3.73
242	National Bank of Washington, D.C.	269,632	292,813	-7.92	213	1,066,048	900,050	18.44	1,741,341	1,436,952	21.18
243	First Security Bank of Idaho NA, Boise	268,611	225,586	19.07	261	1,263,064	1,241,508	1.74	1,755,066	1,770,174	-0.85
244	Boulevard Bank NA, Chicago	268,049	218,615	22.61	270	577,327	480,029	20.27	746,436	664,138	12.39
245	First Security National Bank & Trust Co., Lexington, Ky.	264,216	254,080	3.99	239	801,229	688,997	16.29	1,324,660	1,154,298	14.76
246	Bank of Delaware, Wilmington	263,387	210,503	25.12	277	1,060,719	915,719	15.83	1,625,895	1,373,228	18.40
247	First American Bank Knoxville NA	262,921	247,362†	6.29	262	687,650	675,626	1.78	1,140,192	1,115,364	2.23
248	Citizens First National Bank, Ridgewood, N.J.	260,314	150,932	72.47	357	1,368,986	990,381	38.23	1,991,121	1,575,238	26.40
249	Trust Company of New Jersey, Jersey City	260,293	170,809	52.39	326	855,896	604,499	41.59	1,261,111	1,184,653	6.45
250	Patriot Bank NA, Boston	259,225	229,992	12.71	258	862,521	616,101	40.00	1,106,100	927,510	19.25
251	Colorado National Bank, Denver	258,278	296,955	-13.02	207	739,089	772,055	-4.27	1,432,677	1,518,352	-5.64
252	Amcore Bank NA, Rockford, Ill.	257,810	177,649	45.12	311	457,976	349,472	31.05	756,633	683,400	10.72
253	Marine Midland Bank (Delaware) NA, Wilmington	257,145	275,894	-6.80	221	1,259,227	486,922	158.61	1,280,707	492,349	160.12
254	United Missouri Bank of Kansas City NA	253,686	219,993	15.32	267	696,811	689,614	1.04	1,636,127	1,578,756	3.63
255	Chicago-Tokyo Bank	253,242	243,403	4.04	247	341,247	328,618	3.84	422,361	412,225	2.46
256	Barclays Bank of California, San Francisco	250,463	247,450	1.22	242	901,004	826,184	9.06	1,274,865	1,156,550	10.23
257	York Bank & Trust Co., Pa.	249,902	209,378	19.35	278	740,330	621,326	19.15	987,227	903,240	9.30
258	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	249,341	242,647	2.76	248	925,842	801,199	15.56	1,839,248	1,839,884	-0.03
259	Planters National Bank & Trust Co., Rocky Mount, N.C.	248,215	202,820†	22.38	289	557,258	496,565	12.22	820,831	759,671	8.05
260	Commercial Trust Co., Jersey City, N.J.	247,948	181,136	36.88	309	688,541	569,532	20.90	1,021,353	888,070	15.01
261	First Georgia Bank, Atlanta	246,699	177,511	38.98	313	676,615	558,894	21.06	942,764	852,692	10.56
262	Key Bank of Oregon, Portland	245,824	214,292	14.71	...	657,907	581,484	13.14	998,570	946,826	5.46
263	National Bank of Alaska, Anchorage	244,552	294,504	-16.96	211	707,582	762,649	-7.22	1,160,573	1,124,746	3.19
264	Lake Shore National Bank, Chicago	243,743	212,610	14.64	275	449,005	378,641	18.58	637,670	590,080	8.07
265	Imperial Bank, Los Angeles	239,624	359,215	-33.29	184	821,973	961,433	-14.51	2,368,249	1,670,454	41.77
266	Capital Bank, North Bay Village, Fla.	238,285	205,701	15.84	282	465,710	391,961	18.82	803,872	661,202	21.58
267	MBank El Paso NA, Tex.	237,367	314,266	-24.47	195	596,729	611,022	-2.34	1,063,237	946,560	12.33
268	First National Bank, Albuquerque, N.M.	236,513	273,303	-13.46	225	706,586	651,790	8.41	1,255,775	1,068,044	17.58
269	Extebank, Stony Brook, N.Y.	234,224	202,157	15.86	285	307,722	266,974	15.26	461,380	443,054	4.14
270	First American Bank of New York	233,441	171,260	36.31	325	723,979	508,679	42.33	1,263,529	937,304	34.80
271	Allied Bank of Dallas	233,110	291,435	-20.01	214	535,465	566,644	-5.50	831,432	789,993	5.25
272	Wilmington Trust Co., Del.	232,884	189,439	22.93	293	1,606,041	1,399,246	14.78	2,743,284	2,303,396	19.10
273	Bank One of Eastern Ohio NA, Youngstown	232,468	197,412	17.76	286	908,551	856,674	6.06	1,365,731	1,284,060	6.36
274	MBank Ft. Worth NA, Tex.	229,400	191,381	19.87	292	702,548	562,682	24.86	905,321	719,445	25.84
275	First Fidelity Bank NA/North Jersey, Totowa	229,365	209,036	9.73	279	1,016,597	834,386	21.84	1,563,241	1,386,679	12.73
276	Guaranty Bank & Trust Co., Lafayette, La.	228,999	268,450	-14.70	228	475,672	555,023	-14.30	713,556	783,449	-8.92
277	Norwest Bank Nebraska NA, Omaha	228,676	301,339	-24.11	204	814,947	822,459	-0.91	1,482,051	1,464,644	1.19
278	Summit Bank, Ft. Wayne, Ind.	227,431	207,968	9.36	280	752,285	622,229	20.90	1,239,615	1,057,362	17.24
279	NS & T Bank NA, Washington, D.C.	225,830	195,736	15.37	287	711,905	725,162	-1.83	1,002,483	1,004,976	-0.25
280	Commonwealth National Bank, Harrisburg, Pa.	223,961	219,319	2.12	269	840,375	770,082	9.13	1,506,664	1,411,173	6.77
281	Sunwest Bank of Albuquerque NA, N.M.	223,413	214,629	4.09	273	790,991	740,768	6.78	1,698,785	1,516,952	11.99
282	Mark Twain Bank NA, Ladue, Mo.	218,991	195,543	11.99	...	786,541	660,040	19.17	1,113,208	924,913	20.36
283	Peoples Bank & Trust Co., Rocky Mount, N.C.	217,932	205,982	5.80	281	596,347	477,703	24.84	886,740	732,957	20.98
284	Republic National Bank, Miami	217,476	241,973	-10.12	249	505,334	404,262	25.00	922,686	887,521	3.96
285	Chittenden Trust Co., Burlington, Vt.	215,949	176,562	22.31	317	723,100	672,287	7.56	977,785	850,007	15.03
286	United Carolina Bank, Whiteville, N.C.	215,407	176,436	22.09	319	1,173,150	995,683	17.82	1,744,077	1,460,546	19.41
287	Banco Central Corp., San Juan, P.R.	215,111	169,393	26.99	N.A.	571,186	456,909	25.01	1,443,031	1,418,023	1.76
288	United States Trust Co., New York	213,871	195,262	9.53	288	1,431,415	1,309,644	9.30	2,837,562	3,157,177	-10.12
289	Lincoln National Bank & Trust Co. of Fort Wayne, Ind.	212,761	176,896	20.27	315	630,050	567,805	10.96	1,102,926	1,025,001	7.60
290	Key Bank of Central New York, Syracuse	211,402	181,604	16.41	307	868,206	777,059	11.73	1,339,447	1,227,943	9.08
291	Norwest Bank Des Moines NA, Iowa	211,311	155,045	36.29	350	731,694	690,283	6.00	1,472,790	1,400,398	5.17
292	Nashville City Bank & Trust Co., Tenn.	209,909	222,572	-5.69	264	462,052	411,780	12.21	648,702	589,396	10.06
293	Union Bank & Trust Co. NA, Grand Rapids, Mich.	208,824	145,586	43.44	363	527,161	439,799	19.86	886,613	784,457	13.02
294	First Los Angeles Bank	208,408	216,242	-3.62	272	444,299	360,318	23.31	714,526	581,443	22.89
295	Sun Bank South Florida NA, Ft. Lauderdale	208,165	142,815	45.76	...	940,701	756,444	24.36	1,857,388	1,637,087	13.46
296	Central Trust Co., Rochester, N.Y.	208,070	184,978	12.48	301	608,274	526,613	15.51	807,193	730,702	10.47
297	Norstar Bank of Long Island, Hempstead, N.Y.	206,755	183,512	12.67	303	869,060	701,698	23.85	1,482,972	1,175,922	26.11
298	Texas Commerce Bank-El Paso, Tex.	204,624	245,471	-16.64	244	458,617	394,801	16.16	906,539	832,843	8.85
299	Merchants Bank NA, Allentown, Pa.	204,027	219,879	-7.21	268	890,928	784,211	13.61	1,481,393	1,331,389	11.27
300	First Union National Bank of South Carolina, Greenville	204,026	188,436	8.27	295	699,047	631,877	10.63	1,116,917	1,023,915	9.08

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Top 300 Banks in Business Loans

Listed Georgraphically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86		BUSINESS LOANS 12/31/86	12/31/85	% Chg.
	ALABAMA			
60	AmSouth Bank NA, Birmingham	1,498,271	1,140,409	31.38
144	SouthTrust Bank of Alabama NA, Birmingham	558,798	481,253	16.11
145	First Alabama Bank, Montgomery	553,650	495,690	11.69
146	Central Bank of the South, Birmingham	550,032	473,522	16.16
	ALASKA			
263	National Bank of Alaska, Anchorage	244,552	294,504	-16.96
	ARIZONA			
50	Valley National Bank of Arizona, Phoenix	1,724,808	1,709,044	0.92
71	First Interstate Bank Arizona NA, Phoenix	1,262,871	1,291,720	-2.23
121	Arizona Bank, Phoenix	641,527	565,380	13.47
125	United Bank of Arizona, Phoenix	634,134	453,358	39.87
	CALIFORNIA			
3	Bank of America NT & SA, San Francisco	23,962,000	29,047,000	-17.51
9	Security Pacific National Bank, Los Angeles	11,620,211	10,083,643	15.24
11	Wells Fargo Bank NA, San Francisco	9,892,997	9,417,587	5.05
16	First Interstate Bank of California, Los Angeles	5,287,842	5,449,294	-2.96
26	Union Bank, Los Angeles	2,835,227	2,509,091	13.00
46	California First Bank, San Francisco	1,801,933	1,649,711	9.23
63	Sanwa Bank California, San Francisco	1,447,230	1,298,654	11.44
85	Bank of California NA, San Francisco	1,029,880	707,499	45.57
104	Sumitomo Bank of California, San Francisco	767,864	699,456	9.78
108	Mitsui Manufacturers Bank, Los Angeles	713,809	736,863	-3.13
135	City National Bank, Beverly Hills	609,371	437,430	39.31
160	Tokai Bank of California, Los Angeles	493,061	192,089	156.68
202	Bank of the West, San Francisco	330,444	310,789	6.32
205	Community Bank, Huntington Park	325,936	361,629	-9.87
215	WestAmerica Bank NA, San Rafael	308,944	254,195	21.54
256	Barclays Bank of California, San Francisco	250,463	247,450	1.22
265	Imperial Bank, Los Angeles	239,624	359,215	-33.29
294	First Los Angeles Bank	208,408	216,242	-3.62
	COLORADO			
168	First Interstate Bank of Denver NA	454,077	514,451	-11.74
217	United Bank of Denver NA	306,117	364,173	-15.94
251	Colorado National Bank, Denver	258,278	296,955	-13.02
	CONNECTICUT			
34	Connecticut Bank & Trust Co. NA, Hartford	2,289,199	1,848,910	23.81
54	Connecticut National Bank, Hartford	1,680,099	1,397,148	20.25
112	Citytrust, Bridgeport	676,024	468,814	44.20
150	Union Trust Co., Stamford	525,544	418,740	25.51
177	Bank of Boston Connecticut, Waterbury	404,112	365,729	10.49
203	United Bank & Trust Co., Hartford	329,602	160,642	105.18
	DELAWARE			
57	Morgan Bank (Delaware), Wilmington	1,554,297	1,491,849	4.19
75	Manufacturers Hanover Bank (Delaware), Wilmington	1,223,626	1,451,633	-15.71
86	Bankers Trust (Delaware), Wilmington	1,025,532	511,009	100.69
107	Chemical Bank (Delaware), Wilmington	714,835	1,102,609	-35.17
128	Citibank (Delaware), New Castle	629,694	220,524	185.54
246	Bank of Delaware, Wilmington	263,387	210,503	25.12
253	Marine Midland Bank (Delaware) NA, Wilmington	257,145	275,894	-6.80
272	Wilmington Trust Co.	232,884	189,439	22.93
	DISTRICT OF COLUMBIA			
95	Riggs National Bank	887,473	770,380	15.20
110	American Security Bank NA	697,253	467,822	49.04
199	First American Bank NA	337,196	230,001	46.61
242	National Bank of Washington	269,632	292,813	-7.92
279	NS & T Bank NA	225,830	195,736	15.37
	FLORIDA			
39	Southeast Bank NA, Miami	2,043,544	1,781,593	14.70
64	NCNB National Bank of Florida, Tampa	1,438,914	1,354,107	6.26
80	Florida National Bank, Jacksonville	1,069,884	934,892	14.44
105	First Union National Bank of Florida, Jacksonville	720,200	672,069	7.16
138	First Florida Bank NA, Tampa	581,397	533,470	8.98
142	Barnett Bank of South Florida NA, Miami	579,573	480,901	20.52
148	Sun Bank NA, Orlando	548,124	454,193	20.68
200	Sun Bank/Miami NA	332,017	296,839	11.85
266	Capital Bank, North Bay Village	238,285	205,701	15.84
284	Republic National Bank, Miami	217,476	241,973	-10.12
295	Sun Bank South Florida NA, Ft. Lauderdale	208,165	142,815	45.76
	GEORGIA			
38	Citizens & Southern National Bank, Atlanta	2,056,517	2,017,463	1.94
67	Trust Company Bank, Atlanta	1,362,258	1,001,192	36.06
68	First National Bank, Atlanta	1,349,533	1,397,185	-3.41
106	Bank South NA, Atlanta	718,647	613,624	17.12
229	National Bank of Georgia, Atlanta	288,890	275,014	5.05
261	First Georgia Bank, Atlanta	246,699	177,511	38.98
	HAWAII			
100	Bank of Hawaii, Honolulu	818,054	690,636	18.45
162	First Hawaiian Bank, Honolulu	480,999	442,858	8.61
	IDAHO			
161	Idaho First National Bank, Boise	485,932	530,953	-8.48
243	First Security Bank Idaho NA, Boise	268,611	225,586	19.07

Rank 12/86		BUSINESS LOANS 12/31/86	12/31/85	% Chg.
	ILLINOIS			
7	Continental Illinois NB&T Co., Chicago	14,167,292	14,054,617	0.80
12	First National Bank, Chicago	9,185,969	8,414,220	9.17
36	Harris Trust & Savings Bank, Chicago	2,125,342	1,894,533	12.18
47	Northern Trust Co., Chicago	1,784,129	1,629,011	9.52
84	American National Bank & Trust Co., Chicago	1,033,842	973,371	6.21
126	Exchange National Bank, Chicago	632,445	469,671	34.66
136	LaSalle National Bank, Chicago	608,662	528,763	15.11
244	Boulevard Bank NA, Chicago	268,049	218,615	22.61
252	Amcore Bank NA, Rockford	257,810	177,649	45.12
255	Chicago-Tokyo Bank	253,242	243,403	4.04
264	Lake Shore National Bank, Chicago	243,743	212,610	14.64
	INDIANA			
97	Bank One Indianapolis NA	864,671	671,399	28.79
101	Indiana National Bank, Indianapolis	807,601	678,024	19.11
157	Merchants National Bank & Trust Co., Indianapolis	505,915	507,882	-0.39
232	First Source Bank, South Bend	287,403	321,975	-10.74
278	Summit Bank, Ft. Wayne	227,431	207,968	9.36
289	Lincoln National Bank & Trust Co., Ft. Wayne	212,761	176,896	20.27
	IOWA			
291	Norwest Bank Des Moines NA	211,311	155,045	36.29
	KANSAS			
214	Bank IV Wichita NA	312,886	309,461	1.11
	KENTUCKY			
83	First National Bank, Louisville	1,061,435	820,864	29.31
99	Citizens Fidelity Bank & Trust Co., Louisville	845,746	781,445	8.23
189	Liberty National Bank & Trust Co., Louisville	368,959	305,442	20.80
245	First Security National Bank & Trust Co., Lexington	264,216	254,080	3.99
	LOUISIANA			
111	Hibernia National Bank, New Orleans	676,188	478,047	41.45
130	Whitney National Bank, New Orleans	626,896	619,650	1.17
239	First National Bank of Commerce, New Orleans	277,015	271,858	1.90
276	Guaranty Bank & Trust Co., Lafayette	228,999	268,450	-14.70
	MAINE			
193	Casco Northern Bank NA, Portland	355,696	274,183	29.73
	MARYLAND			
52	Maryland National Bank, Baltimore	1,714,001	1,522,399	12.59
78	First National Bank of Maryland, Baltimore	1,137,881	1,062,750	7.07
113	Sovran Bank/Maryland, Bethesda	655,477	564,988	16.02
141	Signet Bank/Maryland, Baltimore	580,191	456,084	27.21
155	Equitable Bank NA, Baltimore	509,797	379,112	34.47
183	Mercantile Safe Deposit & Trust Co., Baltimore	390,978	284,616	37.37
233	First American Bank, Silver Springs	287,337	235,365	22.08
	MASSACHUSETTS			
10	First National Bank, Boston	10,137,257	8,573,928	18.23
24	Bank of New England NA, Boston	2,969,870	2,127,395	39.60
62	Shawmut Bank NA, Boston	1,476,809	1,053,793	40.14
114	BayBank Middlesex, Burlington	655,385	516,658	26.85
127	State Street Bank & Trust Co., Boston	632,370	627,353	0.80
179	Bank of New England-West NA, Springfield	401,352	350,459	14.52
190	Shawmut Worcester County Bank NA	365,802	238,601	53.31
216	South Shore Bank, Quincy	308,513	221,100	39.54
218	Arlington Trust Co., Lawrence	303,697	248,865	22.03
237	United States Trust Co., Boston	280,800	262,052	7.15
250	Patriot Bank NA, Boston	259,225	229,992	12.71
	MICHIGAN			
19	National Bank of Detroit	4,288,159	3,862,416	11.02
43	Comerica Bank-Detroit	1,980,477	1,904,272	4.00
48	Manufacturers National Bank, Detroit	1,779,557	1,625,903	9.45
124	Michigan National Bank, Detroit	634,343	568,569	11.57
134	Old Kent Bank & Trust Co., Grand Rapids	614,056	537,876	14.16
226	Michigan National Bank, Lansing	293,910	294,163	-0.09
293	Union Bank & Trust Co. NA, Grand Rapids	208,824	145,586	43.44
	MINNESOTA			
27	First National Bank, Minneapolis	2,731,361	2,433,176	12.25
45	Norwest Bank Minneapolis NA	1,916,825	1,866,139	2.72
55	First National Bank, St. Paul	1,615,676	1,203,929	34.20
238	Marquette Bank Minneapolis NA	277,160	225,203	23.07
	MISSISSIPPI			
181	Deposit Guaranty National Bank, Jackson	397,103	423,329	-6.20
187	Trustmark National Bank, Jackson	374,676	383,724	-2.36
	MISSOURI			
98	Mercantile Bank NA, St. Louis	846,575	836,632	1.19
120	Centerre Bank NA, St. Louis	643,757	656,785	-1.98
149	Boatmen's National Bank, St. Louis	540,979	477,472	13.30
191	Merchants Bank, Kansas City	357,564	336,792	6.17
225	Boatmen's First National Bank of Kansas City	294,485	297,747	-1.10
228	Commerce Bank of Kansas City NA	293,702	257,357	14.12
241	Commerce Bank of St. Louis NA, Clayton	270,831	208,784	29.72
254	United Missouri Bank Kansas City NA	253,686	219,993	15.32
282	Mark Twain Bank NA, Ladue	218,991	195,543	11.99

American Banker 22

June 24, 1987

Top 300 Banks in Business Loans

Listed Georgraphically by Order of Size within States

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Rank 12/86		BUSINESS LOANS 12/31/86	BUSINESS LOANS 12/31/85	% Chg.
	NEBRASKA			
277	Norwest Bank Nebraska NA, Omaha	228,676	301,339	–24.11
	NEVADA			
153	First Interstate Bank of Nevada NA, Reno	517,972	455,276	13.77
207	Valley Bank of Nevada, Las Vegas	322,884	223,218	44.65
	NEW JERSEY			
40	First Fidelity Bank NA, Newark	2,038,531	1,793,547	13.66
69	Midlantic National Bank, Newark	1,292,503	1,079,499	19.73
89	United Jersey Bank, Hackensack	989,218	746,073	32.59
92	First Jersey National Bank, Jersey City	913,188	722,424	26.41
132	Midlantic National Bank/South, Cherry Hill	623,616	564,813	10.41
152	New Jersey National Bank, Pennington	521,252	451,392	15.48
173	First National Bank, Toms River	422,195	267,139	58.04
180	Midlantic National Bank/North, West Paterson	401,197	307,891	30.30
185	National State Bank, Elizabeth	387,878	362,176	7.10
188	First Jersey National Bank South, Atlantic City	371,113	305,646	21.42
192	Midlantic National Bank/Merchants, Neptune Twp.	356,468	193,005	84.69
194	National Community Bank, Rutherford	354,058	273,830	29.30
201	Horizon Bank NA, Morristown	331,718	288,071	15.15
248	Citizens First National Bank, Ridgewood	260,314	150,932	72.47
249	Trust Company of New Jersey, Jersey City	260,293	170,809	52.39
260	Commercial Trust Co., Jersey City	247,948	181,136	36.88
275	First Fidelity Bank NA/North Jersey, Totowa	229,365	209,036	9.73
	NEW MEXICO			
268	First National Bank, Albuquerque	236,513	273,303	–13.46
281	Sunwest Bank of Albquerque NA	223,413	214,629	4.09
	NEW YORK			
1	Citibank NA, New York	35,647,000	35,974,000	–0.91
2	Chase Manhattan Bank NA, New York	25,072,544	27,749,431	–9.65
4	Manufacturers Hanover Trust Co., New York	21,787,000	21,444,592	1.60
5	Chemical Bank, New York	15,274,000	16,045,078	–4.81
6	Morgan Guaranty Trust Co., New York	14,277,386	15,707,412	–9.10
8	Bankers Trust Co., New York	13,625,881	11,976,597	13.77
14	Marine Midland Bank NA, Buffalo	6,390,542	6,433,761	–0.67
15	Bank of New York	6,099,492	4,699,421	29.79
18	National Westminster Bank USA, New York	4,414,464	3,591,344	22.92
20	Irving Trust Co., New York	4,216,995	3,860,331	9.24
35	Bank of Tokyo Trust Co., New York	2,286,793	1,783,687	28.21
53	European American Bank, New York	1,680,363	2,180,245	–22.93
76	Republic National Bank, New York	1,206,864	856,269	40.94
79	Bank Leumi Trust Co., New York	1,114,918	1,094,639	1.85
81	Chase Lincoln First Bank NA, Rochester	1,069,100	872,197	22.58
82	Industrial Bank of Japan Trust Co., New York	1,061,872	776,374	36.77
96	Fuji Bank & Trust Co., New York	866,147	711,795	21.68
115	Israel Discount Bank of New York	653,641	563,900	15.91
116	Norstar Bank of Upstate N.Y., Albany	652,944	448,582	45.56
131	IBJ Schroder Bank & Trust Co., New York	624,552	492,626	26.78
133	Canadian Imperial Bank of Commerce (New York)	615,374	439,791	39.92
163	Manufacturers & Traders Trust Co., Buffalo	470,[illegible]19	475,647	–1.08
166	Barclays Bank of New York NA	462,611	473,900	–2.38
174	Long Island Trust Co. NA, Garden City	417,613	385,126	8.44
206	Norstar Bank NA, Buffalo	324,357	254,376	27.51
220	Norstar Bank, Rochester	303,298	296,286	2.37
221	Daiwa Bank Trust Co., New York	300,349	160,242	87.43
231	Key Bank NA, Albany	287,700	272,126	5.72
269	Extebank, Stony Brook	234,224	202,157	15.86
270	First American Bank of New York	233,441	171,260	36.31
288	United States Trust Co., New York	213,871	195,262	9.53
290	Key Bank of Central New York, Syracuse	211,402	181,604	16.41
296	Central Trust Co., Rochester	208,070	184,978	12.48
297	Norstar Bank of Long Island, Hempstead	206,755	183,512	12.67
	NORTH CAROLINA			
22	NCNB National Bank of North Carolina, Charlotte	3,476,084	2,934,106	18.47
31	Wachovia Bank & Trust Co. NA, Winston Salem	2,381,513	2,020,562	17.86
42	First Union National Bank, Charlotte	1,999,717	2,009,106	–0.47
170	Branch Banking & Trust Co., Wilson	451,739	398,932	13.24
178	Southern National Bank, Lumberton	403,961	313,141	29.00
195	First Citizens Bank & Trust Co., Raleigh	344,994	316,410	9.03
259	Planters National Bank & Trust Co., Rocky Mount	248,215	202,820	22.38
283	Peoples Bank & Trust Co., Rocky Mount	217,932	205,982	5.80
286	United Carolina Bank, Whitevlle	215,407	176,436	22.09
	OHIO			
30	AmeriTrust Co NA, Cleveland	2,389,819	1,902,269	25.63
56	National City Bank, Cleveland	1,576,867	1,167,340	35.08
72	Huntington National Bank, Columbus	1,231,315	1,180,820	4.28
74	Society National Bank, Cleveland	1,224,035	1,061,151	15.35
94	BancOhio National Bank, Columbus	888,059	765,777	15.97
103	Toledo Trust Co.	776,211	453,572	71.13
118	Bank One Columbus NA	649,018	466,504	39.12
122	Central Trust Co. NA, Cincinnati	640,973	424,265	51.08
171	First National Bank, Cincinnati	426,498	305,021	39.83
182	Fifth Third Bank, Cincinnati	395,062	247,857	59.39
208	Bank One Cleveland NA	321,654	284,466	13.07
209	Society Bank NA, Dayton	320,838	214,956	49.26
212	Bank One, Dayton, NA	315,177	259,994	21.22
235	Provident Bank, Cincinnati	284,519	247,279	15.06
273	Bank One of Eastern Ohio NA, Youngstown	232,468	197,412	17.76
	OKLAHOMA			
159	Bank of Oklahoma NA, Tulsa	502,946	535,512	–6.08
234	Liberty National Bank & Trust Co., Oklahoma City	287,002	329,366	–12.86
	OREGON			
49	United States National Bank, Portland	1,753,117	1,597,957	9.71
61	First Interstate Bank of Oregon NA, Portland	1,478,223	1,414,287	4.52
223	Oregon Bank, Portland	299,383	255,450	17.20
262	Key Bank of Oregon, Portland	245,824	214,292	14.71
	PENNSYLVANIA			
13	Mellon Bank NA, Pittsburgh	8,260,387	8,713,292	–5.20
23	Pittsburgh National Bank	3,073,497	2,116,921	45.19
29	Fidelity Bank NA, Malvern	2,408,736	2,055,834	17.17
32	Philadelphia National Bank	2,352,718	2,153,091	9.27
44	Meridian Bank, Reading	1,955,176	1,501,226	30.24
65	Mellon Bank (East) NA, Philadelphia	1,420,472	1,435,079	–1.02
66	Provident National Bank, Philadelphia	1,373,484	1,008,611	36.18
70	First Pennsylvania Bank NA, Philadelphia	1,271,693	1,093,764	16.27
87	Continental Bank, Norristown	1,016,845	985,018	3.23
140	Northeastern Bank of Pennsylvania, Wilkes-Barre	580,313	411,649	40.97
172	Hamilton Bank, Lancaster	424,759	456,645	–6.98
175	Union National Bank, Pittsburgh	411,285	324,133	26.89
176	Equibank, Pittsburgh	404,907	405,653	–0.18
204	First Eastern Bank NA, Wilkes-Barre	327,852	263,827	24.27
219	Bucks County Bank & Trust Co., Perkasie	303,406	256,534	18.27
257	York Bank & Trust Co.	249,902	209,378	19.35
258	Dauphin Deposit Bank & Trust Co., Harrisburg	249,341	242,647	2.76
280	Commonwealth National Bank, Harrisburg	223,961	219,319	2.12
299	Merchants Bank NA, Allentown	204,027	219,879	–7.21
	PUERTO RICO			
154	Banco Popular de Puerto Rico, San Juan	512,471	452,729	13.20
236	Banco de Ponce	283,755	233,711	21.41
287	Banco Central Corp., San Juan	215,111	169,393	26.99
	RHODE ISLAND			
59	Fleet National Bank, Providence	1,537,606	1,251,305	22.88
102	Rhode Island Hospital Trust National Bank, Providence	787,628	565,402	39.30
	SOUTH CAROLINA			
88	South Carolina National Bank, Charleston	1,004,001	804,432	24.81
167	Citizens & Southern National Bank, Charleston	459,381	436,008	5.36
196	NCNB South Carolina, Columbia	344,071	246,123	39.80
300	First Union National Bank of South Carolina, Greenville	204,026	188,436	8.27
	SOUTH DAKOTA			
197	First Bank South Dakota NA, Sioux Falls	341,129	394,450	–13.52
	TENNESSEE			
93	First Tennessee Bank NA, Memphis	888,442	831,080	6.90
123	First American National Bank, Nashville	638,155	554,496	15.09
137	Third National Bank, Nashville	594,964	580,412	2.51
158	Union Planters National Bank, Memphis	503,037	262,787	91.42
164	Commerce Union Bank, Nashville	467,117	401,788	16.26
213	National Bank of Commerce, Memphis	313,263	286,224	9.45
247	First American Bank Knoxville NA	262,921	247,362	6.29
292	Nashville City Bank & Trust Co.	209,909	222,572	–5.69
	TEXAS			
17	Texas Commerce Bank NA, Houston	4,856,777	4,503,225	7.85
21	RepublicBank Dallas NA	4,213,143	4,551,822	–7.44
25	InterFirst Bank Dallas NA	2,957,245	3,515,201	–15.87
33	MBank Dallas NA	2,336,147	2,486,711	–6.05
37	First City National Bank, Houston	2,058,040	2,810,288	–26.77
73	Allied Bank of Texas, Houston	1,229,362	1,316,519	–6.62
77	MBank Houston NA	1,168,204	1,217,512	–4.05
109	Texas American Bank/Ft. Worth NA	713,191	750,707	–5.00
119	RepublicBank Houston NA	644,303	798,068	–19.27
184	Frost National Bank, San Antonio	390,869	359,086	8.85
186	Texas Commerce Bank-Austin NA	386,523	385,577	0.25
198	NBC Bank-San Antonio NA	338,945	310,602	9.13
210	Laredo National Bank	320,579	320,150	0.13
222	InterFirst Bank Ft. Worth NA	299,789	368,495	–18.65
224	InterFirst Bank Austin NA	297,937	362,010	–17.70
240	First City Bank, Dallas	274,941	337,849	–18.62
267	MBank El Paso NA	237,367	314,266	–24.47
271	Allied Bank of Dallas	233,110	291,435	–20.01
274	MBank Ft. Worth NA	229,400	191,381	19.87
298	Texas Commerce Bank-El Paso	204,624	245,471	–16.64
	UTAH			
139	First Security Bank of Utah NA, Ogden	581,249	455,194	27.69
165	Zions First National Bank, Salt Lake City	465,701	517,080	–9.94
	VERMONT			
285	Chittenden Trust Co., Burlington	215,949	176,562	22.31
	VIRGINIA			
41	Sovran Bank NA, Richmond	2,002,602	1,665,605	20.23
58	United Virginia Bank, Richmond	1,550,434	1,586,075	–2.25
91	Signet Bank/Virginia, Richmond	953,720	873,671	9.16
117	First American Bank of Virginia, McLean	651,763	554,178	17.61
151	Dominion Bank NA, Roanoke	521,842	505,424	3.25
156	Central Fidelity Bank, Richmond	509,555	489,315	4.14
	WASHINGTON			
28	Seattle-First National Bank	2,421,105	2,915,727	–16.96
51	Rainier National Bank, Seattle	1,715,472	1,593,234	7.67
143	First Interstate Bank of Washington NA, Spokane	567,854	555,348	2.25
147	Peoples National Bank, Seattle	548,628	550,422	–0.33
211	Old National Bank of Washington, Spokane	319,720	404,852	–21.03
230	Puget Sound National Bank, Tacoma	287,750	261,210	10.16
	WISCONSIN			
90	First Wisconsin National Bank, Milwaukee	962,932	957,713	0.54
129	M & I Marshall & Ilsley Bank, Milwaukee	627,497	525,532	19.40
169	Marine Bank NA, Milwaukee	452,478	401,868	
227	First Bank NA-Milwaukee	293,773	257,532	14.07

Domestic Business Loans of Top Lenders

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		DOMESTIC BUSINESS LOANS 12/31/86	12/31/85	% Chg.	Domestic Bus. Loans As % of Business Loans 12/31/86	12/31/85	BAD BUSINESS LOANS 12/31/86	12/31/85	Bad Business Loans as % Of Domestic Bus. Loans 12/31/86	12/31/85	GROSS INTEREST INCOME 12/31/86	12/31/85	% Chg.
1	Citibank NA, New York	12,174,000	10,692,000	13.86	34.15	29.72	507,000	271,000	4.16	2.53	1,069,000	1,275,000	-16.16
2	Chase Manhattan Bank NA, New York	7,667,260	6,438,703	19.08	30.58	23.20	391,556	424,914	5.11	6.60	553,946	807,956	-31.44
3	Bank of America NT & SA, San Francisco	10,683,000	10,784,000	-0.94	44.58	37.13	941,000	917,000	8.81	8.50	1,095,000	1,388,000	-21.11
4	Manufacturers Hanover Trust Co., New York	13,008,000	12,273,830	5.98	59.71	57.24	1,036,000	547,791	7.96	4.46	1,064,000	1,304,705	-18.45
5	Chemical Bank, New York	10,160,000	9,377,819	8.34	66.52	58.45	582,000	296,077	5.73	3.16	872,000	1,047,101	-16.72
6	Morgan Guaranty Trust Co., New York	4,741,739	3,999,092	18.57	33.21	25.46	173,580	163,474	3.66	4.09	351,619	443,306	-20.68
7	Continental Illinois National Bank & Trust Co., Chicago	9,353,778	9,264,466	0.96	66.02	65.92	307,987	326,726	3.29	3.53	819,451	1,084,134	-24.41
8	Bankers Trust Co., New York	8,276,072	7,325,559	12.98	60.74	61.17	360,444	248,762	4.36	3.40	659,565	790,323	-16.54
9	Security Pacific National Bank, Los Angeles	9,472,907	8,214,481	15.32	81.52	81.46	605,703	509,081	6.39	6.20	680,379	828,398	-17.87
10	First National Bank, Boston	7,376,607	5,712,776	29.12	72.77	66.63	194,850	180,649	2.64	3.16	617,341	504,437	22.38
11	Wells Fargo Bank NA, San Francisco	9,059,342	8,295,257	9.21	91.57	88.08	236,615	315,108	2.61	3.80	575,904	915,960	-37.13
12	First National Bank, Chicago	6,484,239	5,343,160	21.36	70.59	63.50	280,857	200,760	4.33	3.76	522,250	608,967	-14.24
13	Mellon Bank NA, Pittsburgh	7,407,002	7,549,897	-1.89	89.67	86.65	340,128	196,817	4.59	2.61	675,331	695,649	-2.92
14	Marine Midland Bank NA, Buffalo, N.Y.	5,009,000	4,292,841	16.68	78.38	66.72	258,129	200,710	5.15	4.68	403,949	431,595	-6.41
15	Bank of New York	3,343,206	2,249,086	48.65	54.81	47.86	90,178	98,356	2.70	4.37	223,461	197,096	13.38
16	First Interstate Bank of California, Los Angeles	3,903,475	3,938,002	-0.88	73.82	72.27	183,466	157,130	4.70	3.99	393,984	437,901	-10.03
17	Texas Commerce Bank NA, Houston	4,377,152	4,007,158	9.23	90.12	88.98	316,160	171,017	7.22	4.27	304,541	360,203	-15.45
18	National Westminster Bank USA, New York	4,186,869	3,301,789	26.81	94.84	91.94	57,509	50,276	1.37	1.52	341,935	296,387	15.37
19	National Bank of Detroit	3,606,039	3,333,745	8.17	84.09	86.31	59,219	68,989	1.64	2.07	295,412	323,989	-8.82
20	Irving Trust Co., New York	2,456,905	1,976,902	24.28	58.26	51.21	50,121	72,970	2.04	3.69	160,870	223,359	-27.98
21	RepublicBank Dallas NA	3,538,358	3,873,649	-8.66	83.98	85.10	196,450	101,444	5.55	2.62	319,727	353,933	-9.66
22	NCNB National Bank of North Carolina, Charlotte	3,345,704	2,722,423	22.89	96.25	92.79	62,494	53,107	1.87	1.95	262,304	253,141	3.62
23	Pittsburgh National Bank	2,702,268	1,901,647	42.10	87.92	89.83	64,083	46,544	2.37	2.45	191,390	191,400	-0.01
24	Bank of New England NA, Boston	2,825,627	2,019,257	39.93	95.14	94.92	101,982	78,379	3.61	3.88	267,907	225,742	18.68
25	InterFirst Bank Dallas NA	2,647,832	3,056,838	-13.38	89.54	86.96	272,903	210,174	10.31	6.88	240,571	295,944	-18.71
26	Union Bank, Los Angeles	2,822,250	2,500,091	12.89	99.54	99.64	99,619	94,874	3.53	3.79	244,002	238,095	2.48
27	First National Bank, Minneapolis	2,388,842	2,217,544	7.72	87.46	91.14	51,092	93,159	2.14	4.20	221,866	224,476	-1.16
28	Seattle-First National Bank	2,211,217	2,584,583	-14.45	91.33	88.64	187,744	237,165	8.49	9.18	223,509	266,869	-16.25
29	Fidelity Bank NA, Malvern, Pa.	2,163,719	1,811,962	19.41	89.83	88.14	32,433	34,765	1.50	1.92	179,795	173,946	3.36
30	AmeriTrust Co. NA, Cleveland	2,379,188	1,869,327	27.28	99.56	98.27	99,607	79,826	4.19	4.27	190,148	181,691	4.65
31	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	2,294,406	1,894,294	21.12	96.34	93.75	17,541	8,759	0.76	0.46	173,880	177,580	-2.08
32	Philadelphia National Bank	2,101,463	1,856,511	13.19	89.32	86.23	26,095	7,761	1.24	0.42	202,288	199,940	1.17
33	MBank Dallas NA	2,295,514	2,453,382	-6.43	98.26	98.66	158,164	176,614	6.89	7.20	180,110	223,794	-19.52
34	Connecticut Bank & Trust Co. NA, Hartford	2,270,265	1,812,006	25.29	99.17	98.00	31,154	19,195	1.37	1.06	168,205	184,174	-8.67
35	Bank of Tokyo Trust Co., New York	1,958,862	1,393,206	40.60	85.66	78.11	0	4,387	0.00	0.31	117,454	133,279	-11.87
36	Harris Trust & Savings Bank, Chicago	2,021,848	1,823,445	10.88	95.13	96.25	39,005	31,158	1.93	1.71	177,791	177,206	0.33
37	First City National Bank, Houston	1,868,909	2,598,164	-28.07	90.81	92.45	292,933	249,385	15.67	9.60	172,920	286,525	-39.65
38	Citizens & Southern National Bank, Atlanta	2,029,027	1,985,738	2.18	98.66	98.43	22,326	13,274	1.10	0.67	188,875	192,010	-1.63
39	Southeast Bank NA, Miami	2,027,824	1,755,395	15.52	99.23	98.53	25,497	28,934	1.26	1.65	177,006	180,720	-2.06
40	First Fidelity Bank NA, Newark, N.J.	2,038,531	1,793,547	13.66	100.00	100.00	64,601	32,930	3.17	1.84	177,701	180,592	-1.60
41	Sovran Bank NA, Richmond	2,002,602	1,659,723	20.66	100.00	99.65	15,732	12,845	0.79	0.77	177,783	164,751	7.91
42	First Union National Bank, Charlotte	1,981,574	1,992,319	-0.54	99.09	99.16	20,819	28,391	1.05	1.43	166,458	192,685	-13.61
43	Comerica Bank-Detroit	1,980,477	1,872,011	5.79	100.00	98.31	23,746	55,793	1.20	2.98	176,224	166,030	6.14
44	Meridian Bank, Reading, Pa.	1,955,176	1,501,226	30.24	100.00	100.00	27,456	24,102	1.40	1.61	152,604	159,736	-4.46
45	Norwest Bank Minneapolis NA	1,784,630	1,736,314	2.78	93.10	93.04	78,234	99,368	4.38	5.72	126,986	185,577	-31.57
46	California First Bank, San Francisco	1,681,868	1,522,410	10.47	93.34	92.28	32,557	58,532	1.94	3.84	142,884	155,480	-8.10
47	Northern Trust Co., Chicago	1,519,783	1,368,685	11.04	85.18	84.02	28,548	34,814	1.88	2.54	122,906	126,557	-2.88
48	Manufacturers National Bank, Detroit	1,726,041	1,551,212	11.27	96.99	95.41	19,649	27,109	1.14	1.75	150,654	150,131	0.35
49	United States National Bank, Portland	1,753,117	1,597,957	9.71	100.00	100.00	35,456	65,966	2.02	4.13	166,635	156,588	6.42
50	Valley National Bank of Arizona, Phoenix	1,706,407	1,685,934	1.21	98.93	98.65	46,337	50,463	2.72	2.99	157,720	185,380	-14.92
51	Rainier National Bank, Seattle	1,224,945	1,218,165	0.56	71.41	76.46	20,285	52,319	1.66	4.29	115,915	136,849	-15.30
52	Maryland National Bank, Baltimore	1,611,323	1,274,940	26.38	94.01	83.75	21,589	31,969	1.34	2.51	133,202	125,585	6.07
53	European American Bank, New York	1,484,405	1,884,186	-21.22	88.34	86.42	122,631	79,800	8.26	4.24	159,862	229,581	-30.37
54	Connecticut National Bank, Hartford	1,674,537	1,382,895	21.09	99.67	98.98	28,087	39,568	1.68	2.86	152,725	151,092	1.08
55	First National Bank, St. Paul, Minn.	1,615,676	1,201,920	34.42	100.00	99.83	84,771	51,137	5.25	4.25	108,080	133,249	-18.89
56	National City Bank, Cleveland	1,536,022	1,125,141	36.52	97.41	96.39	28,887	10,023	1.88	0.89	124,730	115,754	7.75
57	Morgan Bank (Delaware), Wilmington	1,469,345	1,426,208	3.02	94.53	95.60	545	663	0.04	0.05	116,171	124,705	-6.84
58	United Virginia Bank, Richmond	1,548,327	1,583,171	-2.20	99.86	99.82	18,116	15,698	1.17	0.99	145,459	174,097	-16.45
59	Fleet National Bank, Providence, R.I.	1,476,709	1,156,857	27.65	96.04	92.45	24,546	25,768	1.66	2.23	121,427	116,077	4.61
60	AmSouth Bank NA, Birmingham, Ala.	1,495,896	1,132,739	32.06	99.84	99.33	19,036	25,110	1.27	2.22	117,716	111,058	6.00
61	First Interstate Bank of Oregon NA, Portland	1,453,137	1,394,876	4.18	98.30	98.63	24,646	18,390	1.70	1.32	129,952	130,093	-0.11
62	Shawmut Bank NA, Boston	1,458,557	1,027,442	41.96	98.76	97.50	30,362	17,120	2.08	1.67	118,110	106,283	11.13
63	Sanwa Bank California, San Francisco	1,445,123	1,290,667	11.97	99.85	99.38	86,385	44,884	5.98	3.48	76,477	129,754	-41.06
64	NCNB National Bank of Florida, Tampa	1,437,806	1,352,999	6.27	99.92	99.92	18,697	25,245	1.30	1.87	138,988	125,650	10.62
65	Mellon Bank (East) NA, Philadelphia	1,420,472	1,435,079	-1.02	100.00	100.00	51,744	64,201	3.64	4.47	135,542	150,107	-9.70
66	Provident National Bank, Philadelphia	1,371,534	985,417	39.18	99.86	97.70	6,673	8,456	0.49	0.86	102,487	92,722	10.53
67	Trust Company Bank, Atlanta	1,342,228	978,351	37.19	98.53	97.72	5,164	2,729	0.38	0.28	105,121	100,965	4.12
68	First National Bank, Atlanta	1,310,955	1,336,400	-1.90	97.14	95.65	14,386	45,904	1.10	3.43	113,168	121,255	-6.67
69	Midlantic National Bank, Newark, N.J.	1,258,786	1,061,643	18.57	97.39	98.35	17,582	26,512	1.40	2.50	100,603	111,940	-10.13
70	First Pennsylvania Bank NA, Philadelphia	1,242,082	1,046,730	18.66	97.67	95.70	33,918	48,513	2.73	4.63	104,933	108,555	-3.34
71	First Interstate Bank of Arizona NA, Phoenix	1,262,871	1,290,019	-2.10	100.00	99.87	38,238	26,530	3.03	2.06	128,630	145,004	-11.29
72	Huntington National Bank, Columbus, Ohio	1,219,259	1,171,182	4.10	99.02	99.18	16,426	19,978	1.35	1.71	110,390	117,542	-6.08
73	Allied Bank of Texas, Houston	1,229,362	1,316,519	-6.62	100.00	100.00	131,326	144,733	10.68	10.99	103,563	127,752	-18.93
74	Society National Bank, Cleveland	1,218,368	1,046,493	16.42	99.54	98.62	22,851	17,790	1.88	1.70	103,199	107,445	-3.95
75	Manufacturers Hanover Bank (Delaware), Wilmington	1,174,589	1,399,606	-16.08	95.99	96.42	12,067	16,650	1.03	1.19	95,350	111,364	-14.38
76	Republic National Bank, New York	621,925	473,603	31.32	51.53	55.31	2,647	2,691	0.43	0.57	58,933	54,413	8.31
77	MBank Houston NA	1,156,875	1,159,617	-0.24	99.03	95.24	106,927	38,954	9.24	3.36	92,964	104,406	-10.96
78	First National Bank of Maryland, Baltimore	996,345	871,001	14.39	87.56	81.96	22,203	13,076	2.23	1.50	83,420	95,212	-12.38
79	Bank Leumi Trust Co., New York	993,218	920,405	7.91	89.08	84.08	22,804	22,075	2.30	2.40	88,390	95,887	-7.82
80	Florida National Bank, Jacksonville	1,069,013	933,922	14.46	99.92	99.90	36,790	16,486	3.44	1.77	97,368	95,864	1.57
81	Chase Lincoln First Bank NA, Rochester, N.Y.	1,046,535	833,853	25.51	97.89	95.60	20,759	29,549	1.98	3.54	81,432	93,399	-12.81
82	Industrial Bank of Japan Trust Co., New York	956,860	656,398	45.77	90.11	84.55	4,070	0	0.43	0.00	65,555	49,193	33.26
83	First National Bank, Louisville, Ky.	1,061,385	820,814	29.31	100.00	99.99	8,909	7,834	0.84	0.95	80,892	82,083	-1.45
84	American National Bank & Trust Co., Chicago	965,974	812,095	18.95	93.44	83.43	21,035	13,975	2.18	1.72	80,601	91,874	-12.27
85	Bank of California NA, San Francisco	888,942	591,878	50.19	86.32	83.66	35,164	56,729	3.96	9.58	68,712	69,106	-0.57
86	Bankers Trust (Delaware), Wilmington	1,025,532	511,009	100.69	100.00	100.00	0	0	0.00	0.00	67,046	11,015	508.68
87	Continental Bank, Norristown, Pa.	1,016,845	985,018	3.23	100.00	100.00	27,111	31,377	2.67	3.19	92,683	106,338	-12.84
88	South Carolina National Bank, Charleston, S.C.	1,004,001	804,432	24.81	100.00	100.00	8,752	8,647	0.87	1.07	86,844	88,894	-2.31
89	United Jersey Bank, Hackensack, N.J.	989,218	746,073	32.59	100.00	100.00	15,269	18,723	1.54	2.51	84,504	76,930	9.85
90	First Wisconsin National Bank, Milwaukee	881,936	868,666	1.53	91.59	90.70	50,453	52,459	5.72	6.04	87,017	102,811	-15.36
91	Signet Bank/Virginia, Richmond	931,578	850,342	9.55	97.68	97.33	6,451	10,956	0.69	1.29	81,844	82,087	-0.30
92	First Jersey National Bank, Jersey City, N.J.	909,184	722,424	25.85	99.56	100.00	4,710	3,767	0.52	0.52	73,304	76,126	-3.71
93	First Tennessee Bank NA, Memphis	888,442	830,380	6.99	100.00	99.92	23,522	36,773	2.65	4.43	91,872	101,313	-9.32
94	BancOhio National Bank, Columbus	883,900	758,312	16.56	99.53	99.03	30,322	45,442	3.43	5.99	79,232	86,800	-8.72
95	Riggs National Bank, Washington, D.C.	757,034	650,477	16.38	85.30	84.44	584	900	0.08	0.14	59,028	53,855	9.61
96	Fuji Bank & Trust Co., New York	801,936	645,277	24.28	92.59	90.65	0	0	0.00	0.00	34,360	46,567	-26.21
97	Bank One Indianapolis NA, Ind.	863,598	669,864	28.92	99.88	99.77	10,709	6,905	1.24	1.03	70,189	68,615	2.29
98	Mercantile Bank NA, St. Louis	758,748	737,154	2.93	89.63	88.11	22,513	21,607	2.97	2.93	72,745	72,484	0.36
99	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	845,746	781,445	8.23	100.00	100.00	54,898	33,426	6.49	4.28	77,456	90,242	-14.17
100	Bank of Hawaii, Honolulu	649,906	568,239	14.37	79.45	82.28	13,064	17,471	2.01	3.07	49,897	53,433	-6.62

All data were provided to American Banker by **ADP Data Services Division, New York,** from their data base of the Federal regulatory Report of Condition (RC) and Report of Income (RI). ADP restates the 1985 data on a pro forma basis for mergers in 1986. **Domestic Business Loans** are business loans to both domestic and foreign customers that were booked in the domestic offices of the bank. These data are from RC-Schedule C, Column B (Domestic offices), items 4.a. plus 4.b.

Bad Business Loans are domestically-booked business loans that are 90 or more days past due plus domestically-booked business loans placed on a nonaccrual basis. Data are from Schedule RC-N, item 1b plus item 1C. **Gross Interest Income** is gross interest and fee income on business loans booked in domestic offices. Data are from Schedule RI, item 1.a.(1).(d).

FROM THE REGIONS

NEW ENGLAND

Continued from Page 1

These developments come at a time when many bankers, disillusioned with the slim margins of commercial lending, are looking for more profits from consumer banking.

Rooted in the suburbs, BayBanks was formed outside Boston in 1928 by Bank of Boston executives who wanted an out-of-town distribution network at a time when the bank was not permitted to open branches there.

Then came a long series of acquisitions, primarily in the suburbs around Boston. BayBanks' branch network, which now rings the city in the affluent suburbs of Middlesex and Norfolk counties, is the envy of Massachusetts bankers.

BayBanks did not move into Boston until 1978, when it chartered BayBank Boston. Since then, BayBanks has poured tens of millions of dollars into its ATM network, which now amounts to some 700 teller machines.

With the biggest teller machine network of any bank in the state, BayBanks established a firm hold on the area's young professionals. And the convenience of its ATM network has allowed BayBanks to charge higher-than-average fees for some services.

But last year, BayBanks' major competitors got together and agreed to form a joint, or shared, ATM network, by joining an existing network present in other New England states, Yankee 24. They invited BayBanks to join, but the company declined.

The new members of Yankee 24 include Bank of Boston, Bank of New England, and Shawmut Bank — all based in Boston, all active in the retail market, and all bigger than the $7.6 billion-asset BayBanks.

Yankee 24 expects to be operational in Massachusetts within a few weeks. It hopes to have some 700 ATMs in the state by the end of the summer, said Janet L. Pruitt, a vice president at Shawmut Bank in Boston.

Yankee 24 is also marketing the network to other banks around the state.

"The Yankee 24 is really going to level the playing field," said Linda Kanner, who runs retail banking in Massachusetts for Bank of Boston.

The emergence of Yankee 24 has caused a ruckus. BayBanks is fighting the new network in court and in the state house.

BayBanks has filed suit against the network in U.S. District Court in Boston charging unfair competitive practices regarding the fees structure of Yankee 24, said William T. Sandalls Jr., a vice chairman at BayBanks.

About 70 institutions have installed some 100 teller machines in BayBank's network, and these institutions are also eligible to join Yankee 24.

The Joint Committee on Banks and Banking of the Massachusetts legislature is considering a bill that would force Yankee 24 to change its fee structure.

"You've got six big bullies behind this rival network," Mr. Sandalls said. "That's a fairly formidable array of banking power."

Even if Yankee 24 begins running as planned, BayBanks executives said they will maintain an ATM advantage.

BayBanks has visually distinguished all its branches and teller machines with bright green and blue stripes, and the firm's competitors credit BayBanks with creating a readily identifiable image for Massachusetts consumers.

"They are true retailers," said Bank of Boston's Ms. Kanner.

Bank of Boston, which has attracted an older, more affluent clientele than BayBanks, is considering revamping its 129 branches in Massachusetts and boosting its marketing budget, Ms. Kanner said.

"I'm right in the middle of the project," she said. "We have not done what BayBanks has done so terrifically."

Meanwhile, Bank of New England recently completed its acquisition of Conifer Group Inc., which has roughly doubled the bank's branches and deposits in the state.

"It extends our presence importantly in almost all the markets in Massachusetts," said Richard D. Driscoll, president of Bank of New England. The bank now has about 250 branches around the state.

Bank of New England, traditionally known as a strong wholesale bank, has become more active in the retail market since its merger with Connecticut Bank and Trust, which runs an aggressive retail banking operation.

"When you combine CBT's retail experience with Bank of New England's distribution network, you now present a potential competitive threat to BayBanks," said Mike Turillo, a Boston based partner with Peat Marwick Main & Co.

A few months ago, Bank of New England hired away BayBanks' advertising agency, Hill Holliday Connors Cosmopulos Inc., after using another agency for about 30 years.

Separately, Hartford National Corp., which concentrates on retail banking in its home market of Connecticut, has acquired a handful of institutions around Boston that have total assets of about $4 billion. But so far, Hartford National has made few changes at those institutions.

BayBanks has already gone through the difficult and often disruptive process of consolidating its different banks. The company now has an integrated data processing system that links all its 240 branches. ■

Retail Banking in Massachusetts

	Total assets at March 31, 1987 (In billions)	NOW account market share[1]	Number of branches in state
Bank of Boston Corp.	$32.2	8.2%	129
Bank of New England Corp.[2]	25.8	13.0	250
Shawmut Corp.	9.9	11.6	168
BayBanks Inc.	7.3	12.3	240

[1] As a percentage of all NOW accounts in Massachusetts, including those at savings banks.
[2] Includes Conifer Group Inc.
Source: Massachusetts Bankers Association, bank data

Lenders . . .

Continued from Page 12

with $503 million, up 91%.

- Chemical Bank (Delaware), Wilmington, had the largest decrease in domestic and foreign lending, off 35%; Imperial Bank, Los Angeles, was down 33%; First City National Bank, Houston, showed a decline of 27%; MBank El Paso NA, El Paso, registered a decrease of 25%; and Norwest Bank Nebraska NA, Omaha, reported a 24% falloff.
- New York had the most banks ranked in the top 300 with 34, an increase of four from 1985. Texas was second with 20, down from 24; Pennsylvania was third at 19, a decrease of four; California was fourth at 18, off two; and New Jersey was fifth with 17, up from 13. ■

Strategic Dates

July 1, 1987

RHODE ISLAND TRIGGER: Rhode Island's General Assembly set today as the effective date for the state's nationwide interstate banking trigger.

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Thomson McKinnon Securities Inc.
Tucker, Anthony & R. L. Day, Inc.

6/30/87 C0175-1

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TODAY

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Quote

I would have expected more activity and filings than what we've had.

Margie H. Muller, state bank commissioner, on the expansion of Maryland's interstate banking pact [Page 1]

Unquote

COMMENT

Lower Spreads, Higher Stock Prices

By SANFORD ROSE

The objective of bank management should be to serve the shareholder's interest, not necessarily by increasing the amount of return, but rather by enlarging the amount of return per unit of risk. A bank can actually reduce nominal returns while still improving shareholder welfare.

If the riskiness of the loan portfolio falls by a greater magnitude than do nominal returns, then return per unit of risk self-evidently rises. The stream of prospective earnings may be smaller than before, but the rate used to discount that stream to its present value will be lower still. As a result, the stock price should rise.

The riskiness of the loan portfolio is measured by the standard deviation of losses. The standard deviation is a measure of dispersion or scatter. It is the extent by which a variable can diverge from its ex-

Comment: Page 4 ➼

J.P. Morgan Bumps Citicorp to Take First Place as Leading Trust Manager

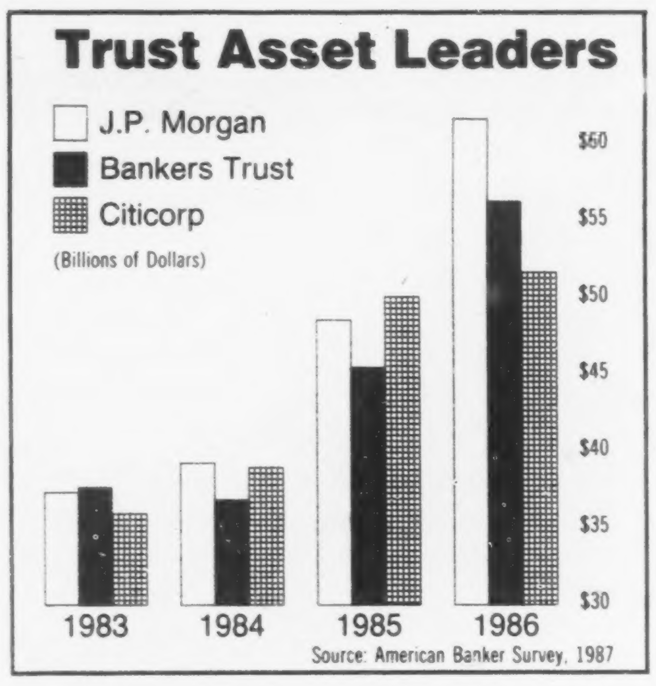
By L. MICHAEL CACACE

NEW YORK — J.P. Morgan & Co. has surpassed Citicorp as the top banking company in terms of assets managed by its trust department, according to the *American Banker's* 19th annual survey of the top 100 firms rated by trust assets and income.

Morgan's trust assets rose 27.1% in 1986, to $61.7 billion, while Citicorp's discretionary assets rose by only 3.2%, to $51.7 billion, causing it to fall to third place in the trust field.

Moving into second place was Bankers Trust New York Corp., which ranked third behind Citicorp and Morgan in 1985. Bankers Trust had $56.3 billion in assets under management in 1986, up 23.8% from the year before.

Morgan was the top firm in managed trust assets from 1978 to 1982. Since 1983, however, it has battled Citicorp and Bankers Trust for the title.



Source: American Banker Survey, 1987

In 1983, Bankers Trust ended Morgan's five-year reign as the top firm in trust size. Morgan regained the top

Morgan: Page 8 ➼

4 More States Open Doors to Regional Deals

Focus of Interstate Activity Is in Washington State

By DON MUNRO

NEW YORK — Wednesday is D-Day for interstate banking in several states.

The laws taking effect will create or expand regional, reciprocal pacts in Alabama, California, Louisiana, and Maryland, and expand an existing pact in Washington State to nationwide banking.

AN **American Banker** SPECIAL REPORT

The most activity is in Washington, where banks from California, Oregon, and New York have applied to expand their presence in the Pacific Northwest.

Regulators in the other states, however, report a marked absence of applications from out-of-state banks to buy or merge with their institutions.

Among the banks on file in Washington are:

- Portland, Ore.-based U.S. Bancorp's bids for the Peoples Bancorp., Seattle, the Old National Bancorp., Spokane, and the Heritage Bank, Camas.
- An application by the Union Bancorp, Los Angeles, to buy the Western Bank Holding Co., Bellevue, Wash.
- Bids by the Albany, N.Y.-based

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More on Interstate Banking

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Morgan Replaces Citicorp as Top Trust Manager

Continued from Page 1

ranking in 1984, lost to Citicorp in 1985, and recaptured the title in 1986.

Managed trust assets are assets of accounts for which a trust banking firm is authorized to make investment decisions. Also included are assets in accounts for which the firm recommends, but does not make, investments. Assets of accounts in which the firm shares investment power also are included. Managed assets are called discretionary assets.

The *American Banker* — conforming with changes made by federal bank regulators — began to use discretionary assets as its measure of trust department size in 1978.

The slow growth in Citicorp's managed assets last year was attributable to the loss of three major accounts with combined assets of more than $10 billion. In early October, trustees for the New York City police pension fund removed $1.7 billion from Citicorp accounts, in part because the company's lead bank, Citibank NA, refused to cash paychecks for numerous patrolmen.

In late October, the New York City pension system removed $5.3 billion in trust assets managed by a Citicorp trust subsidiary, Citicorp Investment Management Inc. The removal followed a restructuring of the city's entire pension system portfolio.

The assets from these two accounts were distributed among 19 companies, including seven among the top 100.

The seven include the second-ranked Bankers Trust New York Corp.; fourth-ranked Wells Fargo & Co., San Francisco, which had managed assets totaling $45.3 billion in 1986; sixth-ranked Chase Manhattan Corp., New York, which had $33.5 billion in managed assets; and eighth-ranked Mellon Bank Corp., Pittsburgh, which had $27.8 billion in trust assets.

The others are ninth-ranked State Street Boston Corp., North Quincy, Mass., with $26.1 billion in trust assets; 10th-ranked Manufacturers Hanover Corp., with $25.8 billion in trust assets; and 19th-ranked Fiduciary Trust Co., New York, with $14.5 billion in trust assets.

In addition, Citicorp lost about $3.5 billion in managed assets when the State of California's Public Employees Retirement System restructured its equity portfolio last year. Citicorp had been the sole manager of the retirement system's $4 billion portfolio.

The restructuring divided the portfolio among nine managers, including Citicorp, which retained about $500 million.

Despite these losses, Citicorp's gross trust revenues rose 32.9%, to $233.9 million, in 1986, from $176 million in 1985. The gain enabled Citicorp to supplant Bankers Trust as the third largest company in gross trust revenues. Morgan is first in gross trust income, and Chase ranks second.

Other Findings

The *American Banker* surveyed about 150 companies to obtain listings for the top 100 companies in trust assets and income. These are some of the more important findings:

- Discretionary assets rose 21.2% at the top 100 companies last year, to $998.9 billion on Dec. 31, from $824.0 billion a year earlier. In 1985, trust assets were up a record 23%.
- The sharp rise in stock and bond prices was the main reason for the sizable gains in discretionary assets in both 1985 and 1986. A rise in securities prices is reflected in a higher value of discretionary assets.

From December 1985 to December 1986, stock prices rose 20%, as measured by Standard & Poor's Corp. 500 index. In the same period, bond prices rose more than 14%, as measured by the Shearson Lehman Brothers Inc. Long Treasury Bond Index.

From December 1984 to December 1985, the Standard and Poor's index was up 26%, and the Shearson Lehman Brothers index was up 18.6%.

- Among the top 10 companies in managed assets, ninth-ranked State Street Boston Corp. posted the largest percentage gain in assets. Its managed assets rose 68.4% in 1986, to $26.1 billion, from $15.5 billion in 1985, when it ranked 12th.

A company spokesman said that institutional trust assets, which account for 90% of State Street's total, increased 79% last year. This growth was attributable to new business, additional products, funding by existing clients, and asset appreciation.

- Gross trust income for the top 100 banks and trust companies in the field rose a record 24.4%, to $5.69 billion in 1986 from $4.58 billion in 1985. The previous record gain was 18.7% in 1985.

The main reasons for the record gain in 1986 were higher prices for trust services and the rise in securities prices. In 1985, the rise in securities prices was the main reason for the sharp rise in trust income. Trust revenues are dependent on the value of assets under management and a variety of fee-based products, such as securities lending, stock transfer work, and custodial work.

- For the 19th consecutive year, or since the *American Banker* began keeping track of gross trust income, Morgan was the top company in the field. Its gross trust income totaled $398.4 million in 1986, up 29.6% from $307.3 million in 1985. According to Morgan's annual report, the increase was attributable "primarily to higher income from securities-related operational services and higher investment management fees."

The Chase Manhattan Corp. again was second in gross trust income with $265.6 million, up 37.4% from $193.3 million in 1985. As mentioned above, Citicorp ranked third in gross trust income with $233.9 million.

Bankers Trust moved down one notch to fourth place, despite a 24.9% rise in 1986 trust income to $222.4 million. According to the firm's annual report, the gain was the result of a "higher volume of business and improved pricing."

The Bank of New York Co. remained in fifth place in trust income with $205.6 million, up 21.4% from $169.3 million in 1985.

Pricing and Profitability

Cates Consulting Analysts Inc., New York, in its annual survey of trust departments, known as Trustcompare, found that the prices of trust services — which had remained virtually unchanged since 1984 — firmed up in all product areas except personal trusts in 1986.

In addition, the survey found that overall trust profitability — as measured by pretax operating profit — had risen to 32.75% in 1986 from 29.54% in 1985. This is pretax net operating income as a percentage of total income.

The Cates survey also measured the importance of trust operations to the profitability of banks. For the 126 banks participating in the Cates survey this year, trust operations contributed five basis points to these banks' mean return on average assets of 0.90%.

For banks with gross trust revenues in excess of $25 million last year, trust operations contributed six basis points to their mean ROA of 0.87%. And for banks with gross trust revenues of $15 million to $25 million, trust operations contributed nine basis points to their mean ROA of 0.94%. ■

More Banks Forming Advisory Units

NEW YORK — This survey of trust department income and assets finds that at least 27 of the top 100 firms now have affiliated investment advisory subsidiaries to manage the trust department assets of the firm.

Banking firms have formed, or are forming, investment adviser subsidiaries to manage the investments for some or all of the trust accounts of their subsidiary banks and to offer investment management and advice to outside clients.

There are several major reasons why banks are forming these units:

- Many bankers said that in the past, bank trust departments had a bad performance reputation as well as an unfavorable public image.

Banks have responded with investment adviser subsidiaries. The institutions have removed the trust management and advisement function from the trust department and placed it in a separate, specialized unit.

According to a Federal Reserve Board trust specialist, these units permit banks to look at the flip side of the image coin. "They are using these subsidiaries as positive marketing tools to aggressively pursue new institutional clients," the specialist said.

- In the past several years, banks have attempted to identify and isolate their profit centers more accurately. Investment adviser subsidiaries fit into this strategy.
- Deregulation has spurred the formation of investment adviser subsidiaries. Banks are entering areas of the financial services industry previously prohibited to them — such as brokerage, securities underwriting, and mutual funds. According to a Federal Reserve analyst, "Banks see the laws developing as follows: You can do it if you form a separate subsidiary."

This year, for the first time, the *American Banker* asked the top 100 firms in trust assets whether they had investment adviser subsidiaries. Of the 65 top 100 firms that responded to the question, 27 firms, or 42%, reported that they do have such a subsidiary.

According to preliminary figures from the Federal Deposit Insurance Corp., 84 banks have investment adviser subsidiaries that manage trust assets for 136 of their affiliated banks. These units manage $378.3 billion in trust accounts, $219.4 billion of which is for their own affiliates' accounts. They handle the other $158.9 billion for outside accounts.

— L. Michael Cacace

Fuji Bank Names Economist

NEW YORK — Fuji Bank Ltd., Tokyo, has named Hisaharu Kamiya as senior economist of its research division in New York.

Mr. Kamiya, 34, succeeds Masaru Takagi who is returning to Japan July 1 as a deputy general manager of the research division in the Tokyo headquarters.

As senior economist, Mr. Kamiya will follow U.S. financial markets and macroeconomic trends.

Prior to his New York assignment, Mr. Kamiya served as manager of the international division, Europe, and the Middle East. ■

Fed's Heller Supports Idea Of Huge Banks

By BARBARA A. REHM
Washington Bureau

WASHINGTON — H. Robert Heller, a Federal Reserve Board member, favors the idea of a few big banks. In fact, he believes four or five huge banks would be good for the banking industry, consumers, and the country.

Geographic barriers and service restrictions must be removed if U.S. banks are to compete with other domestic financial companies and with international institutions, Mr. Heller said.

"Banking reform is too important to languish much longer," Mr. Heller said in a June 26 speech before the Forecasters Club of New York. "We cannot afford to wait much longer to adopt laws that address the realities of today's financial markets."

If banks are allowed to expand into new areas and new services, the banking system in the U.S. may more closely resemble systems in other major industrial countries, Mr. Heller said. With nationwide branches, four to five large banks might evolve as they have in Canada, France, Great Britain, Japan, and West Germany. The assets of the largest banks in these countries range up to 10% or 20% of gross national product, he said.

If large banks were allowed to develop in the United States, the top five might have an assets-to-GNP ratio averaging about 4% to 5%, Mr. Heller predicted. Total assets at these institutions could be expected to average $175 billion, he said.

Based on experiences in other countries, "the fears of some observers that a few giant superbanks might dominate the entire U.S. banking scene are, therefore, probably unjustified,"Mr. Heller said. The $175 billion institutions would not be "all that different from the current size of our largest banking organization," he said.

Citicorp, the nation's biggest bank holding company, had total assets of $196 billion at the end of 1986. However, the second, third, and fourth largest banks in the United States had total assets of $104 billion (BankAmerica Corp.), $94.8 billion (Chase Manhattan Corp.), and $76 billion (J.P. Morgan & Co.) in 1986.

Mr. Heller questioned why U.S. banks are not allowed to offer the same services at home as abroad. "U.S. banking organizations are able to engage in securities activities overseas without encountering unmanageable risks or conflicts of interest," he said. "Why, then, should they not be permitted to engage in the same activities in the United States?

"The concept of a bank holding company with greatly expanded powers has much to commend itself," he said. "Bank, thrift, insurance, investment, securities, and real estate subsidiaries could coexist under the umbrella of a single holding company."

Mr. Heller would place restraints on banks to ensure that their federally insured deposits were not used recklessly. For example, Mr. Heller would require securities activities be conducted by a subsidiary of the holding company, not the bank. In addition, tight limits would be placed on the amount of credit the bank could extend to associated subsidiaries, he said. All transactions would have to be made at arm's length, too.

Mr. Heller said he approves of commercial companies owning banks. But assistance could flow only from the parent company to the bank, not the reverse, he said. ■

American Banker
Statistics
Review

ninteenth annual trust survey

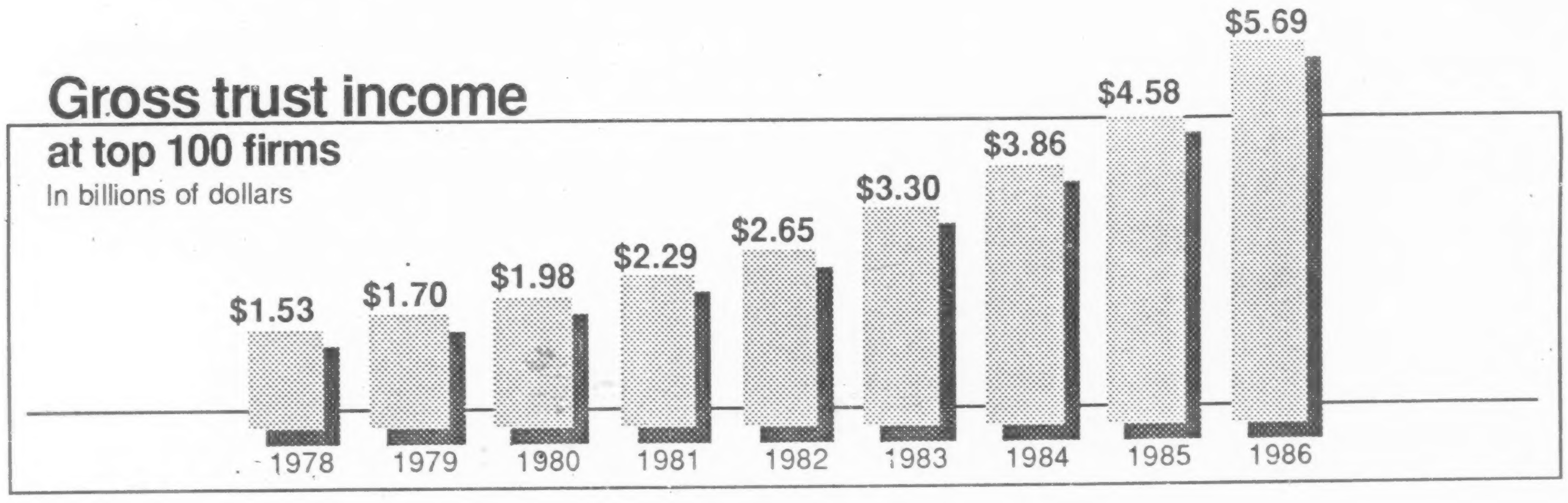
Industry Rankings

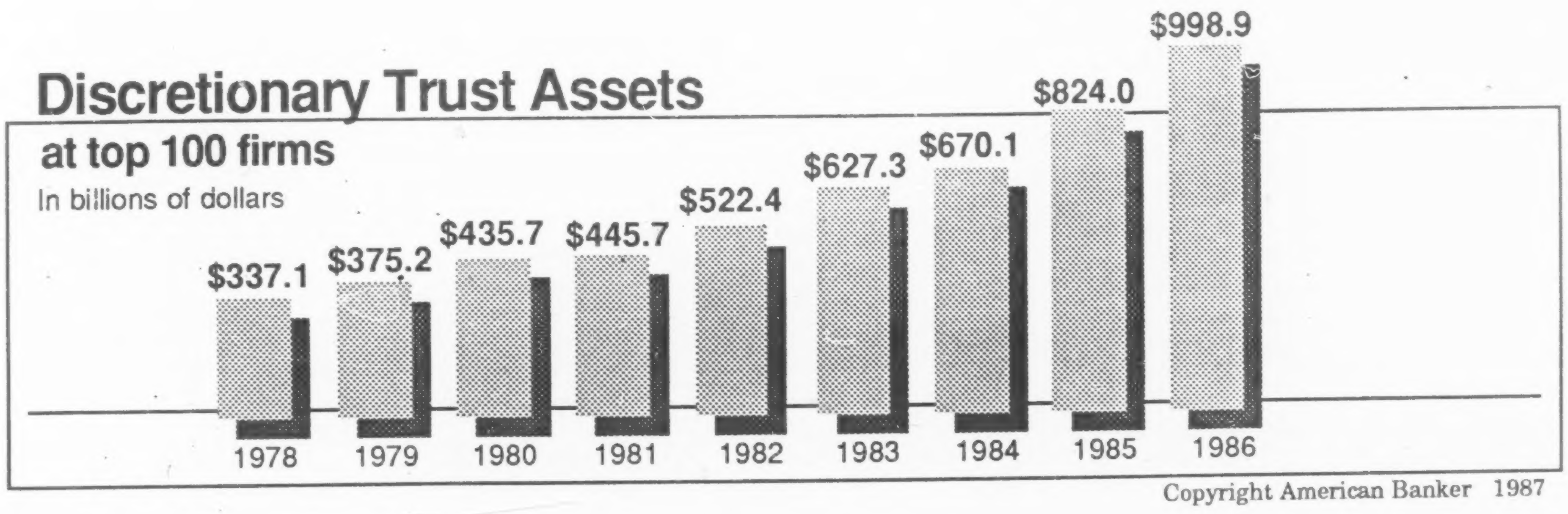
of firms by

Trust Assets

and by

Trust Income





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Top 100 Firms in Discretionary Assets

Ranked in Order of 1986 Market Value of Discretionary Assets

Compiled by American Banker Copyright 1987

Rank 1986		Market Value of Discretionary Assets 1986	1985	Rank 1985	Gain in Rank	Trust Inc. Rank 1986	Asset Rank† 1986
1	**J.P. Morgan & Co., Inc., New York (M)**	61,720,000,000	48,574,131,000	2	+1	1	4
2	**Bankers Trust New York Corp. (M)**	56,300,000,000	45,489,300,000	3	+1	4	8
3	**Citicorp, New York (M)**	51,659,000,000	50,057,000,000	1		3	1
4	**Wells Fargo & Co., San Francisco (O)**	45,249,600,000	29,257,724,000	5r	+1	20	10
5	**PNC Financial Corp., Pittsburgh (M)**	41,054,831,000	30,426,159,000	4r		11	22
6	**Chase Manhattan Corp., New York (M)**	33,489,546,000	27,831,986,000	6r		2	3
7	**Northern Trust Corp., Chicago (M)**	28,610,105,000	22,937,826,000	9	+2	8	59
8	**Mellon Bank Corp., Pittsburgh (M)**	27,798,976,000	27,413,000,000	7r		6	12
9	**State Street Boston Corp. (M)**	26,100,000,000	15,500,000,000	12	+3	7	69
10	**Manufacturers Hanover Corp., New York (M)**	25,827,075,000	25,358,531,000r	8r		9	5
11	**First Chicago Corp. (O)**	24,424,877,000	20,410,525,000	10		15	11
12	**Security Pacific Corp., Los Angeles (O)**	19,448,658,000	10,179,740,000	24	+ 12	17	6
13	**Wilmington Trust Co., Del. (B)**	17,849,116,000	15,262,749,000	13		44	0
14	**First Interstate Bancorp., Los Angeles (M)**	17,753,000,000	13,751,646,000	15	+1	14	9
15	**Capital Guardian Trust Co., Los Angeles (T)**	17,577,835,000	11,398,069,000	18	+3	36	0
16	**Chemical New York Corp. (M)**	16,917,000,000	16,298,000,000	11		16	7
17	**BankAmerica Corp., San Francisco (M)**	16,249,993,000	11,113,947,000	19	+2	12	2
18	**SunTrust Banks, Inc., Atlanta (M)**	14,832,307,000	10,126,988,000	25	+7	18	18
19	**Fiduciary Trust Co., New York (B)**	14,530,749,000	11,668,846,000	17		42	0
20	**U.S. Trust Corp., New York (O)**	14,300,000,000	11,676,573,000	16		10	131
21	**Harris Bankcorp., Inc., Chicago (M)**	14,122,334,000	14,195,617,000	14		21	49
22	**Bank of Boston Corp. (M)**	13,417,949,000c	7,968,449,000u	35	+ 13	13	13
23	**Bank of New York Co., Inc. (M)**	12,287,084,000	9,218,461,000	26	+3	5	27
24	**Bank of New England Corp., Boston (M)**	12,073,462,000	10,896,952,000	21		19	21
25	**Continental Illinois Corp., Chicago (M)**	12,028,657,000	10,949,467,000	20		24	14
26	**AmeriTrust Corp., Cleveland (O)**	11,538,730,000	10,455,711,000	22		29	46
27	**NBD Bancorp., Inc., Detroit (M)**	10,591,093,000	8,413,542,000	34	+7	33	25
28	**Manufacturers National Corp., Detroit (M)**	10,385,524,000	7,747,930,000	36	+8	55	62
29	**Boatmen's Bancshares Inc., St. Louis, Mo. (M)**	10,344,923,000	8,802,308,000	30	+1	63	51
30	**InterFirst Corp., Dallas (M)**	10,314,595,000	9,008,000,000	28		25	32
31	**Centerre Bancorp., St. Louis, Mo. (M)**	10,129,818,000	8,418,405,000	33	+2	46	82
32	**First Bank System, Minneapolis (M)**	9,599,000,000	10,396,523,000	23		22	15
33	**Banc One Corp., Columbus, Ohio (M)**	9,483,235,000	2,894,582,000	69	+ 36	40	40
34	**National City Corp., Cleveland (M)**	8,989,190,000	8,536,676,000	31		34	37
35	**Texas Commerce Bancshares Inc., Houston (M)**	8,884,000,000	8,468,000,000	32		35	29
36	**RepublicBank Corp., Dallas (M)**	8,079,619,000	7,466,123,000	37	+1	30	26
37	**First Wachovia Corp., Winston-Salem, N.C. (M)**	8,001,232,000	7,198,543,000	38	+1	26	31
38	**CoreStates Financial Corp., Philadelphia (M)**	7,709,000,000	5,980,214,000	42	+4	53	36
39	**Mercantile Bancorp., Inc., St. Louis, Mo. (M)**	7,511,130,000	5,627,822,000	44	+5	61	74
40	**Norwest Corp., Minneapolis (M)**	7,443,839,000	6,596,162,000	40		27	24
41	**First Pennsylvania Corp., Philadelphia (O)**	7,300,000,000	7,069,250,000	39		51	81
42	**NCNB Corp., Charlotte, N.C. (M)**	7,248,000,000	6,080,658,000	41		31	16
43	**First Union Corp., Charlotte, N.C. (O)**	5,954,742,000	3,969,946,000	61	+ 18	38	17
44	**First Wisconsin Corp., Milwaukee (M)**	5,938,850,000	5,051,770,000	47	+3	43	70
45	**Hartford National Corp., Conn. (O)**	5,898,193,000	5,108,212,000	46	+1	41	38
46	**Citizens & Southern Corp., Atlanta (M)**	5,690,993,000	4,141,665,000	57	+ 11	45	30
47	**American Security Corp., Washington, D.C. (O)**	5,455,890,000	4,521,403,000	50	+3	78	98
48	**Fidelcor, Inc., Philadelphia (M)**	5,400,000,000	3,984,886,292	60	+ 12	58	44
49	**Comerica Inc., Detroit (M)**	5,374,241,000	5,347,257,000	45		48	50
50	**Midlantic Corp., Edison, N.J. (M)**	5,325,558,000	3,633,657,000	65	+ 15	54	42
51	**Mercantile Bankshares Corp., Baltimore (M)**	5,318,688,000	4,480,595,000	51		62	129
52	**United Virginia Bankshares, Inc., Richmond (O)**	5,311,327,000	4,152,250,000	55	+3	50	57
53	**First Kentucky National Corp., Louisville (M)**	5,210,380,000	4,054,873,000	59	+6	72	88
54	**First Fidelity Bancorporation, Newark, N.J. (M)**	5,183,215,000	4,294,219,000	52		57	34
55	**Sovran Financial Corp., Norfolk, Va. (O)**	5,118,948,000	3,913,252,000	62	+7	49	35
56	**Trustcorp, Inc., Toledo, Ohio (M)**	4,936,203,000	2,105,494,000	86	+ 30	92	106
57	**Indiana National Corp., Indianapolis (O)**	4,788,324,000	4,188,661,000	54		80	89
58	**MCorp, Dallas (M)**	4,779,639,000	4,643,066,000	49		32	23
59	**AmSouth Bancorp., Birmingham, Ala. (M)**	4,705,000,000	4,204,310,000	53		66	79
60	**Fleet Financial Group, Inc., Providence, R.I. (O)**	4,403,961,000	4,072,293,000	58		67	43
61	**Society Corp., Cleveland (M)**	4,397,676,000	3,841,200,000	63	+2	56	61
62	**Marine Midland Banks, Inc., Buffalo, N.Y. (O)**	4,293,011,000	4,149,183,000	56		39	19
63	**Shawmut Corp., Boston (M)**	4,176,000,000	3,077,799,000	67	+4	37	48
64	**First of America Bank Corp., Kalamazoo, Mich. (M)**	4,149,950,000	1,803,310,000	97	+ 33	90	64
65	**Glenmede Trust Co., Philadelphia (T)**	3,900,000,000	1,980,500,000	89	+ 24	0	0
66	**Barnett Banks of Florida, Jacksonville (M)**	3,868,456,000	2,761,307,000	74	+8	65	28
67	**First City Bancorporation of Texas, Inc., Houston (M)**	3,534,090,000	3,720,531,000	64		47	39
68	**Boston Safe Deposit & Trust Co. (B)**	3,510,579,000	2,706,929,000	75	+7	28	0
69	**Old Kent Financial Corp., Grand Rapids, Mich. (M)**	3,501,595,000	2,599,381,000	79	+ 10	85	83
70	**Fifth Third Bancorp., Cincinnati (M)**	3,268,171,000	2,677,541,000	77	+7	76	117
71	**United Banks of Colorado, Denver (M)**	3,200,000,000	3,500,000,000	66		70	94
72	**United Missouri Bancshares Inc., Kansas City, Mo. (M)**	3,155,598,000	2,831,597,000	71		81	126
73	**Norstar Bancorp, Inc., Albany, N.Y. (M)**	3,108,643,000	2,484,157,000	82	+9	64	45
74	**Texas American Bancshares Inc., Fort Worth (M)**	3,037,605,000	3,071,137,000	68		74	77
75	**Marshall & Ilsley Corp., Milwaukee (M)**	2,985,776,000	2,552,086,000	81	+6	52	76
76	**Southeast Banking Corp., Miami (M)**	2,925,722,000	1,700,403,000	104	+ 28	79	41
77	**KeyCorp, Albany, N.Y. (M)**	2,908,811,000	850,404,000	125	+ 48	75	60
78	**Trust Services of America, Inc., Los Angeles (T)**	2,908,768,000	2,824,530,000	72		68	0
79	**Merchants National Corp., Indianapolis (O)**	2,869,076,016	1,931,686,000	94	+ 15	106	109
80	**Central Bancorp, Inc., Cincinnati (M)**	2,819,170,000	2,696,998,000	76		89	99
81	**Bank of California NA, San Francisco (B)**	2,807,556,000	2,422,410,000	83	+2	60	0
82	**Hibernia Corp., New Orleans, La. (O)**	2,801,881,000	2,849,206,000	70		113	104
83	**Marine Corp., Milwaukee, Wis. (M)**	2,800,000,000	1,948,604,000	92	+9	73	108
84	**Firstier Inc., Omaha, Neb. (O)**	2,692,470,000	1,937,252,000	93	+9	99	0
85	**BancOklahoma Corp., Tulsa (O)**	2,589,136,000	2,794,829,000	73		102	137
86	**Horizon Bancorp., Morristown, N.J. (M)**	2,536,818,000	2,234,916,000	85		109	115
87	**Union National Corp., Pittsburgh (O)**	2,513,636,000	2,369,646,000	84		103	128
88	**First National Cincinnati Corp. (M)**	2,469,137,000	2,043,365,000	88		86	101
89	**Bessemer Trust Co. NA, New York (T)**	2,452,032,000	1,965,870,000	90	+1	59	0
90	**Delaware Trust Co., Wilmington (B)**	2,361,396,000	1,401,487,000	107	+ 17	127	0
91	**Valley National Corp., Phoenix, Ariz. (O)**	2,264,180,000	1,965,562,000	91		69	47
92	**Riggs National Corp., Washington, D.C. (O)**	2,211,068,000	2,050,000,000	87		96	75
93	**U.S. Bancorp., Portland, Ore. (M)**	2,115,346,000	1,780,561,000	99	+6	82	55
94	**Rainier Bancorp., Seattle (M)**	2,053,421,000	1,827,706,000	96	+2	77	58
95	**First Tennessee National Corp., Memphis (M)**	2,033,070,000	1,931,245,000	96		97	84
96	**SouthTrust Corp., Birmingham, Ala. (M)**	2,000,000,000	N.A.	...		120	90
97	**Bancorp Hawaii, Inc., Honolulu (O)**	1,964,200,000	2,650,594,000	78		91	92
98	**Amalgamated Bank of New York (B)**	1,950,000,000	1,581,156,000	105	+7	0	0
99	**Commerce Bancshares Inc., Kansas City, Mo. (M)**	1,928,280,000	1,774,026,000	100	+1	97	87
100	**Meridian Bancorp, Inc., Reading, Pa. (M)**	1,861,158,000	1,770,444,000	101	+1	95	72
	TOTALS FOR THE TOP 100 FIRMS‡	**998,892,716,016**	**824,019,255,292**	**+21.2%**			

Discretionary assets: assets of accounts over which a firm is authorized to make investment decisions. Also included are assets in accounts for which the firm recommends, but does not make, investments. Assets of accounts where the firm shares investment power are also included. **Type of institution**— A footnote, appearing after the name of each firm, describes its type: **(B)**— Commercial bank; **(M)**— Multibank holding company; **(O)**— One-bank holding company; **(T)**— Nondeposit trust. **(c)**— Includes Rhode Island Hospital Trust National Bank, Providence. **(u)**— Does not include Rhode Island Hospital Trust National Bank. The bank had $2.93 billion in discretionary trust assets in 1985. **(†)**— Asset rank of the holding company as of 12/31/86. **(‡)**— The 1985 data are for the top 100 firms that year. **(r)**— Revised since publication on 6/30/86. **N.A.**— Not available. **Please note:** Irving Bank Corp., New York, which ranked 29th in discretionary assets with $8.95 billion in 1985, did not participate in the survey.

Top 100 Institutions in Trust Income

Ranked by Size of Trust Department's 1986 Gross Operating Revenues

Compiled by American Banker Copyright 1987

Rank 1986		Total Trust Income		Rank 1985	Gain in Rank	Total Operating Income 1986	Trust Income As % of Oper. Income	1986 Market Value Of Trust Assets
		1986	1985					
1	**J.P. Morgan & Co., Inc., New York (M)**	398,400,000	307,300,000	1		6,671,700,000	6.0	423,422,000,000
2	**Chase Manhattan Corp., New York (M)**	265,609,000	193,334,000	2		9,459,854,000	2.8	N.A.
3	**Citicorp, New York (M)**	233,900,000	176,000,000	4	+1	23,500,000,000	1.0	N.A.
4	**Bankers Trust New York Corp. (M)**	222,427,000	178,046,000	3		4,923,238,000	4.5	833,000,000,000
5	**Bank of New York Co., Inc. (M)**	205,599,000	169,334,000	5		1,749,766,000	11.8	228,029,857,000
6	**Mellon Bank Corp., Pittsburgh (M)**	198,029,000	116,795,000r	9r	+3	3,456,931,000	5.7	113,413,207,000
7	**State Street Boston Corp. (M)**	176,643,000	122,444,000	7		640,289,000	27.6	440,800,000,000
8	**Northern Trust Corp., Chicago (M)**	148,945,000	122,099,000	8		757,727,000	19.7	125,136,620,000
9	**Manufacturers Hanover Corp., New York (M)**	147,685,000	127,084,000	6		8,065,239,000	1.8	N.A.
10	**U.S. Trust Corp., New York (O)**	130,500,000	104,755,000	11	+1	307,729,000	42.4	67,362,000,000
11	**PNC Financial Corp., Pittsburgh (M)**	127,558,344	96,379,000	13	+2	2,392,010,000	5.3	69,853,690,000
12	**BankAmerica Corp., San Francisco (M)**	127,203,000	111,921,000	10r		12,610,203,000	1.0	59,202,847,000
13	**Bank of Boston Corp. (M)**	123,726,000c	86,670,000u	15	+2	3,540,042,000	3.5	56,588,009,000
14	**First Interstate Bancorp., Los Angeles (M)**	116,447,000	100,206,000	12		5,290,276,000	2.2	77,447,000,000
15	**First Chicago Corp. (O)**	101,851,000	90,186,000	14		4,082,822,000	2.5	121,773,687,000
16	**Chemical New York Corp. (M)**	100,160,000	83,551,000	17	+1	5,488,027,000	1.8	N.A.
17	**Security Pacific Corp., Los Angeles (O)**	97,000,000	84,500,000	16		5,976,700,000	1.6	88,588,079,000
18	**SunTrust Banks, Inc., Atlanta (M)**	94,884,000	62,206,000	23	+5	2,462,504,000	3.9	33,919,385,000
19	**Bank of New England Corp., Boston (M)**	93,504,000	78,088,000	18		1,909,659,000	4.9	83,851,192,000
20	**Wells Fargo & Co., San Francisco (O)**	90,100,000	45,130,000	32	+12	3,988,400,000	2.3	64,141,000,000
21	**Harris Bankcorp., Inc., Chicago (M)**	79,633,000	64,630,000	21		981,914,000	8.1	45,472,206,000
22	**First Bank System, Minneapolis (M)**	75,000,000	65,000,000	20		2,930,000,000	2.6	15,590,000,000
23	**Irving Bank Corp., New York (M)**	73,844,000	55,014,000	25	+2	1,934,937,000	3.8	N.A.
24	**Continental Illinois Corp., Chicago (M)**	65,228,007	62,652,000	22		2,565,752,242	2.5	76,732,142,000
25	**InterFirst Corp., Dallas (M)**	64,000,000	72,000,000	19		1,841,000,000	3.5	17,137,398,000
26	**First Wachovia Corp., Winston-Salem, N.C. (M)**	59,228,000	53,077,000	26		1,739,062,000	3.4	42,771,777,000
27	**Norwest Corp., Minneapolis (M)**	58,700,000	50,600,000	28	+1	2,419,800,000	2.4	38,018,000,000
28	**Boston Safe Deposit & Trust Co. (B)**	58,658,534	49,556,000	29	+1	650,990,000	9.0	67,478,619,000
29	**AmeriTrust Corp., Cleveland (O)**	56,030,000	43,505,000	33	+4	828,476,000	6.8	28,749,315,000
30	**RepublicBank Corp., Dallas (M)**	54,267,000	50,669,000	27		1,893,537,000	2.9	43,697,468,000
31	**NCNB Corp., Charlotte, N.C. (M)**	52,473,000	41,780,000	34	+3	2,424,213,000	2.2	N.A.
32	**MCorp, Dallas (M)**	52,000,000	46,000,000	30		2,129,300,000	2.4	12,567,941,000
33	**NBD Bancorp., Inc., Detroit (M)**	49,911,000	39,207,000	35	+2	1,614,546,000	3.1	47,950,932,000
34	**National City Corp., Cleveland (M)**	49,340,000	45,767,000	31		1,326,231,000	3.7	26,971,698,000
35	**Texas Commerce Bancshares Inc., Houston (M)**	48,425,000	37,000,000	36	+1	1,601,000,000	3.0	55,400,000,000
36	**Capital Guardian Trust Co., Los Angeles (T)**	46,844,000	35,589,000	39	+3	48,025,000	97.5	2,066,082,000
37	**Shawmut Corp., Boston (M)**	44,785,000	34,754,000	40	+3	918,022,000	4.9	6,295,980,000
38	**First Union Corp., Charlotte, N.C. (O)**	43,899,000	29,603,000	48	+10	2,537,411,000	1.7	15,500,498,000
39	**Marine Midland Banks, Inc., Buffalo, N.Y. (O)**	42,555,000	36,730,000	37		2,244,078,000	1.9	28,983,255,000
40	**Banc One Corp., Columbus, Ohio (M)**	41,868,000	21,471,000	60	+20	1,847,422,000	2.3	27,913,032,000
41	**Hartford National Corp., Conn. (O)**	41,720,000	36,200,000	38		1,025,904,000	4.1	12,984,460,489
42	**Fiduciary Trust Co., New York (B)**	41,432,955	32,156,669	44	+2	53,441,338	77.5	35,462,087,000
43	**First Wisconsin Corp., Milwaukee (M)**	39,551,000	29,742,000	46	+3	667,040,000	5.9	20,731,998,000
44	**Wilmington Trust Co., Del. (B)**	39,074,000	30,904,000	45	+1	263,498,000	14.8	111,921,000,000
45	**Citizens & Southern Corp., Atlanta (M)**	38,372,000	33,969,000	42		1,663,026,000	2.3	26,044,294,093
46	**Centerre Bancorp., St. Louis, Mo. (M)**	38,172,000	33,042,000	43		501,373,000	7.6	16,559,426,000
47	**First City Bancorporation of Texas, Inc., Houston (M)**	33,950,000	34,751,000	41		1,410,410,000	2.4	9,547,829,000
48	**Comerica Inc., Detroit (M)**	32,948,000	29,626,000	47		936,979,000	3.5	11,049,933,000
49	**Sovran Financial Corp., Norfolk, Va. (O)**	32,897,000	26,765,000	52	+3	1,494,753,000	2.2	14,824,348,000
50	**United Virginia Bankshares, Inc., Richmond (O)**	32,768,000	23,894,000	55	+5	863,969,000	3.8	16,463,683,000
51	**First Pennsylvania Corp., Philadelphia (O)**	32,226,000	27,639,000	49		534,159,000	6.0	38,400,000,000
52	**Marshall & Ilsley Corp., Milwaukee (M)**	31,684,000	27,167,000	51		568,717,000	5.6	8,132,766,000
53	**CoreStates Financial Corp., Philadelphia (M)**	30,431,000	20,517,000	62	+9	1,390,576,000	2.2	49,109,000,000
54	**Midlantic Corp., Edison, N.J. (M)**	30,278,000	18,016,000	68	+14	1,476,612,000	2.1	11,700,283,000
55	**Manufacturers National Corp., Detroit (M)**	29,771,000	22,491,000	59	+4	660,047,000	4.5	27,842,626,000
56	**Society Corp., Cleveland (M)**	29,560,000	24,443,000	54		894,746,000	3.3	10,282,260,000
57	**First Fidelity Bancorporation, Newark, N.J. (M)**	29,280,000	25,691,000	53		1,210,398,000	2.4	57,283,487,000
58	**Fidelcor, Inc., Philadelphia (M)**	28,934,000	21,022,000	61	+3	1,037,212,000	2.8	14,800,000,000
59	**Bessemer Trust Co. NA, New York (T)**	28,685,776	20,256,748	64	+5	28,685,776	100.0	3,171,656,000
60	**Bank of California NA, San Francisco (B)**	28,075,000	27,325,000	50		361,089,000	7.8	35,787,205,000
61	**Mercantile Bancorp., Inc., St. Louis, Mo. (M)**	27,188,000	23,348,000	57		674,536,000	4.0	18,855,724,000
62	**Mercantile Bankshares Corp., Baltimore (M)**	25,621,000	22,711,000	58		294,049,000	8.7	18,195,772,000
63	**Boatmen's Bancshares Inc., St. Louis, Mo. (M)**	24,423,000	20,509,200	63		832,052,000	2.9	16,403,226,000
64	**Norstar Bancorp, Inc., Albany, N.Y. (M)**	24,020,000	23,639,000	56		983,380,000	2.4	5,317,384,000
65	**Barnett Banks of Florida, Jacksonville (M)**	23,861,000	19,010,000	67	+2	1,913,512,000	1.2	8,574,350,000
66	**AmSouth Bancorp., Birmingham, Ala. (M)**	23,654,000	17,604,000	70	+4	564,895,000	4.2	8,197,000,000
67	**Fleet Financial Group, Inc., Providence, R.I. (O)**	23,329,000	19,388,000	66		1,207,513,000	1.9	8,500,000,000
68	**Trust Services of America, Inc., Los Angeles (T)**	20,932,404	15,865,000	73	+5	22,406,103	93.4	4,268,906,000
69	**Valley National Corp., Phoenix, Ariz. (O)**	20,736,000	16,220,000	72	+3	1,062,626,000	2.0	11,336,786,000
70	**United Banks of Colorado, Denver (M)**	20,288,000	17,934,000	69		485,938,000	4.2	N.A.
71	**Huntington Bancshares Inc., Columbus, Ohio (M)**	19,903,000	14,020,000	86	+15	742,346,000	2.7	8,418,737,000
72	**First Kentucky National Corp., Louisville (M)**	19,804,000	15,032,000	76	+4	477,843,000	4.1	8,671,830,000
73	**Marine Corp., Milwaukee, Wis. (M)**	19,025,000	14,037,660	84	+11	397,069,000	4.8	3,600,000,000
74	**Texas American Bancshares Inc., Ft Worth (M)**	18,532,000	16,757,000	71		607,939,000	3.0	5,497,294,000
75	**KeyCorp, Albany, N.Y. (M)**	17,719,000	12,839,000	92	+17	824,590,000	2.1	5,894,737,000
76	**Fifth Third Bancorp., Cincinnati (M)**	17,681,000	14,059,000	83	+7	325,439,000	5.4	5,946,239,000
77	**Rainier Bancorp., Seattle (M)**	17,618,000	14,787,000	79	+2	826,815,000	2.1	6,116,453.000
78	**American Security Corp., Washington, D.C. (O)**	17,443,000	14,663,000	81	+3	391,283,000	4.5	10,782,452,000
79	**Southeast Banking Corp., Miami (M)**	17,439,000	15,174,000	75		1,066,154,000	1.6	5,980,022,000
80	**Indiana National Corp., Indianapolis (O)**	16,841,000	14,712,000	80		458,358,000	3.7	22,351,225,000
81	**United Missouri Bancshares Inc., Kansas City, Mo. (M)**	16,704,000	14,186,000	82	+1	271,727,000	6.1	31,207,000,000
82	**U.S. Bancorp., Portland, Ore. (M)**	16,583,000	15,186,000	74		832,347,000	2.0	4,198,263,000
83	**Union Bancorp, Los Angeles (O)**	16,438,000	14,033,000	85	+2	781,760,000	2.1	N.A.
84	**La Salle National Corp., Chicago (O)**	16,261,000	13,100,000	90	+6	137,524,000	11.8	5,169,836,000
85	**Old Kent Financial Corp., Grand Rapids, Mich. (M)**	16,200,000	12,646,000	93	+8	516,537,000	3.1	4,804,704,000
86	**First National Cincinnati Corp. (M)**	15,945,000	13,064,000	91	+5	386,321,000	4.1	6,541,549,981
87	**IBJ Schroder Bank & Trust Co., New York (B)**	15,756,000	....	...		171,771,000	9.2	34,494,615,000
88	**Florida National Banks of Florida, Jacksonville (M)**	15,103,000	13,871,000	87		643,825,000	2.3	5,383,694,647
89	**Central Bancorp, Inc., Cincinnati (M)**	14,837,000	13,190,000	89		448,571,000	3.3	7,738,731,000
90	**First of America Bank Corp., Kalamazoo, Mich. (M)**	14,759,589	10,159,000	106	+16	15,468,839	95.4	4,771,890,000
91	**Bancorp Hawaii, Inc., Honolulu (O)**	14,754,000	13,807,000	88		485,475,000	3.0	4,155,240,000
92	**Trustcorp Inc., Toledo, Ohio (M)**	14,666,000	9,660,396	111	+19	416,964,000	3.5	5,843,239,000
93	**California First Bank, San Francisco (B)**	14,584,000	12,640,000	94	+1	561,258,000	2.6	3,032,100,000
94	**Bessemer Trust Co., Newark, N.J. (T)**	13,070,000	9,925,000	110	+16	14,397,000	90.8	1,669,102,000
95	**Meridian Bancorp, Inc., Reading, Pa. (O)**	12,982,000	11,290,000	97	+2	735,448,000	1.8	4,128,413,000
96	**Riggs National Corp., Washington, D.C. (O)**	12,816,000	10,652,000	99	+3	551,663,000	2.3	16,416,066,000
97	**Commerce Bancshares Inc., Kansas City, Mo. (M)**	12,745,000	10,192,000	104	+7	471,235,000	2.7	4,776,705,000
98	**First Tennessee National Corp., Memphis (M)**	12,385,000	10,160,048	105	+7	525,981,000	2.4	7,506,368,000
99	**Cullen/Frost Bankers Inc., San Antonio (M)**	12,169,000	10,768,000	98		325,669,000	3.7	5,348,516,000
100	**Firstier Inc., Omaha, Neb. (O)**	12,155,000	6,538,942	123	+23	260,123,000	4.7	5,352,457,000
	TOTALS FOR THE TOP 100 FIRMS‡	**5,693,638,609**	**4,577,807,277**	**+24.4%**				

Gross operating income of the trust department excludes all non-operating credits. **Market value of all trust assets** includes discretionary assets, nondiscretionary assets, corporate trust accounts, and accounts of a strictly custodial nature. **Type of institution**— A footnote, appearing after the name of each firm, describes its type: **(B)**— Commercial bank; **(M)**— Multibank holding company; **(O)**— One-bank holding company; **(T)**— Nondeposit trust. **(c)**— Includes Rhode Island Hospital Trust National Bank, Providence. **(u)**— Does not include Rhode Island Hospital Trust National Bank. The bank had $21.3 million in gross trust income in 1985. **(r)**— Revised since publication on 6/30/86. **(‡)**— The 1985 total is for the top 100 firms in trust income that year. **N.A.**— Not available.

Top 100 Firms in Discretionary Trust Assets

Listed Geographically and Within State by Trust Assets on Dec. 31, 1986 (Millions of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		Trust Assets 12/31/86
	ALABAMA	
59	AmSouth Bancorp., Birmingham	4,705
96	SouthTrust Corp., Birmingham	2,000
	ARIZONA	
91	Valley National Corp., Phoenix	2,264
	CALIFORNIA	
4	Wells Fargo & Co., San Francisco	45,250
12	Security Pacific Corp., Los Angeles	19,449
14	First Interstate Bancorp., Los Angeles	17,753
15	Capital Guardian Trust Co., Los Angeles	17,578
17	BankAmerica Corp., San Francisco	16,249
78	Trust Services of America, Inc., Los Angeles	2,909
81	Bank of California NA, San Francisco	2,808
	COLORADO	
71	United Banks of Colorado, Denver	3,200
	CONNECTICUT	
45	Hartford National Corp., Conn.	5,898
	DELAWARE	
13	Wilmington Trust Co.	17,849
90	Delaware Trust Co., Wilmington	2,361
	DISTRICT OF COLUMBIA	
47	American Security Corp.	5,456
92	Riggs National Corp.	2,211
	FLORIDA	
66	Barnett Banks of Florida, Jacksonville	3,868
76	Southeast Banking Corp., Miami	2,926
	GEORGIA	
18	SunTrust Banks, Inc., Atlanta	14,832
46	Citizens & Southern Georgia Corp., Atlanta	5,691
	HAWAII	
97	Bancorp Hawaii, Inc., Honolulu	1,964
	ILLINOIS	
7	Northern Trust Corp., Chicago	28,610
11	First Chicago Corp.	24,425
21	Harris Bankcorp., Inc., Chicago	14,122
25	Continental Illinois Corp., Chicago	12,029
	INDIANA	
57	Indiana National Corp., Indianapolis	4,788
79	Merchants National Corp., Indianapolis	2,869
	KENTUCKY	
53	First Kentucky National Corp., Louisville	5,210
	LOUISIANA	
82	Hibernia Corp., New Orleans	2,802
	MARYLAND	
51	Mercantile Bankshares Corp., Baltimore	5,319
	MASSACHUSETTS	
9	State Street Boston Corp.	26,100
22	Bank of Boston Corp.	13,418
24	Bank of New England Corp., Boston	12,073
63	Shawmut Corp., Boston	4,176
68	Boston Safe Deposit & Trust Co	3,511
	MICHIGAN	
27	NBD Bancorp., Inc., Detroit	10,591
28	Manufacturers National Corp., Detroit	10,386
49	Comerica Inc., Detroit	5,374
64	First of America Bank Corp., Kalamazoo	4,150
69	Old Kent Financial Corp., Grand Rapids	3,502
	MINNESOTA	
32	First Bank System, Minneapolis	9,599
40	Norwest Corp., Minneapolis	7,444
	MISSOURI	
29	Boatmen's Bancshares Inc., St. Louis	10,345
31	Centerre Bancorp., St. Louis	10,130
39	Mercantile Bancorp., Inc., St. Louis	7,511
72	United Missouri Bancshares Inc., Kansas City	3,156
99	Commerce Bancshares Inc., Kansas City	1,928
	NEBRASKA	
84	Firstier Inc., Omaha	2,692
	NEW JERSEY	
50	Midlantic Corp., Edison	5,326
54	First Fidelity Bancorporation, Newark	5,183
86	Horizon Bancorp., Morristown	2,537
	NEW YORK	
1	J.P. Morgan & Co., Inc., New York	61,720
2	Bankers Trust New York Corp.	56,300
3	Citicorp, New York	51,659
6	Chase Manhattan Corp., New York	33,490
10	Manufacturers Hanover Corp., New York	25,827
16	Chemical New York Corp.	16,917
19	Fiduciary Trust Co., New York	14,531
20	U.S. Trust Corp., New York	14,300
23	Bank of New York Co., Inc.	12,287
62	Marine Midland Banks, Inc., Buffalo	4,293
73	Norstar Bancorp, Inc., Albany	3,109
77	KeyCorp, Albany	2,909
89	Bessemer Trust Co. NA, New York	2,452
98	Amalgamated Bank of New York	1,950
	NORTH CAROLINA	
37	First Wachovia Corp., Winston-Salem	8,001
42	NCNB Corp., Charlotte	7,248
43	First Union Corp., Charlotte,	5,955
	OHIO	
26	AmeriTrust Corp., Cleveland	11,539
33	Banc One Corp., Columbus	9,483
34	National City Corp., Cleveland	8,989
56	Trustcorp, Inc., Toledo	4,936
61	Society Corp., Cleveland	4,398
70	Fifth Third Bancorp., Cincinnati	3,268
80	Central Bancorp, Inc., Cincinnati	2,819
88	First National Cincinnati Corp.	2,469
	OKLAHOMA	
85	BancOklahoma Corp., Tulsa	2,589
	OREGON	
93	U.S. Bancorp., Portland	2,115
	PENNSYLVANIA	
5	PNC Financial Corp., Pittsburgh	41,055
8	Mellon Bank Corp., Pittsburgh	27,799
38	CoreStates Financial Corp., Philadelphia	7,709
41	First Pennsylvania Corp., Philadelphia	7,300
48	Fidelcor, Inc., Philadelphia	5,400
65	Glenmede Trust Co., Philadelphia	3,900
87	Union National Corp., Pittsburgh	2,514
100	Meridian Bancorp, Inc., Reading	1,861
	RHODE ISLAND	
60	Fleet Financial Group, Inc., Providence	4,404
	TENNESSEE	
95	First Tennessee National Corp., Memphis	2,033
	TEXAS	
30	InterFirst Corp., Dallas	10,315
35	Texas Commerce Bancshares Inc., Houston	8,884
36	RepublicBank Corp., Dallas	8,080
58	MCorp, Dallas	4,780
67	First City Bancorporation of Texas, Inc., Houston	3,534
74	Texas American Bancshares Inc., Fort Worth	3,038
	VIRGINIA	
52	United Virginia Bankshares, Inc., Richmond	5,311
55	Sovran Financial Corp., Norfolk	5,119
	WASHINGTON	
94	Rainier Bancorp., Seattle	2,053
	WISCONSIN	
44	First Wisconsin Corp., Milwaukee	5,939
75	Marshall & Ilsley Corp., Milwaukee	2,986
83	Marine Corp., Milwaukee	2,800

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TODAY

NEWS MONDAY

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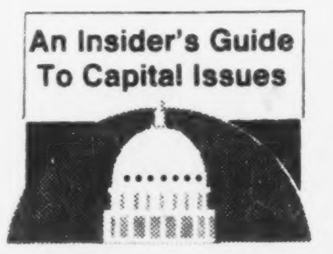

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Quote

It was kind of funny that a man of his stature would forget everything on the biggest disaster in his life.

A juror in the trial of the FDIC suit against Ernst & Whinney, Continental Illinois Corp.'s auditor, commenting on testimoney by Roger E. Anderson, former Continental chairman [Page 3]

Unquote

Japan Firms Outstrip US Rivals in Market Capital

Rise of Yen a Key Factor; Fear of Third World Debt Hurts American Companies

By JOHN P. FORDE

NEW YORK — The market values of the largest Japanese banks and securities firms far exceed those of their competitors in other countries, including the U.S., according to a survey by Morgan Stanley & Co., the investment banking firm.

Analysts attributed the disparity largely to the recent rise in the yen against other foreign currencies.

The list of the 50 largest publicly traded financial companies in the world included nine from the United States. (Tables summarizing the survey's findings appear on page 8.)

The market capitalizations of U.S. firms shrank from yearend 1986 to March 31 because of continued worries about Third World debt. These concerns were spurred especially by news that Brazil had announced a moratorium on payments on its foreign debt during the period.

Market capitalization is an important measure of the attractiveness of an individual company's stock to large institutional investors. It is figured by multiplying the number of a company's total outstanding shares by their quoted price.

Banks in the United States traditionally had small market capitalizations compared with other types of companies. Because of this, only the largest banking firms — those which had substantial amounts of actively traded shares outstanding — were considered suitable for the investment goals of major investors such as pension funds.

This has changed recently, however, as deregulation and the foreign loan problems faced by money center banks made regionals look better by comparison. These factors have brought regionals higher stock prices for their shares while acquisitions have increased the amount of stock issued by these firms.

The difference in how U.S. banks and banks in other countries have reserved against debt to less-developed countries has not been lost on investors. For example, German banks are 70% reserved against Third World

Japanese: Page 8 ➸

Market Capitalization

National leaders on March 31, 1987, in billions of U.S. dollars

Country	Institution	Market Capital
Japan	Sumitomo Bank	$58.3
Switzerland	Union Bank of Switz.	13.0
W. Germany	Deutsche Bank	11.9
U.S.	J.P. Morgan & Co.	7.7
U.K.	National Westminster	7.2

Rate of Failures Grows, but Concern Doesn't

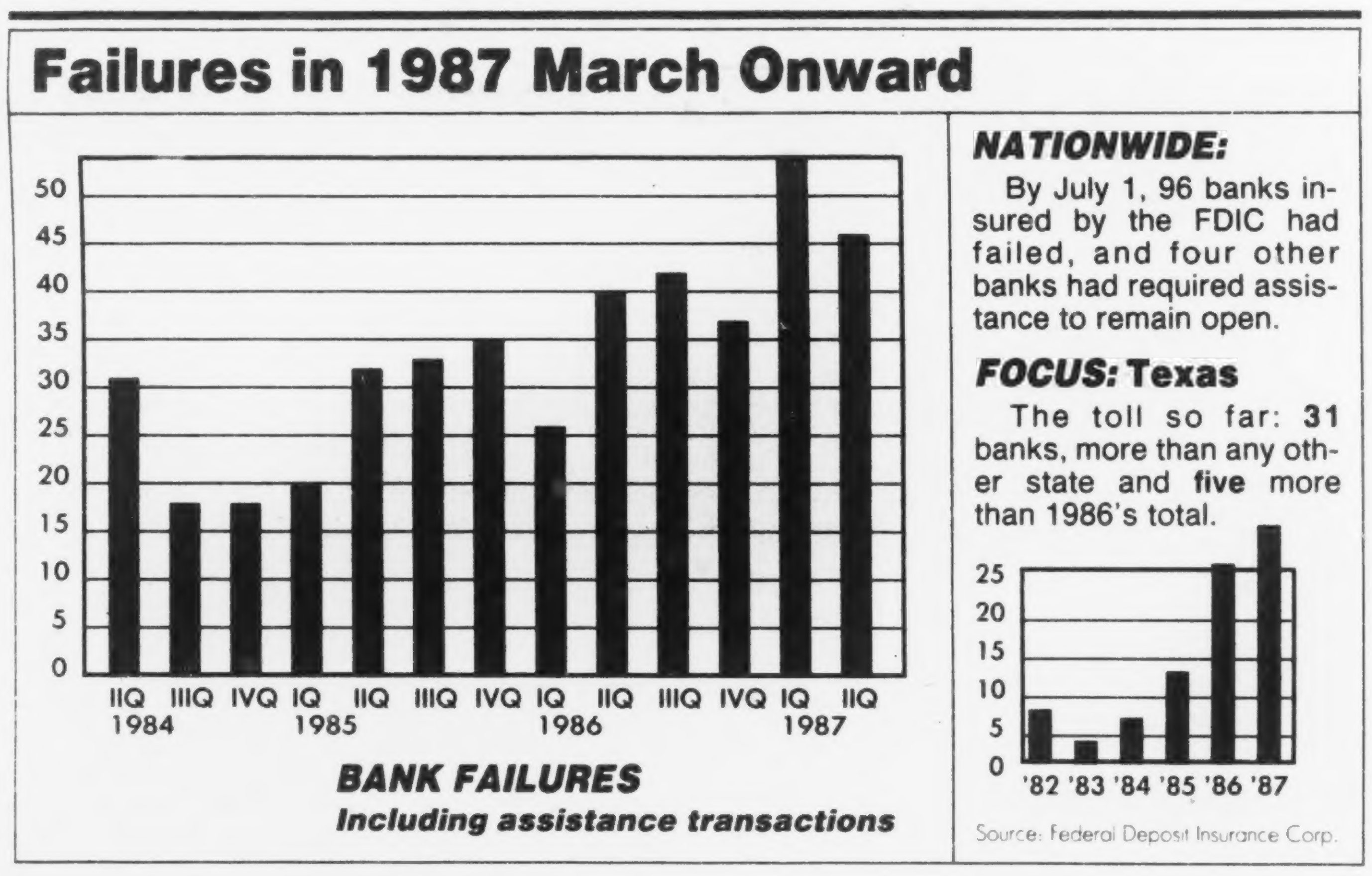
Midyear Toll of 96 Banks Up from 66 a Year Ago

By JAY ROSENSTEIN
Washington Bureau

WASHINGTON — Some facts about bank failures in 1987:

- Through midyear, the Federal Deposit Insurance Corp. handled 96 bank failures. In addition, four troubled banks were given assistance to remain open, and "preliminary" assistance packages were worked out for the BancTexas Group Inc. in February and for two troubled Alaska bank holding companies in June.
- The failure rate is well ahead of last year's pace. At mid-1986, 66 FDIC-in-

FDIC: Page 22 ➸



Failures in 1987 March Onward

BANK FAILURES
Including assistance transactions

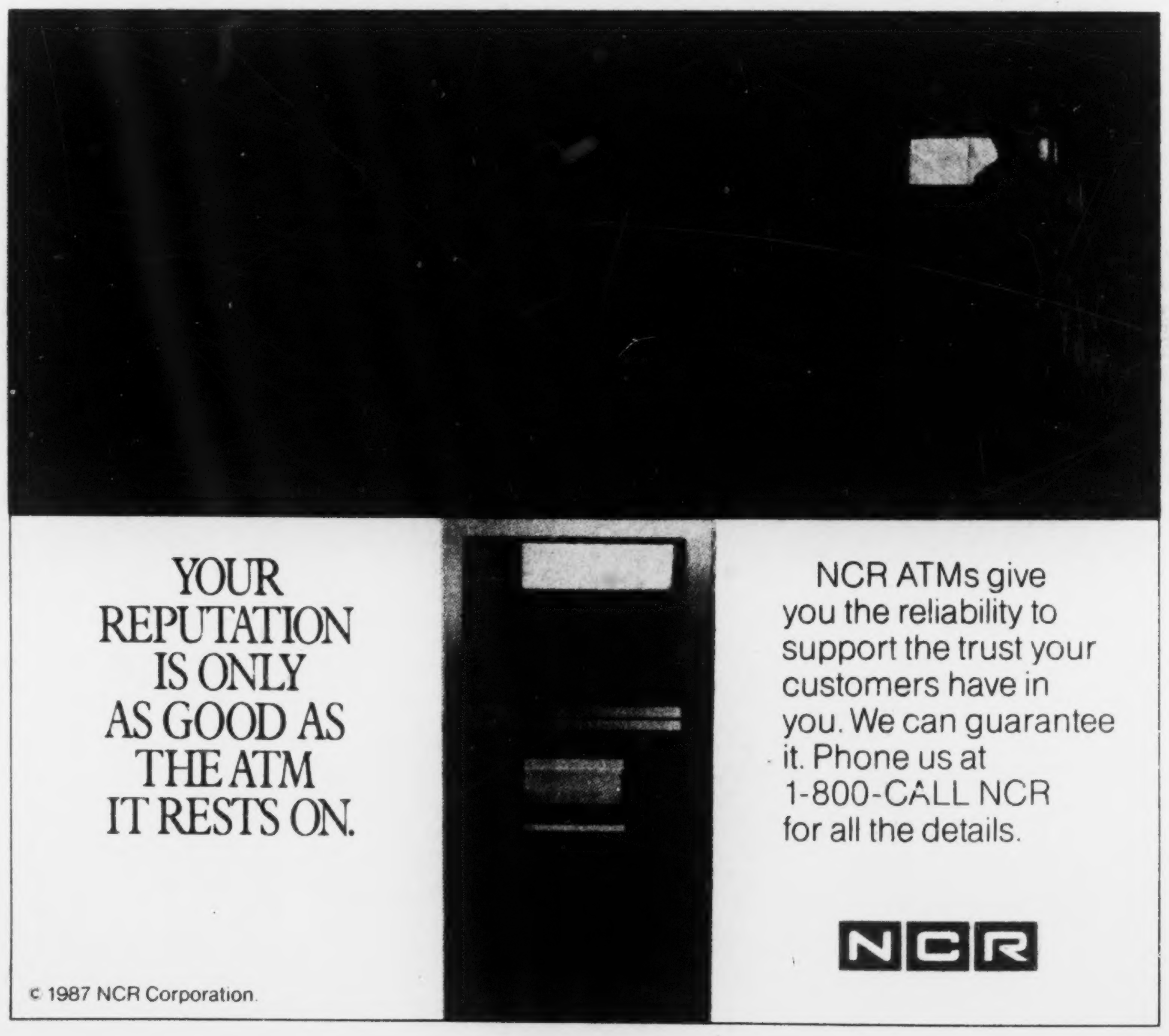
NATIONWIDE:

By July 1, 96 banks insured by the FDIC had failed, and four other banks had required assistance to remain open.

***FOCUS:* Texas**

The toll so far: **31** banks, more than any other state and **five** more than 1986's total.

Source: Federal Deposit Insurance Corp.



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BANK OF BOSTON

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Top Eurobond Underwriters

Highest-ranking institutions through mid-1987

		Issues	Amount ($ Bil.)	Market Share
1	**Nomura International Group**	82	$12.028	13.43%
2	**Daiwa Securities**	47	4.902	5.47
3	**Credit Suisse First Boston**	45	4.843	5.41
4.	**Deutsche Bank AG**	45	4.830	5.39
5	**Yamaichi Securities**	45	4.448	4.97
6	**Nikko Securities**	34	3.979	4.44
7	**Morgan Guaranty Ltd**	30	3.360	3.75
8	**Salomon Brothers International**	26	3.168	3.54
9	**Warburg Securities**	30	2.874	3.21
10	**Industrial Bank of Japan**	27	2.818	3.15
11	**Paribas**	26	2.724	3.04
12	**Morgan Stanley**	22	2.703	3.02
13	**U.B.S. Securities Ltd**	20	2.255	2.52
14	**Dresdner Bank**	18	2.054	2.29
15	**Swiss Bank Corp International**	20	1.861	2.08
16	**Commerzbank AG**	18	1.688	1.88
17	**Baring Brothers**	13	1.454	1.62
18	**LTCB of Japan Ltd**	12	1.431	1.60
19	**Bank of Tokyo**	12	1.386	1.55
20	**County Natwest**	13	1.207	1.35

Note: Full credit is assigned to lead manager.

Source: International Financing Review

EUROWEEK

Japanese Houses Jump Ahead As Eurobond Financing Slows

By JOHN J. DUFFY
London Bureau

LONDON — Shifting patterns in international borrowing produced dramatic changes among the major players in the Eurobond market for the first half of 1987.

Eurobond financing volume totaled $89.59 billion in the six months ended June 30, down from $94.10 billion for the same period last year, according to the *International Financing Review,* a weekly Euromarkets magazine. Behind the moderate decline, however, was a reshuffling of the currency mix of new Eurobond issues and a shift in the standing of Eurobond houses.

The major story was the rise of the Japanese houses — attributed to the increasing popularity of the yen in international markets — and the fall of some long-dominant U.S. and European competitors. Japanese houses captured five of the top 10 spots in the underwriter rankings for the first half of the year, up from two top 10 rankings for the same period last year.

Nomura Securities, in particular, staged a savage assault on front-runner Credit Suisse First Boston, London, capturing 13.43% of the market and knocking Credit Suisse into third place with a 5.41% share.

The growth of Japanese banks and securities firms drove major U.S. players including Merrill Lynch International, Shearson Lehman Brothers, and Goldman Sachs International out of the top 20 underwriters. The major U.S. bank competitor, Morgan Guaranty Ltd., held its own, slipping only three spots to seventh place from its 1986 ranking.

AN **American Banker** WEEKLY FEATURE

The shifts in rankings are tied directly to shifts in the market shares of the major currencies. The market share of the U.S. dollar, which has been eroding in value since February 1985, dropped to 38% in the first half of 1987, compared with 63% in all of 1986. The Japanese yen's market share in Eurobond financings nearly doubled in the first half to 18.7%, compared with 9.9% in all of 1986.

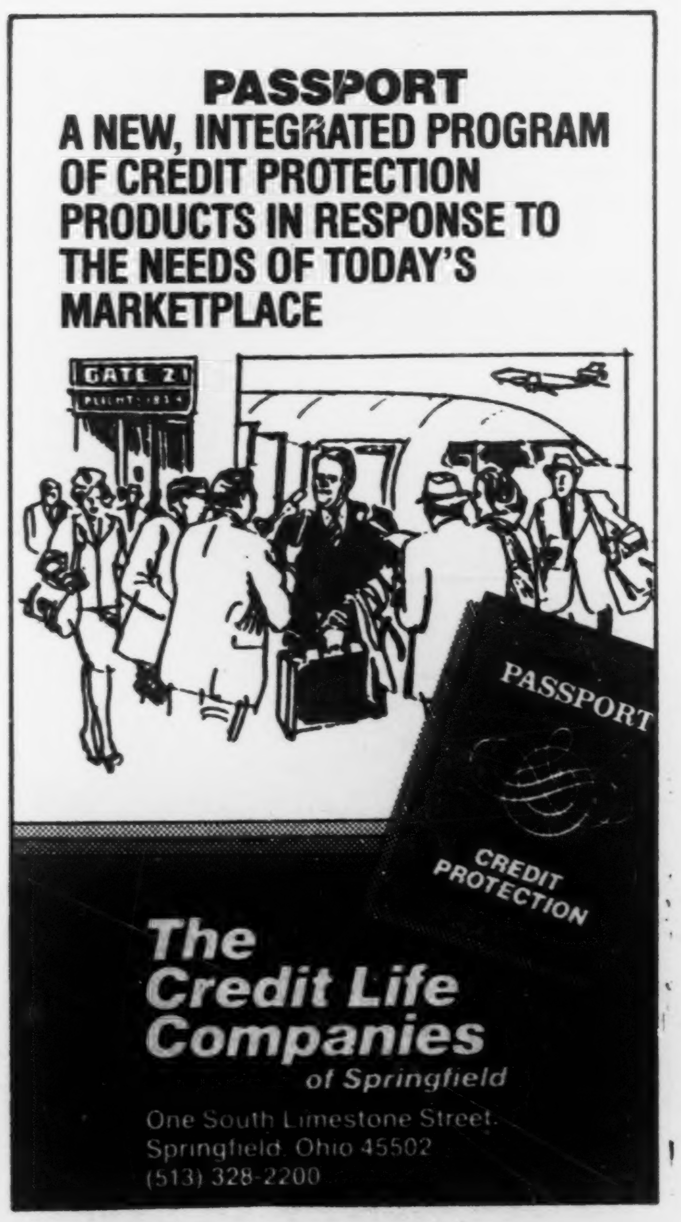
U.S. corporations avoided dollar financings in Europe in the first half of the year because of the currency's extreme volatility. According to Salomon Brothers Inc., U.S. issuers raised $12.5 billion in Europe in the first half of 1987, a 43% drop from the same period a year earlier.

Floating-Rate Notes Collapse

The collapse of the market for floating-rate notes contributed to the decline in dollar financing volume, market analysts said. Since 1984, floaters have accounted for the largest amount of new issues in dollars.

Because of the crisis in perpetual floating-rate notes last year, liquidity in the notes generally has dried up, and issuers — mostly banks — have avoided the sector. Many banks now raise floating-rate money by issuing fixed-rate bonds in Australian dollars and other currencies and swapping the proceeds into floating-rate dollars.

Japanese: Page 19 ➜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INTERNATIONAL BRIEFING

Citibank Brandishes Gold Citicard To Charge into Japan's Retail Front

TOKYO — Faced with intense competition for corporate business in cash-rich Japan, the Tokyo branch of the U.S.-based Citibank has launched a major effort into the retail market. The bank hopes to increase its overall profit by using its own credit card to take advantage of a new era in Japanese consumer credit.

With assets of about $4 billion, Citibank, a subsidiary of Citicorp, is the largest foreign bank in Japan. A solid base of money market and foreign exchange volume has enabled Citibank to keep its return on assets well above the dismal foreign bank average. For fiscal 1987 the bank's pretax return-on-assets estimate is between .5% to .7%, up from .3% in 1986.

To boost returns on assets to even higher levels in a saturated banking market, Citibank will have to be innovative. That is one reason why the bank wants to be the first foreigner in the Japanese retail market.

Yet, with only six branches in the country — two in Tokyo, and single outlets in Yokohama, Nagoya, Osaka, and Kobe — Citibank will be hard-pressed to compete with the huge multibranch networks of Japan's commercial banks. To counter that disadvantage, the bank will rely on the Gold Citicard to solicit business from the Japanese market.

"Our branch network is too small to be a successful mass consumer vehicle," said James Collins, North Asia division head for Citibank. "We cannot use a broad scale product delivery plan, so we will reach consumers through specialized services. Our plan is to leverage off Citicard to literally reach out to hundreds of thousands of Japanese consumers and foreign residents. That will be the basis of our retail strategy for Japan in the 1990s."

Bank Aims to Establish Cheap, Stable Source of Funds

Citibank managers believe there are customers who want to deal with an international retail bank. By tapping that target market, one of the bank's primary aims is to set up a stable and relatively cheap source of funds. To do this, Citibank has created a consumer group, which consists of one-third of the institution's 1000 Japanese employees.

"Japan has a population of 120 million, and the credit card market is wide open," said Mr. Collins. "The U.S. has an average of three cards per person while Japan has only .7. If this country increases its ratio to 1.7 cards per person, then another 120 million cards have to be issued. There is no reason why Citicard could not take 1% of that increment."

To enter this potentially attractive market, Citibank became the first foreign financial services company — beside American Express Co. — to establish its own card. The Gold Citicard launch was in March, and the bank projects a base of 20,000 users within a year. By the third year, the company hopes to reach its medium-term goal of 100,000 cardholders.

Citicorp Card Services was established in the United States in October 1986 and opened a Tokyo branch in December. As the largest issuer of bank cards in the United States, with 15 million Visa and MasterCards in use at year's end, Citibank will issue its Far Eastern version in conjunction with Union Credit Card Company of Japan and MasterCard International.

Presently, a Gold Citicard membership costs about $80, with a $40 cost per additional card. Japanese members will be able to use their cards in about 520,000 Union Credit Card establishments, at about 2,000 cash dispensers, and throughout the MasterCard network.

Citibank will allow clients to withdraw up to $1,400 in cash and use the card to facilitate approval of loans up to $35,000. With the "Citishopping" system cardholders accumulate "Citipoints," which allow them to purchase select products at special prices.

"It's going to be a wonderful battle for the card market. We will go after the same upscale consumer as Amex and Diner's Club [run by Fuji Bank] but add middle class users," said Mr. Collins. "Gold Citicard will be much broader than these two competitors. As the law permits, we will become much more than a plain charge card. We want to be already in position on the day banks are allowed to extend revolving credit lines to consumers."

Citibank will not only compete by offering revolving credit lines, but when interest rate deregulation reaches the consumer level, the bank also expects to make use of rate structures to attract new business.

Using the card as a consumer link, Citibank will try to attract savings and certificate of deposit money, while using direct mail to sell a series of other products.

Ministry of Finance Expected To Approve Revolving Credit Lines

Given the present circumstances in Japan, Citibank may not have to wait too long to put its credit card plans into effect. Currently, the Japanese government is considering increasing domestic demand by deregulating the consumer finance business. In the near future, the Ministry of Finance is also expected to allow commercial banks more leeway in the area of consumer loans by extending the right to offer revolving credit lines.

The consumer finance business is now dominated by bank-affiliated credit card companies and large credit sales firms. Commercial banks started to compete with credit companies only in 1985, yet the combined balance of the 12 leading banks' consumer loan portfolios is estimated at around $7 billion, up 70% from a year ago.

That figure is small, however, compared with total consumer finance business of $275 billion. The leading credit company, Nippon Shimpan has yearly turnover estimated at $19 billion, and rival Orient Finance, affiliated with Dai Ichi Kangyo Bank, has turnover of about $18 billion.

The Ministry of Finance hopes the new competition will lower the average interest rate charge on loans and decrease the overall cost of money. Citibank is in favor of both these legislative moves.

— David Lake

Proof of Prudence or Sheep Mentality?

By PHILIP T. SUDO

NEW YORK — T. Joseph Semrod, chairman and president of United Jersey Banks in Newark, has occasionally noted that "the sheep syndrome seems to permeate the banking industry."

Recent moves by banks to raise their loan-loss reserves would do nothing to change his mind, although they may put the market at greater ease.

To date, 50 bank holding companies have followed Citicorp's dramatic lead and announced a special, one-time provision to protect themselves against losses to borrowers in lesser developed countries. Companies with an LDC portfolio of as little as $2 million have announced special provisions.

As a result of those actions, 35 have said they will report losses for the second quarter, and 12 have indicated they will show losses for the entire year.

On May 19, Citicorp said it would add $3 billion to its reserve to cover potential losses on $14.8 billion in Third World outstandings.

Through July 1, six more of the nation's top 10 bank holding companies have taken actions similar to Citicorp's. The exceptions are J.P. Morgan & Co. and Bankers Trust New York Corp., two firms already highly capitalized, and Wells Fargo Corp., which has a relatively small LDC exposure.

Some banks have announced special provisions of as little as $4 million.

When asked whether banks were prompted by true balance-sheet concerns or simply the herd instinct, Ronald Mandle, bank analyst for PaineWebber Inc., said, "It's a combination of both. Once Citi moved, the others were likely to follow, because a lot of them have the same loans."

But as for whether any of them would have acted had Citicorp not taken its step first, he said, "Probably not that many would have." ■

Special Provisions for Third World Debt

Banking institutions increasing reserves against loans to lesser developed countries

As of July 2, 1987 (In Millions of Dollars)	Second Quarter Provision	Total Reserve 6/30/87	Special LDC Reserve	Relevant LDC Debt	Second Quarter Loss/Profit	Full Year Loss/Profit
Citicorp, New York	$3,000	$5,000	$3,800	$14,800	($2,500)	($1,000)
Manufacturers Hanover Corp., New York	1,700	2,700	1,850	8,409	(1,400)	(1,050)
Chase Manhattan Corp., New York	1,600	2,700	2,200	8,900	(1,400)	(850)
BankAmerica Corp., San Francisco	1,100	3,300	250	1,000	(1,000)	(775)
Chemical New York Corp., New York	1,100	2,100	1,500	5,900	(1,100)	(710)
First Chicago Corp., Chicago	800	1,370	935	2,800	(700)	(450)
First Interstate Bancorp, Los Angeles	750	1,200	500	1,500	(455)	
Security Pacific Corp., Los Angeles	650	1,300	650	1,800	(175)	150
American Express Bank Ltd., New York	600	795		2,092	(50)	
Continental Illinois Corp., Chicago	500	970	757	3,345	(470)	(300)
Mellon Bank Corp., Pittsuburgh	415	990	290	1,600	(500)	
Marine Midland Corp., Buffalo	400	683		440	(290)	(100-120)
First RepublicBank Corp., Dallas[1]	325	1,100	275	1,360	(313)	
Bank of Boston Corp., Boston	300	702	430	1,200	(80-85)	
National Westminster Bank USA, New York[2]	220	337	101	1,000	(185)	(142)
Norwest Corp., Minneapolis	200	500		600	(160)	(30)
First Bank System Inc., Minneapolis	160	513	205	414	(105)	70-85
Bank of New York Corp., New York	135	400	175	544	(35)	100
Valley National Corp., Phoenix	135	225			(63)	10
PNC Financial Corp., Pittsburgh	110	386	135	482.5	19.1	
Bank of New England Corp., Boston	107	368	107	305	1-5	12
Republic New York Corp., New York	100	225		487	(80)	
First Wisconsin Corp., Milwaukee	96	160	102	292.6	(55)	35-45
Northern Trust Corp., Chicago	85	163	107	335	(63)	(18)
AmeriTrust Corp., Cleveland	78.1	161	63.5	199	60	
Mercantile Bankcorp. Inc., St. Louis	75	148		263	(33)	2
Seafirst Corp., Seattle	60	220	128	512	(45-50)	
Rainier Bancorp., Seattle	58	136		170	(19)	
First Fidelity Bancorp., Newark, N.J.	56	153	41	121	(7)	
National City Corp., Cleveland	55			250	8	135
Banc One Corp., Columbus, Ohio	54	214		82	19	
NBD Bancorp Inc., Detroit	54	233	70	236	15	
First Wachovia Corp., Winston-Salem, N.C.[3]	50	212	35-50	214		
Shawmut Corp., Boston	44	135	69	150	(30)	
United Banks of Colorado Inc., Denver[4]	35	100		2		
Manufacturers National Corp., Detroit	30.4	88	60	214	(10)	
Fidelcor Inc., Philadelphia[5]	30	135	44	88		
Merchants National Corp., Indianapolis	30	55		75	(13)	15
Midlantic Corp., Edison, N.J.[6]	30	210	73.5	111		
Old Stone Corp., Providence, R.I.	28	45		93	(14.6)	14
Huntington Bankshares Inc., Columbus, Ohio	25	83	25.8	87	3.3	
First Union Corp., Charlotte, N.C.[7]	25	255	33	57	59	260-265
Indiana National Corp., Indianapolis	23	62	25.3	67	(4)	
Centerre Bancorp., St. Louis	20	75	37	95	(7)	24-25
United Virginia Bankshares Inc., Columbus, Ohio	18	97	20	52		
First Kentucky National Corp., Louisville	17	58	22.3	53		
Washington Bancorp, District of Columbia	12	30		77	(9)	
Banco de Ponce, San Juan	10	27.3	12.8	42.8	(4.3)	
Deposit Guaranty Corp., Jackson, Miss.[8]	8.1	37		18		
Bank South Corp., Atlanta	4	30	4	8.3		

[1] First RepublicBank indicated it will show a loss for the full year. [2] NatWest USA's $185 million loss is for the first half. [3] First Wachovia will show a 2nd quarter profit, although earnings will be affected negatively by $20 million. [4] United Banks of Colorado indicated it will show a loss for the 2nd quarter. [5] Fidelcor will show a 2nd quarter profit, although earnings will be affected negatively by $23 million. [6] Midlantic will show a 2nd quarter profit, although earnings will be affected negatively by $18 million. [7] First Union's indicated its expected full year profit is an analyst's projection. [8] Deposit Guaranty will show a 2nd quarter profit, although earnings will be affected negatively by 60 cents per share.

Compiled by Philip T. Sudo

EXECUTIVE CHANGES

Robert Kemper Joins Consultants

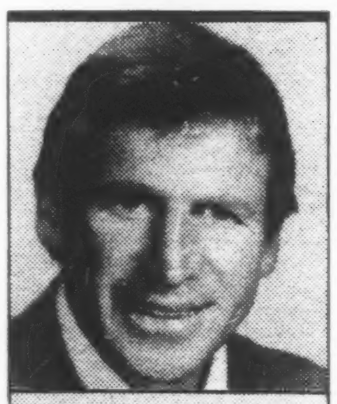
Robert L. Kemper, a director of the National Center on Financial Services at the University of California at Berkeley, has joined **Edgar, Dunn & Conover Inc.,** management consultants based in San Francisco. Mr. Kemper, 58, was formerly president and chief executive officer of BankWire, a New York-based data communications cooperative owned by the nation's largest banks. From 1978 to 1983, he served as vice chairman at Wells Fargo Bank. Mr. Kemper is past president of the Bank Administration Institute, the California Bankers Association, and the Western States Bankcard Association. He retains his post at the National Center on Financial Services.

BANCOHIO NATIONAL BANK, Cleveland, announces the election of **Stephen B. McLane** as executive vice president of its board of directors. Mr. McLane joined BancOhio in 1986 as manager of the metro/multinational division, and currently heads the corporate banking group. Also elected assistant vice presidents were: **Lynn Vadini Armbrust** and **Thomas L. Mercer,** information systems division; **Scott E. Bennett,** Marion area; **Jeffrey S. Chapman,** investments division; **Linda M. Kight** and **Gerald P. Walker,** secured credit division; and **Gretchen Lynn Yates,** corporate services division. BancOhio is a member of National City Corp., Cleveland, a bank holding company with $13.9 billion in assets.

BEACH FEDERAL SAVINGS AND LOAN ASSOCIATION, Boynton Beach, Fla., has appointed **Alvin A. Hirsch** senior executive vice president and chief operating officer, responsible for accounting and treasury operations. He is also chief financial officer and treasurer.

THE VERMONT BANKERS ASSOCIATION has elected **Jean A. Hubner** president. The president-elect is vice president of Vermont National Bank. **Chester D. Andrews,** president of Factory Point National Bank was elected first vice president, and **Kendrick F. Bellows Jr.,** president of Bank of Vermont, was elected second vice president.

OLD STONE CORP., Providence, R.I., the parent of Old Stone Bank, appointed **Robert M. Doyle** executive vice president of Old Stone Development Corp. Mr. Doyle had served since 1983 as senior vice president of Old Stone Development, responsible for initiating new investment opportunities. Mr. Doyle joined Old Stone, as vice president of the bank and the development corporation, in 1983.



Robert M. Doyle

THE FEDERAL HOME LOAN BANK OF SAN FRANCISCO has named **William K. Black** senior vice president and general counsel-corporate secretary. Mr. Black will provide legal advice on thrift policy proposals submitted to the Federal Home Loan Bank Board. Mr. Black was formerly a deputy director for the Federal Savings and Loan Insurance Corp.

FIRST CITY NATIONAL BANK OF HOUSTON has elected **Charles W. Patterson** as executive vice president. He joined First City in 1973, became a group manager in the energy division, was promoted to department manager of the special loans group in 1985, and division manager in 1986.

— Orest Mandzy

BankLink Inc. Offers Stop-Payment Service

Special to the American Banker

NEW YORK — BankLink Inc., a licenser of cash management services, has announced a new stop-payment service.

The service allows corporate cash managers to electronically send stop-payment requests to their banks' processing locations. Confirmations are also received electronically.

BankLink is offering the service, on a pilot basis, throughout the summer. It has not yet scheduled a formal release date.

The stop-payment service eliminates the need for cash managers to spend time telephoning their banks to order and confirm stop payments. It also makes typed confirmations unnecessary.

Decentralized as well as centralized bank operations can use the service, the company said, because requests can be routed to one of several locations within a bank.

According to Jonathan Butterfield, the company's managing director, the idea came after BankLink studied corporate cash management needs. "Stop payments consistently came up as the service corporations were most interested in," he said.

The BankLink system, part of Chemical Technologies Corp., is licensed to 87 financial institutions worldwide. Chemical Technologies, a distributor of electronic financial information services, is a subsidiary of Chemical New York Corp. ■

MEMORY BANK

Following are the answers to the Memory Bank Quiz on page 16.

1. False. Robbers took ATM cards only 6% of the time. (In 1986, there was a rate of one violent criminal incident per 3.2 million ATM transactions.) **June 29, page 15 : column 1.**
2. B) 50%. **June 30, 2:1.**
3. First Chicago Corp. **June 30, 2:4.**
4. Certificates of deposit. **June 30, 2:3.**
5. H. Robert Heller. **June 30, 8:4.**
6. False. As the 200th anniversary of the U.S. Constitution approaches, the Billy Buttons are part of a campaign to raise funds to restore a statue of William Penn in Philadelphia. **June 30, 12:1.**
7. Marshall & Ilsley Corp., Milwaukee. **June 30, 31:1.**
8. International Business Machines. **July 1, 10:1.**
9. Land. Sun State expects to sell 740 acres in affluent Scottsdale, Ariz. **July 3, 5:2.**
10. Ernst & Whinney. **July 3, 2:1.** ■

Retirement . . .

➽ Continued from Back Page

the services.

Along with the survey results, the association has published a new National Financial Planning Index showing how much consumers can expect to pay for such basics as a college education, a new car, and a weeklong family vacation. The prices were obtained from national providers of goods and services.

The index suggested that a family of three with an annual gross household income of $75,000 would have to spend $40,440 a year to cover the cost of an upscale home, funding a retirement plan, a four-year private college education, a new car, a one-week family vacation, and a $500,000 life insurance policy. ■

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EUROWEEK

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This year's decline in dollar fixed-rate and floating-rate issues has been accompanied by an astounding rise in another type of dollar financing — bonds with equity-purchase warrants.

Unfortunately for U.S. and European houses, however, these bonds have been issued almost entirely by Japanese companies and floated by Japanese securities firms or banks.

So far this year, Japanese borrowers have issued more than $11 billion of bonds with equity-purchase warrants, compared with $12 billion in all of 1986 and $1.6 billion in 1985. In July alone, underwriters expect to sell$4 billion of the bonds.

The equity-purchase warrants grant investors the right to buy Japanese shares at a fixed price, representing an inexpensive way to play the Tokyo stock market.

With Tokyo stocks up an average of 40% this year in dollar terms, companies have been able to sell the bonds with warrants at interest rates of about 1%. For example, a recent $800 million warrants deal for Toyota, the largest such issue to date, offered a coupon of only 1¼%.

Such low interest rates have Japanese companies clamoring to sell the issues, and companies including Nomura and Daiwa have been more than accommodating. Underwriting the issues does not yield much profit, but it can help enormously with league table rankings, which are important to the Japanese.

The outlook for U.S. banks and securities firms is not much brighter for the second half of the year, analysts said. A major reason is the termination last week of the U.S. tax treaty with the Netherlands Antilles.

Unitl 1984, U.S. corporations issued Eurobonds through subsidiaries in the Netherlands Antilles to avoid the 30% withholding tax on foreign investment in U.S. securities. With the demise of the tax treaty, U.S. bonds became subject to the tax, and prices fell sharply.

Although the U.S. Treasury said late last week that it would propose legislation to exempt most of the pre-1984 bonds from the tax, the episode has left European investors highly suspicious. Most importantly, the change in the tax structure made it possible for U.S. issuers to call for early redemption of more than $30 billion of U.S. bonds issued during the high-interest-rate period of the early 1980s. European investors now face the loss of millions in interest income because of the early redemptions.

"I think it will be a long time before investors here ever trust a U.S. issuer again," said one money manager based in Switzerland. "U.S. corporations are going to face a lot of hostility here for some time to come." ■

Study Says Europeans Lag in Financial Services

By JOHN J. DUFFY
London Bureau

LONDON — A vast potential market for payment cards and related financial services in Europe is not being served adequately by European banks, according to a study released here this week by MasterCard International Inc.

It concluded that European banks have been too preoccupied with keeping U.S. financial services giants like American Express Co. out of their national markets. In the process, they have failed to develop significant payment products of their own and are in danger of losing their best customers to such large, international competitors, the study warned.

MasterCard, the international bank card association based in New York, underwrote preparation of the study by Lafferty Business Research, a London-based publishing and research firm.

"The European banks have been preoccupied with building a new Maginot Line against an imagined invasion by their American payment systems rivals," the report said.

"As a result, they have skimped on creating better European alternatives. They have created only two cross-border payment products with a specific European identity: Eurocheque, which is limited in its application and potential, and Eurocard, which has turned out to be a feeble attempt to rival American Express."

Lafferty Business Research queried about 6,000 consumers in Britain, France, the Netherlands, Spain, Sweden, and West Germany.

It found that 40% of credit card holders would go to a bank other than their own if it offered lower fees or lower credit card interest rates. Most consumers would prefer to deal with U.S. banks rather than European banks, the survey also showed.

"The conclusion is that the potential for internationalization of payment and credit services is substantial, and the European banks should not take customers for granted," the study said.

Other findings included the following:

- While European consumers' interest in credit cards is growing, a relatively small percentage of European consumers actually possess an internationally recognized credit card. Only 17% of those surveyed had Visa cards, 9% MasterCards, 2% American Express cards, and only 1% Diners Club cards.
- Seventy-four percent said they were worried about using bank payment cards or credit cards, unless they have built-in spending limits, because they think cards make it too easy to overspend.
- Name recognition of international payment cards is high. For example, 70% of consumers recognized the American Express name.
- Forty-four percent of those who have a bank payment or credit card are using it more frequently than they used to.
- Twenty-seven percent said they are interested in home banking. Of these, 41% would be willing to pay a monthly fee.
- Twenty-nine percent were interested in cashless shopping or electronic funds transfer at the point of sale.

Overall, the study established that European banks have done little in the way of market segmentation. While Europeans exhibit a high degree of loyalty to their local banks, this may be because there is little to choose from among institutions, the study said. ■

Visa Executive Starts Collection Firm

➽ Continued from Back Page

been charged off," he said. "I have been analyzing the market very closely while at First Interstate and at Visa, and ours will be the only outfit focusing entirely on bank card receivables."

As his interest grew in tackling the collection problem, "it became clear that there wasn't an appropriate place for something like this within Visa," he said.

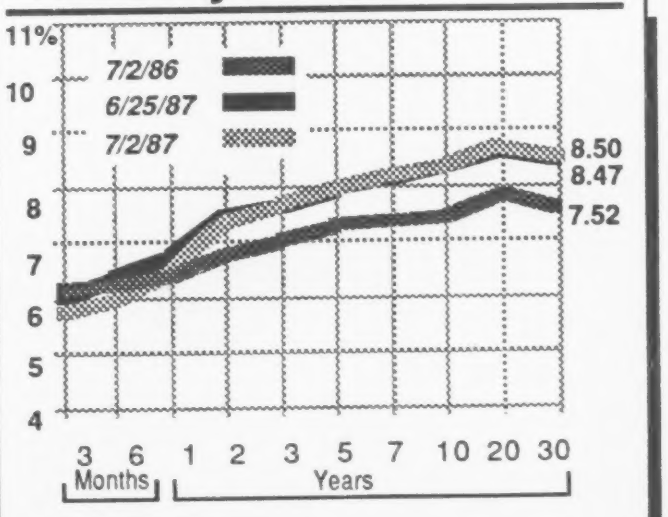
Chargeoffs are "high and going higher," Mr. Johnson said. He estimated the bank card industry would charge off $2.5 billion this year, equal to at least 4% of card loans outstanding. Card-issuing banks could improve their earnings by recovering some of those chargeoffs.

By focusing on the problems of credit card issuers as opposed to other types of creditors, Credit Sciences will have a competitive advantage over collection companies that are "not in sync with the strategic objectives of the banking industry," he said.

Once the collection business is in place, Mr. Johnson said he will branch out into risk management consulting and "play more of an educational role in the industry."

Mr. Johnson has also obtained a consulting contract to help a major financial institution — which he declined to identify — establish a credit card bank in Georgia. The state recently enacted a law to attract such institutions and the accompanying jobs. ■

Treasury Yields



Interest Rates

July 2, 1987

Federal Funds	6.79
3-month T-Bills	5.83
30-year T-Bill	8.43

Gibraltar Agrees To Buy Thrift

BEVERLY HILLS, Calif. — Gibraltar Financial Corp. agreed in principle to acquire First Federal Savings and Loan Assocation, Ridgecrest, Calif., for $12.1 million in cash. Ridgecrest, which operates six offices, primarily in Kern County, has assets of $130 million. Gibraltar, with assets of $12 billion, is the parent of Gibraltar Savings and Loan Association. ■

Duff & Phelps Inc.
CREDIT RATINGS

Week Ending July 3, 1987

New Issues:	Rating
Fixed Income	
AT&T Credit Corporation - Notes	2
Borg-Warner Holdings Corporation - Sen. Sub. Debt	15
Centel Corporation - Debs.	6
First Chicago Corporation - Sub. Capital Notes	7
Public Service Electric and Gas Company - F&RMB	4
Salem County, New Jersey/Public Service Electric and Gas Company Project - PCRB (Col)	4
Texas Utilities Electric Company FM&CTB	7

New Ratings:	
Commercial Paper	
Kerr-McGee Credit Corporation	Duff 1-

Ratings Changed:	From	To
Fixed Income		
American Airlines, Inc. - Equip. Trust Ctfs.	7	6
Massachusetts Municipal Wholesale Electric Company Defeased Portions (Coupon or Reg. Bond Nos. as Specified by Trustee) of Rev. Bonds Series 1981B, 1982A, 1985A due 2017 and Series A Due 2018	9	1
Michigan Consolidated Gas Company - FMB	8	6
Michigan Consolidated Gas Company - Pfd. Stock	9	7
Panhandle Eastern Corporation - Exch. Sub. Debs.	11	10
Panhandle Eastern Pipeline Company - Debs.	9	8
Panhandle Eastern Pipeline Company - Pfd. Stock	9	8

For information contact: Tom Schroeder V.P.
Duff & Phelps Inc., 55 E. Monroe Street
Chicago, Illinois (312) 263-2610

Rate of Failures Grows, but Public Concern Doesn't

Continued from Page 1

sured institutions had failed. The 96th closing last year did not occur until August 21.

- At the current rate, about 200 banks will fail this year, well above the total of 138 in 1986, the worst year since the Great Depression. There were also seven cases of open-bank assistance last year. Until 1982, the typical number of closings in a year was 10 or fewer, and assistance to open banks was almost unthinkable.
- During the first quarter of 1987, 54 banks insured by the FDIC were closed or given aid to keep them from failing. That is more than in any other three-month period since 1933.
- Before the year is out, more FDIC-insured banks will have failed or been propped up within six years than had been in the previous 48 years of the FDIC's activities. According to the agency, from 1934 through 1981, 581 insured commercial banks and savings banks were closed or given assistance to remain open. From 1982 through the first half of this year, 535 banks were closed or given aid.

FDIC-Insured Bank Failures Around the US

As of July 1, 1987

	'87	'86	'85	'84	'83	'82
Alabama	2	1	2	1	1	1
Alaska		1				
Arizona						
Arkansas			1	2	1	3
California	3	8	7	6	5	2
Colorado	7	7	6	2	1	
Connecticut						
Delaware						
Dist. of Columbia						
Florida	1	3	2	2		1
Georgia						
Hawaii						
Idaho		1				
Illinois	2	1	2	5	6	5
Indiana	3	1	1	2	0	0
Iowa	4	10	11	3		2
Kansas	3	14	13	7	1	
Kentucky		2		1	1	
Louisiana	6	8		1		
Maine						
Maryland						
Massachusetts	1					1
Michigan				1		1
Minnesota	6	5	6	4	1	1
Mississippi	1			1		
Missouri	4	9	9	2	1	2
Montana	3	1			1	
Nebraska		6	13	5	1	
Nevada					1	
New Hampshire						
New Jersey				1	1	1
New Mexico		2	3			
New York			4		2	4
North Carolina						
North Dakota	1					
Ohio	1					
Oklahoma	14	16	13	5	1	3
Oregon		1	3	5	5	
Pennsylvania						1
Puerto Rico		1		1	1	1
Rhode Island						
South Carolina						
South Dakota	1	1		1	1	
Tennessee		2	5	11	12	3
Texas	31	26	12	6	3	7
Utah	2	3	1	1		
Vermont						
Virginia						1
Washington						1
West Virginia						1
Wisconsin		1	1			
Wyoming		7	5	2	1	
Total	**96**	**138**	**120**	**79**	**48**	**42**

The total of failures for 1987 does not include four assistance transactions. The total of failures for 1986 does not include seven assistance transactions.

Nonchalant Attitude

Sounds like a lot of doom and gloom — on paper. But despite those statistics, bankers and the public seem almost nonchalant about the rash of bank failures in the United States.

"If we talked five years ago about 200 banks failing, there would have been panic in the streets," said a banking industry observer.

Ever since Oklahoma's Penn Square Bank failed in 1982, beginning a new era of bank closings, the FDIC through fancy footwork has been successful in protecting the banking system, its depositors, and the federal insurance fund.

Said William Bosies, a lawyer for the American Bankers Association, "We feel the FDIC has been doing an excellent job of handling bank failures, minimizing the impact of those failures on the local communities in which those banks are located, and trying to innovate in finding new ways to handle bank failures."

Last year, the FDIC came up with innovations intended largely to overcome an inability or reluctance of healthy institutions to bid on failed banks.

For instance, the agency began a program in which an acquiring institution was given a "note receivable" at a high interest rate as an alternative to cash assistance to a bidder who didn't want the cash up front.

Also, the FDIC last year introduced the "negative premium," in which it would pay the acquiring institution to take over a failed bank, instead of usual practice of the institution paying a premium to the FDIC.

In 1986, the FDIC and other regulators made use of capital forbearance for well-managed institutions facing tough times. There also was the first intensive use by the FDIC of open-bank assistance, in which the agency gave aid to ailing institutions to keep them from closing.

Changes in Disposing of Assets

Last year, the FDIC also found ways to minimize the cost and burden of disposing of failed banks' assets. They included reselling assets in bulk packages and developing a computerized asset marketing system, in which the agency tries to match potential investors with assets in the FDIC portfolio.

According to the FDIC, the asset marketing program has identified about 1,500 potential purchasers of loan packages and helped close about 200 sales, ranging in size from a 10-loan package to another of 90,000 insurance accounts. These sales have involved about 129,000 loans with an aggregate book value of $342 million.

"We are realizing major benefits from the program now that it is fully operational," said Stephen Katsanos, an FDIC spokesman.

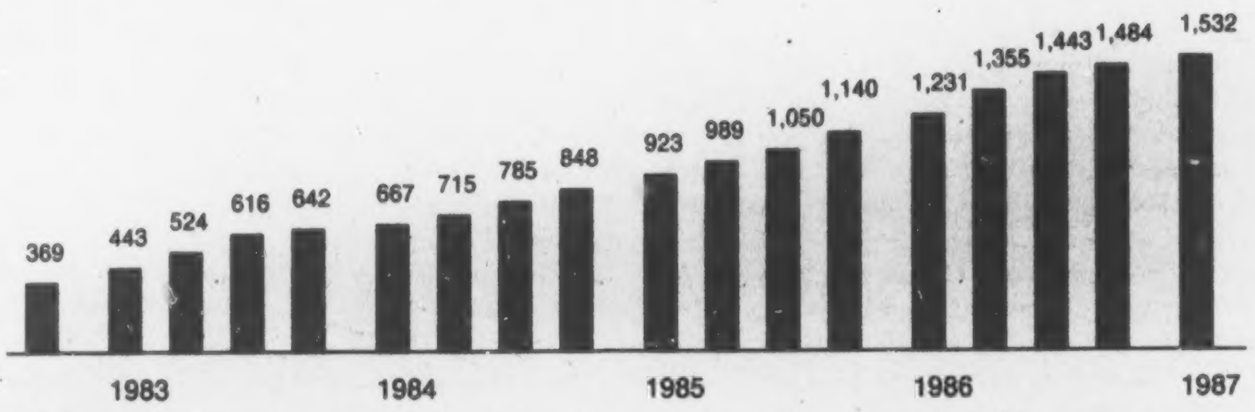
Much of the FDIC's work this year can be characterized as expanding on and tinkering with last year's programs. On the drawing board is a major expansion of the capital forbearance program. Instead of only farm and energy banks being eligible for leniency on capital standards, all FDIC-insured banks would be eligible.

The FDIC also is trying to shorten the interval between on-site examinations of both healthy and problem institutions. "During 1986, the FDIC added about one bank a day to the problem list," Mr. Katsanos said. "By the end of the year, we had almost one problem bank for every examiner on the staff.

"So if we're going to focus our efforts on just problem banks, we're not going to be getting into institutions that were rated as healthy ones at their last examination. We don't see that as an acceptable proposition."

Problem List Still Growing

Banks under federal supervision are examined by the Camel system, which rates banks from 1 (good) to 5 (bad) based on the quality of capital, assets, management, earnings, and liquidity, plus a composite rating. 'Problem' banks supervised by the Federal Deposit Insurance Corp. consist of 4- and 5-rated institutions.



Each bar represents the nummber of banks on the FDIC's problem list at the end of a quarter.

Source: Federal Deposit Insurance Corp.

There has been one major innovation so far this year. The FDIC now can offer a bidder funds up front to take over an entire institution, rather than having the agency assume the bulk of the problem loans.

"We want to keep all the credit in the private sector," FDIC chairman L. William Seidman said. "The value of assets goes down when we get hold of them."

FDIC officials also say this arrangement has the potential to bring more bidders to the table for failed banks, to be less disruptive to a failed institution's borrowers and other customers, and to ease the agency's liquidation workload.

The "whole bank" purchase plan was first used in April, when the $13.6 million-deposit Deer Lodge Bank and Trust Co. of Deer Lodge, Mont., was closed. Six of these deals were arranged in the first half of the year.

Problem List at All-Time High

The agency will have its hands full for the rest of the year. The problem list of institutions requiring special supervisory attention is still at an all-time high. It stood at 1,532 at the end of the first quarter, and Mr. Katsanos said there are about 1,600 on the problem list now.

The FDIC spokesman said last week that while bank failures have been increasing at a faster pace than in the past, the problem list has shown a more modest growth rate. "We're thinking that over the next 12-month period we might see some stabilizing in the rate of failures," he said.

The relatively good news recently has come from the Midwest and from agricultural banks. Agency officials say that in the past year farm prices have stabilized and some of the pressure on lenders in the agricultural economy seems to have eased. The bad news, though, continues to come from the southwestern states that are heavily dependent on oil and mineral exploration.

Kansas, a farm state, had 14 bank failures and two assistance deals last year. During the first half of this year, three Kansas banks failed. While six banks failed in Nebraska last year, there were no failures in the first half of this year.

But the oil state of Texas alone accounted for 31 of the 96 FDIC-insured banks actually shut down in the first half of 1987. Those 31 failures already exceed the 26 shut down there in 1986. And more failures in Texas may have been averted in February of this year when the FDIC and the Hallwood Group of New York participated in an assistance program for the financially troubled BancTexas Group. Several of the 11 banks in the BancTexas family were considered to be on the brink of failure.

The agency's future problems could depend on what happens to sectors of the economy and to interest rates. But the FDIC could become more efficient in responding to problem banks due, in part, to decisions in Congress.

Late last month, House and Senate negotiators adopted the "bridge bank" concept, which will enable the FDIC to take over a failed bank, keep it in business, and take whatever time it needs to find a buyer. The lawmakers also agreed to permit large problem banks to be acquired by out-of-state institutions before they are closed. This also should give the FDIC more time to find buyers for institutions.

In the past, there often has been a mad scramble to find a buyer in the hectic days before an institution is closed, and a rush by potential buyers to analyze the problem bank. This has reduced the number of bidders and perhaps the size of their offers.

"If we have an opportunity to open the doors of the failing bank to potential buyers, we think it will be a much better process for marketing the bank," said Mr. Katsanos of the FDIC. "It removes a good deal of the uncertainty." ■

Toll for 2d Half of '87 Begins: 2 More Failures

WASHINGTON — Two banks in Texas were closed late last week, bringing the number of failures to 98 for the year.

The Bank of Brazoria, Brazoria, Tex., was closed last Thursday. Moulton State Bank, Moulton, Tex., assumed $24.2 million of the Bank of Brazoria's deposits.

The failed bank's sole office is scheduled to reopen today as a branch of Moulton State Bank, which agreed to pay the Federal Deposit Insurance Corp. a $260,000 purchase premium.

The acquiring bank will purchase $13.5 million worth of the Bank of Brazoria's assets, and the FDIC will retain assets with a book value of $11.7 million. The FDIC advanced Moulton State Bank $10.4 million. This was the 32d Texas bank to fail this year.

Citizens Bank of Bryan, Texas, was also closed July 2. Deposits of $36.3 million at the failed bank were assumed by UnitedBank-College Station, College Station, Texas. ■

FDIC-Insured Banks that Have Failed or Been Rescued in 1987

Washington Bureau

WASHINGTON — The following is a list of U.S. banks insured by the Federal Deposit Insurance Corp. that have failed or to which the FDIC has given financial assistance because they were deemed in danger of failing in the first half of 1987.

A bullet (•) denotes a collapsed agricultural bank, defined by the FDIC as having agricultural loans exceeding 25% of its total loans.

The number of insolvent banks that have been either liquidated or merged into other companies is 96. Four others, listed here after the bank failures, received financial help from the FDIC to keep them from failing. Thirty-one of the failing banks were agricultural banks.

The total number of bank closings in 1986 was 138. Fifty-nine were agricultural banks. Seven others received financial help from the FDIC to keep them from failing.

□

1. **Bowie National Bank**, Bowie, Tex. Closed Jan. 8. Deposits of $12.6 million assumed by Bowie State Bank, a newly chartered subsidiary of Montague Bancshares Inc., Weatherford, Tex.

2. **The Security National Bank & Trust Co. of Norman**, Norman, Okla., closed Jan. 8. Deposits of $174.4 million assumed by a newly chartered bank of the same name, owned in equal parts by First Commercial Corp., Little Rock, Ark., and Northwest Arkansas Bancshares Inc., Bentonville, Ark.

3. **American National Bank of Grand Junction,** Grand Junction, Colo., closed Jan. 8. All but $2,000 of the total of $7.1 million in deposits were within the federal deposit insurance limit. Insured deposits transferred to Intrawest Bank of Grand Junction.

• 4. **State Bank of Cuba,** Cuba, Ill., closed Jan. 9. Deposits of $17.6 million assumed by National Bank of Canton, Canton, Ill.

• 5. **Latimer Bank and Trust**, Latimer, Iowa, closed Jan. 15. Deposits of $21.9 million assumed by the First National Bank of Clarion, Clarion, Iowa.

• 6. **The First National Bank of Rush Springs,** Rush Springs, Okla., closed Jan. 15. Deposits of $12.5 million assumed by First National Bank of Maysville, Maysville, Okla.

7. **First Charter Bank,** Denver, closed Jan. 15. Deposits of $9 million assumed by Century Bank and Trust, Denver.

8. **The First National Bank of Skiatook**, Skiatook, Okla., closed Jan. 15. Deposits of $13.8 million assumed by American Exchange Bank, Collinsville, Okla.

• 9. **National Bank of Frederick**, Frederick, Okla., closed Jan. 22. Insured deposits transferred to First National Bank and Trust Company, Frederick. All but $260,000 out of total deposits of $23.3 million were within the federal insurance limit.

10. **The First National Bank of Marlborough,** Marlborough, Mass., closed Jan. 23. Insured deposits transferred to Worcester County Institution of Savings, Worcester, Mass. About $1.5 million out of total deposits of $47.2 million were within the federal insurance limit.

11. **First Sierra Bank,** Bishop, Calif., closed Jan. 23. Insured deposits transferred to Security Pacific National Bank, Los Angeles. All but $673,000 out of total deposits of $23 million were within the federal insurance limit.

• 12. **The Farmers National Bank of Remington,** Remington, Ind., closed Jan. 29. Deposits of $33.6 million assumed by Lafayette National Bank, Lafayette, Ind.

• 13. **First State Bank of Pattonsburg,** Pattonsburg, Mo., closed Jan. 29. Deposit payoff. Deposits totaled $5.5 million, all within the federal insurance limit.

14. **Peoples Bank and Trust Co.,** Holdenville, Okla., closed Jan. 29. Deposits of $19.3 million assumed by The Bank, McAlester, Okla.

• 15. **The La Pryor State Bank,** La Pryor, Tex., closed Jan. 29. Deposits of $5 million assumed by Zavala County Bank, Crystal City, Tex.

16. **Montgomery County Bank NA,** in The Woodlands, Tex., closed Jan. 29. Deposits of $44.3 million assumed by Texas Commerce Bank NA, Houston.

17. **Bear Creek National Bank,** Bear Creek, Tex., closed Jan 29. Deposits of $25.6 million assumed by Jersey Village Bank, Houston.

18. **Boulevard State Bank,** Wichita, Kan., closed Feb. 5. Deposits of $84.9 million assumed by Union Boulevard National Bank, Wichita, a newly chartered subsidiary of Union Bancshares Inc., Wichita.

• 19. **State Bank of Allison,** Allison, Iowa, closed Feb. 5. Deposits of $16.7 million assumed by Lincoln Savings Bank, Reinbeck, Iowa.

20. **Sunbelt National Bank,** Dallas, closed Feb. 5. Deposit payoff. All but $32,000 of total deposits of $11.1 million were within the federal insurance limit.

21. **Market National Bank**, Denver, closed Feb. 5. Insured deposits transferred to Women's Bank NA, Denver. All but $110,000 of total deposits of $8.9 million were within the federal insurance limit.

22. **Community Bank**, Seiling, Okla., closed Feb. 11. Deposits of $5.4 million assumed by First National Bank of Seiling.

23. **Federated National Bank,** Live Oak, Tex., closed Feb. 11. Deposit payoff. All but $127,000 of total deposits of $11.4 million were within the federal insurance limit.

24. **Security National Bank,** Midland, Tex., closed Feb. 12. Deposit payoff. All but $41,000 of total deposits of $7.7 million were within the federal insurance limit.

25. **First City Bank of Atoka,** Atoka, Okla., closed Feb. 13. Deposits of $12.4 million assumed by the Atoka State Bank, Atoka.

• 26. **First State Bank of King City, Missouri,** King City, Mo., closed Feb. 13. Deposits of $13.8 million assumed by Citizens Bank and Trust Co., Chillicothe, Mo.

27. **The County Bank, Manatee County,** Palmetto, Fla., closed Feb. 13. Deposits of $163.2 million assumed by NCNB National Bank of Florida, Tampa.

28. **First State Bank of Atmore,** Atmore, Ala., closed Feb. 19. Deposits of $11.4 million assumed by First National Bank of Atmore.

29. **Hub City Bank and Trust Co.,** Lafayette, La., closed Feb. 20. Deposits of $37.5 million assumed by the Hibernia National Bank, New Orleans.

30. **The First National Bank of Weslaco**, Weslaco, Tex., closed Feb. 20. Deposit payoff. All but about $366,000 of total deposits of $69.2 million were within the federal insurance limit.

31. **First National Bank of Crosby,** Crosby, Tex., closed Feb. 26. Deposits of $8.2 million assumed by a newly chartered national bank subsidiary of Central Bancshares of the South Inc., Birmingham, Ala. The new institution retained the name of the failed bank.

• 32. **Farmers State Bank,** Hart, Tex., closed Feb. 26. Deposits of $9 million assumed by Hale County State Bank, Plainview, Tex.

• 33. **The Lewistown Bank,** Lewistown, Ill., closed Feb. 27. Deposits of $14 million assumed by the National Bank of Canton, Canton, Ill.

• 34. **The First State Bank,** Rockford, Iowa, closed March 4. Deposits of $14.6 million assumed by First Security Bank and Trust Co., Charles City, Iowa.

35. **Liberty Bank**, Houston, closed March 5. Deposits of $50.5 million assumed by Central Bank of Houston.

36. **Sealy National Bank**, Sealy, Tex., closed March 5. Deposits of $7.8 million assumed by Austin County State Bank, Bellville, Tex.

• 37. **First National Bank in West Concord,** West Concord, Minn., closed March 5. Insured deposits of $8.8 million transferred to Farmers State Bank, West Concord.

. 38. **First National Bank of Sapulpa,** Sapulpa, Okla., closed March 5. Deposits of $7.5 million assumed by American National Bank and Trust Co., Sapulpa.

39. **Western Bank,** El Paso, closed March 12. Deposits of $39 million assumed by MBank El Paso NA, El Paso.

40. **Plaza National Bank,** Del Rio, Tex., closed March 12. Deposit payoff. All but about $38,000 of the total of $30.4 million were within the insurance limit.

41. **Expressway Bank,** Oklahoma City, closed March 12. Deposits of $17.6 million assumed by First Interstate Bank of Oklahoma NA, Oklahoma City.

• 42. **The First National Bank of Olney,** Olney, Tex., closed March 12. Deposits of $13.4 million assumed by First National Bank of Olney, a newly chartered subsidiary of Olney Bancshares Inc.

• 43. **Beaver Creek State Bank**, Beaver Creek, Minn., closed March 13. Deposits of $7.3 million transferred to Citizens State Bank of Silver Lake, Silver Lake, Minn.

44. **United Oklahoma Bank**, Oklahoma City, closed March 17. Deposits of $94.1 million assumed by United Bank of Oklahoma, a newly chartered subsidiary of United Bankshares Inc., Oklahoma City.

45. **Red River National Bank in Clarksville**, Clarksville, Tex., closed March 19. Deposits of $22.5 million assumed by State Bank of DeKalb, DeKalb, Tex.

46. **Sweeney Bank,** Sweeney, Tex., closed March 19. Deposits of $17.6 million assumed by the First State Bank of Louise, Louise, Tex.

47. **Clarks Fork National Bank,** Fromberg, Mont., closed March 19. Deposits of $7.8 million assumed by Yellowstone Bank, Laurel, Mont.

• 48. **Morocco State Bank**, Morocco, Ind., closed March 20. Deposits of $14.1 million assumed by DeMotte State Bank, DeMotte, Ind.

49. **The Madill Bank and Trust Co.,** Madill, Okla., closed March 20. Deposits of $36.8 million assumed by First American National Bank, Tishomingo, Okla.

50. **New City Bank,** Orange, Calif., closed March 27. Deposits of $20.3 million assumed by Colonial Bank NA, a newly chartered national bank.

• 51. **The First State Bank of Billings,** Billings, Okla., closed March 26. Deposits of $9.4 million assumed by First National Bank and Trust Co., Perry, Oklahoma.

52. **Tallulah State Bank & Trust Co.,** Tallulah, La., closed March 27. Deposits of $30.2 million assumed by Bank of St. Joseph, St. Joseph, La.

• 53. **The First National Bank of Herington,** Herington, Kan., closed April 2. Deposits of $19.9 million assumed by the Bank of Herington, Herington.

54. **The Southwestern Bank NA**, Houston, closed April 9. Deposits of $14.3 million assumed by Omnibanc North Belt NA, Houston.

• 55. **First National Bank of Braman,** Braman, Okla., closed April 9. Deposits of $11.9 million assumed by Community Bank, Shidler, Okla.

56. **Commonwealth Bank**, Glendale, Colo., closed April 9. Deposits of $5.9 million assumed by Prudential Bank, Denver.

57. **Deer Lodge Bank and Trust Co.**, Deer Lodge, Mont., closed April 9. Deposits of $13.6 million assumed by Peoples Bank of Deer Lodge NA, Deer Lodge.

• 58. **The Citizens State Bank,** Brownstown, Ind., closed April 10. Insured deposits transferred to Monroe County Bank, Bloomington, Ind. All but $560,000 of total deposits of $28.1 million were within the federal insurance limit.

59. **Bank of Iron County**, Parowan, Utah., closed April 10. Deposits of $19.9 million assumed by Dixie State Bank, St. George, Utah.

60. **First Bank of Saginaw**, Saginaw, Tex., closed April 16. Deposits of $30 million assumed by Southwest Bank of Fort Worth.

• 61. **First State Bank of Forest City,** Forest City, Mo., closed April 16. Deposit payoff. Deposits totaled $6.6 million, all within the federal insurance limit.

62. **First Commercial Bank of Texas NA,** Houston, closed April 16. Deposits of $4.7 million assumed by Omnibanc North Belt NA, Houston.

63. **Bank of North Mississippi**, Oakland, Miss., closed April 22. Deposits of $13.7 million assumed by Bank of Mississippi, Tupelo, Miss.

64. **The Peoples Bank,** Collinsville, Ala., closed April 22. Deposits of $12 million assumed by Bank of Geraldine, Geraldine, Ala.

65. **North Central National Bank,** Austin, Tex. closed April 23. Deposits of $22.2 million assumed by Greater Texas Bank North, Austin, Tex.

• 66. **Osceola State Bank & Trust Co.,** Osceola, Iowa, closed April 23. Deposits of $8.4 million assumed by American State Bank, Osceola, a newly chartered subsidiary of Osceola Bancorp., Osceola, Iowa.

67. **Heritage Bank & Trust**, Salt Lake City, closed April 29. Deposits transferred to First Interstate Bank of Utah, Salt Lake City.

68. **UnitedBank-Houston,** Houston, closed April 30. Assets of $217.9 million. Deposits of $161.1 million in 13,400 accounts assumed by American Bank, Houston. Deposits also included about $3.1 million in 470 accounts that exceeded the federal insurance limit. The failed bank's five offices did not reopen. Customers can obtain funds at American Bank's office in Houston.

• 69. **Peoples State Bank,** Turkey, Tex., closed April 30. Assets of $6.0 million. Deposits of $5.9 million in 1,150 accounts assumed by Memphis State Bank, Memphis, Tex. Failed bank's one branch reopened May 1 as a branch of Memphis.

70. **American Bank of Commerce,** Denver, closed May 6. Assets of $25.3 million. Deposits of $22.2 million assumed by the Professional Bank of Colorado, Englewood, Colo.

71. **North American National Bank,** Littleton, Colo., closed May 7. Deposits of $8.9 million. One office closed, assets of $10.3 million transferred to FirstBank of Colorado NA, Littleton, Colo.

• 72. **First State Bank of Sisseton,** Sisseton, S.D., closed May 7. Assets of $21.2 million. Deposits of $19.7 million. Two branches reopened as branches of Farmers & Merchants Bank and Trust Co., Aberdeen, S.D.

• 73. **Moreauville State Bank,** Moreauville, La., closed May 8. Assets of $16.8 million. Deposits of $16.9 million. Two branches reopened as branches of Mansura State Bank, Mansura, La.

• 74. **Farmers State Bank,** Maddock, N.D., closed May 8. Assets of $11.8 million. Deposits totaled $11.6 million. Two branches reopened as branches of the Ramsey National Bank and Trust Co. of Devils Lake, Devils Lake, N.D.

• 75. **Marlin National Bank,** Marlin, Tex., closed May 14. Assets of $44.3 million. Deposits of $42.5 million assumed by Bank of Longview NA, Longview, Tex. One branch reopened next day as a branch of Bank of Longview.

• 76. **Todd County State Bank,** Long Prairie, Minn., closed May 14. Assets of $14.3 million. Deposits of $14.1 million in 4,600 accounts assumed by First National Bank of Long Prairie. Of two branches, one shut down. The other reopened May 15 as a branch of First National.

77. **United Bank,** Libby, Mont., closed May 14. Assets of $15.8 million. Deposits of $14.5 million in 4,900 accounts assumed by First National Bank in Libby, Libby. United's one office reopened May 15 as a branch of First National.

• 78. **First National Bank of Elbow Lake,** Elbow Lake, Minn., closed may 14. Assets of $17.5 million. Deposits of $16.2 million in 2,750 deposit accounts assumed by First National Bank of Fergus Falls, Fergus Falls, Minn. Elbow Lake's one office reopened May 15 as a branch of Fergus Falls.

79. **Bank of Oak Grove,** Oak Grove, La., closed May 21. Assets of $23.3 million. Deposits of $22.9 million in 4,800 deposit accounts assumed by West Carroll National Bank of Oak Grove. Failed bank's two offices reopened May 22 as branches of West Carroll.

80. **Lake Austin National Bank,** Austin, Tex., closed May 21. Assets of $42.5 million. Deposits of $37 million in 4,300 deposit accounts assumed by Greater Texas Bank Southwest NA, Austin. Failed bank's one branch reopened May 22 as a branch of Greater Texas.

81. **Texas Investment Bank NA,** Houston, closed May 21. Assets of $15.1 million, including about $54,000 in 17 accounts that exceeded FDIC insurance limit. Deposits of $13.4 million. Failed bank's one office will not reopen. This is an insured deposit transfer. Texas Investment customers will have access to their funds at River Oaks Bank, Houston, on May 22.

82. **Texas National Bank-Westheimer,** Houston, closed May 28. Assets of $27.5 million, deposits of $26.7 million in 1,200 accounts including $327,000 in 32 accounts that exceeded FDIC insurance limits. Failed bank's one office will not reopen. This is an insured deposit transfer to Texas Capital Bank-Westwood NA, Houston.

• 83. **First National Bank of Wilmont,** Wilmont, Minn., closed May 29. An insured transfer of $10 million of First National's $11.6 million of deposits was made to Farmers State Bank of Mountain Lake, Mountain Lake, Minn. First National reopened as a branch of Farmers State June 1.

84. **United Bank of Texas,** Austin, Tex., closed June 4. Insured deposits were transferred to MBank Austin NA, Austin. All but $1.7 million of the total deposits of $163.1 million were within the federal insurance limit.

85. **The First State Bank,** Frisco, Tex., closed June 4. Insured deposits of $39.3 million assumed by Promenade National Bank, Richardson, Tex.

86. **The Benton State Bank,** Benton, Kan., closed June 11. Transfer of $8.4 million in assets to First National Bank & Trust Co., El Dorado, Kan.

87. **First State Bank,** Milford, Tex., closed June 11. Assets of $6.4 million assumed by Ellis County State Bank, Milford. Ellis County is a newly chartered bank.

88. **Northwest Commercial Bank NA,** Houston, closed June 11. Jersey Village Bank, also of Houston, acquired $12.1 million in assets.

89. **Hamilton County State Bank,** Lockland, Ohio, closed June 12. The Provident Bank, Cincinnati, assumed $7.3 million of the failed bank's $8.7 million assets.

90. **Whittier Thrift and Loan,** Whittier, Calif., an industrial bank closed June 12. Assets of $14.8 million were transferred to Liberty Thrift and Loan, Orange, Calif.

91. **Eighty Niner Bank of Coyle,** Coyle, Okla., closed June 25. Deposits of $5.4 million were assumed by the Oklahoma State Bank of Mulhall.

92. **South Denver National Bank**, Glendale, Colo., closed June 25. Deposits of $47.7 million assumed by First National Bank of Southeast Denver, Denver.

93. **Liberty Bank & Trust Co.,** Greenwood, La., closed June 26. Deposits of $11.5 million assumed by Peoples State Bank, Many, La.

• 94. **Lanesboro State Bank,** Lanesboro, Minn., closed June 6. Deposits of $10.7 million assumed by the Goodhue County National Bank, Red Wing, Minn.

95. **First Midwest Bank,** Maryville, Mo., closed June 18. Deposits of $25.1 million assumed by the newly chartered First Bank of Maryville, a subsidiary of Citizens Bancshares Co., Clillicothe, Mo.

96. **Pelican State Bank,** Mansfield, La., closed June 24. Deposits of $6.8 million assumed by Peoples State Bank, Many, La.

□

These banks, which have not failed, did require financial assistance from the FDIC in order to stay open.

1. **American National Bank,** Durant, Okla. The FDIC granted financial assistance Feb. 25 to prevent a failure of the $9.1 million-deposit bank. As a result of the transaction, American National Bank merged with First National Bank of Johnston County, Tishomingo, Okla. The combined bank was named First American Bank, Tishomingo, with the Durant office operated as a branch.

2. **Central Bank and Trust Co.,** Glenmora, La. The FDIC granted financial assistance Feb. 26 to prevent failure of the $28 million-deposit bank. The assistance facilitated the merger of Central Bank and Trust with Peoples Bank and Trust Co., Natchitoches, La.

3. **Syracuse Savings Bank,** Syracuse. The FDIC granted financial assistance May 13 to prevent a failure of the $1.1 billion-deposit bank. The assistance facilitated the merger of Syracuse Savings with Norstar Bancorp, Albany, N.Y.

4. **Security Bank of Rich Hill,** Rich Hill, Mo., received $225,000 in open-bank assistance from the FDIC on June 5. The FDIC also bought $542,000 of Security Bank's assets. The failed bank has $12.9 million in assets. Deposits total $12.7 million. ■

OPERATIONS/TECHNOLOGY

every **Wednesday** in

American Banker

Retirement Planning Tops List of Financial Worries

By LYNN BRENNER

NEW YORK — Americans worry more about retirement than any other long-term financial problem, according to a recent survey designed to explore consumers' financial hopes and fears.

The survey, conducted for the International Association for Financial Planning by Reichman Research Inc., also showed that about 34% of the population believes it would be beneficial to have their financial affairs managed by a professional.

Most respondents said they would select a financial planner for the job. Very few consumers could see bankers and insurance agents in the role, and upper-income consumers took a particularly dim view of bankers' money management skills.

The survey consisted of telephone interviews with 759 consumers representative of the U.S. population and with 255 consumers representative of households earning at least $50,000 a year.

Among its findings:

Both upper-income consumers and the general public rank saving for education among their top financial goals. The only goal both groups ranked higher is saving for retirement.

Americans are generally upbeat about their current financial situation, but they are considerably less optimistic about long-term prospects — and women are markedly less optimistic than men.

Some Money Left Over

Most people said that, at the moment, they're doing pretty well. Fifty-four percent of the general public and 83% of the higher-income group said it is relatively easy to pay their expenses and have something left over.

But 42% of the general public and 43% of the upper-income group said the next generation will have fewer financial opportunities.

Future generations will be worse off, 46% of the women said, compared with 39% of the men. Likewise, 27% of the women, compared with 20% of the men, said it is harder to pay bills and have money left over now than it was last year. Higher-income women are 50% more likely than higher-income men to say 1987 will be harder economically than 1986.

Charles B. Lefkowitz, chairman of the International Association for Financial Planning, said he isn't surprised that women have a less rosy view than men.

As a financial planner, Mr. Lefkowitz said he finds women in general to be more realistic than men and more ready to question optimistic assumptions — perhaps because they're under less social pressure to appear confident and knowledgeable about finances.

Americans are worried about the future, the survey suggests. And they're articulate about their fears. When asked to identify a few of their longer-term economic concerns, both groups of respondents cited unemployment, the U.S. budget deficit, the trade deficit, and inflation as major worries.

The survey also asked respondents their opinion of financial planners.

Consumers who have used financial planning services were asked what types of professionals they chose. Thirty-four percent said they had selected a financial planner, 30% a stockbroker, 23% an accountant, 16% a life insurance agent, and 11% a banker.

Only 22% of the high-income households and only 13% of the general public said they had used the services of a financial planner. But the potential market for financial planning is clearly larger.

For example, 43% of the upper-income group and 34% of the public in general agreed with the statement that it would be beneficial to have their financial affairs managed by a professional planner.

Among consumers who said they've used a planner, 73% said it was beneficial.

Respondents who said it would be beneficial to have their finances managed were then asked which of several types of professionals is most qualified for the job.

Financial Planners Preferred

The respondents chose financial planners by a wide margin.

Forty-eight percent of the public said a financial planner would be most qualified to manage their affairs — over an accountant (36%), a banker (17%), a stockbroker (14%), an attorney (13%), and an insurance agent (7%).

Among upper-income consumers, 57% said a financial planner is most qualified — over an accountant (39%), an attorney (17%), a stockbroker (12%), a banker (7%), and an insurance agent (5%).

These results help explain why many stockbrokers and life insurance agents have begun calling themselves financial planners in the past few years.

Not all of them would meet the association's definition of financial planning, which includes giving advice on budgeting, taxes, insurance, investments, retirement, and estate planning.

The good financial planner, Mr. Lefkowitz said, will gather all the data necessary to show the client's present situation, and then he will help identify the client's goals and obstacles that may stand in the way.

The recommendations should be offered in writing and include alternative ideas, Mr. Lefkowitz said. The planner is then expected to coordinate the implementation — making an appointment with a lawyer who could draw up the client's will, for example.

"And the planner must periodically review and update the financial plan," Mr. Lefkowitz concluded.

This comprehensive definition of financial planning was read to survey respondents who have used planners.

A surprising number, 47%, said it described their experience "very well," and 40% said it described their experience "fairly well."

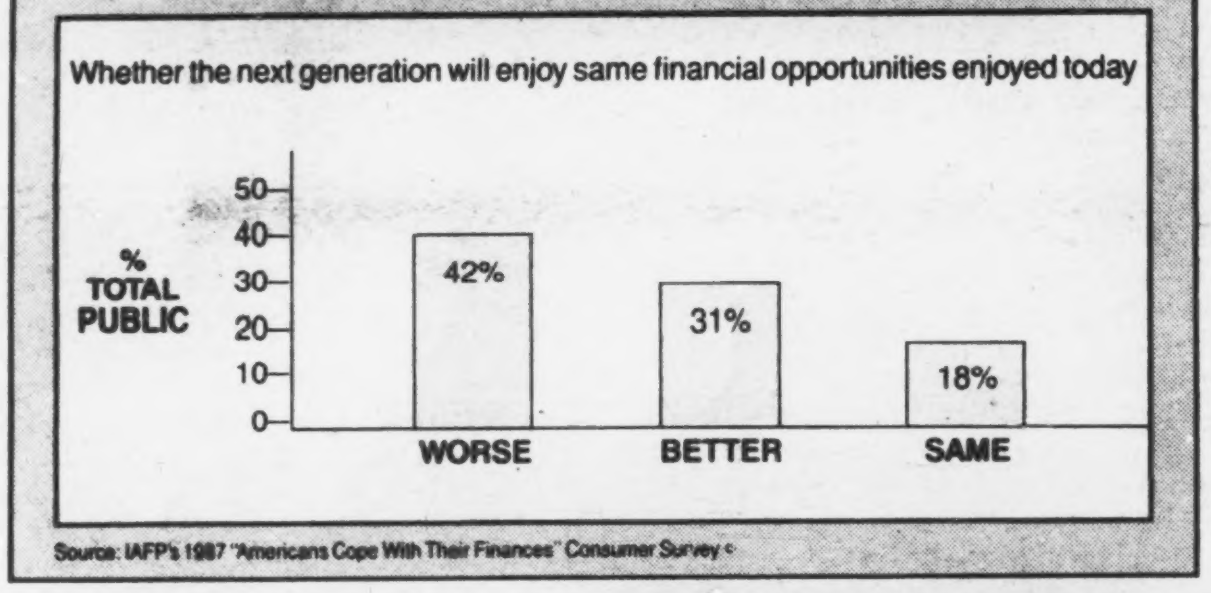
Customers Report Satisfaction

Of those who had used financial planners, 64% were "very satisfied" and 24% "somewhat satisfied" with

Retirement: Page 19 ➜

What Consumers Say

BY A 4 TO 3 MARGIN, AMERICANS ARE SAYING THE NEXT GENERATION WILL BE WORSE OFF FINANCIALLY.



Source: IAFP's 1987 "Americans Cope With Their Finances" Consumer Survey©

WHO IS MOST QUALIFIED TO MANAGE MONEY?

Which professionals are most qualified to manage financial affairs? (Base: respondents who agreed it would be beneficial to have their financial affairs managed by a financial planner.)

	Total Public	Total Higher Income
Financial Planner	48%	57%
Accountant	36	39
Banker	17	7
Stockbroker	14	12
Attorney	13	17
Insurance Agent	7	5
All (volunteered)	3	4
None (volunteered)	1	1
Other	1	3
Not Sure	3	1

Source: IAFP's 1987 "Americans Cope with Their Finances" Consumer Survey©

WHERE CONSUMERS PLACE THEIR MONEY

(Base: respondents who said they try to put money aside for savings and investments.)

	Total Public	Total Higher Income	Users of Financial Planner
Savings account	84%	91%	86%
Universal life insurance	39	42	43
Stocks	37	68	51
Money market funds	35	62	54
Bank certificates of deposit	34	45	39
Bonds	29	44	37
Variable life insurance	29	31	35
Mutual funds	25	52	54
Annuities	15	23	28
Limited partnerships	11	20	24

Source: IAFP's 1987 "Americans Cope with Their Finances" Consumer Survey©

Executive Leaves Visa to Start Credit Card Collection Company

By JEFFREY KUTLER

NEW YORK — A. Wayne Johnson, who might have become the next president of Visa U.S.A., has left the bank card organization to start his own company.

Mr. Johnson resigned as executive vice president of Visa on Wednesday, only seven months after his arrival fueled speculation that he eventually would succeed Charles T. Russell, chief executive officer of both Visa U.S.A. and Visa International.

Mr. Johnson's new company, Credit Sciences Inc., will provide loan collection and workout assistance to bank card issuers. Credit Sciences will open offices in Atlanta and Southern California later this month.

Mr. Johnson said his decision was in part personal, reflecting his and his wife's desire to return to their native Georgia. As a high-level strategist and assistant to Mr. Russell, he had moved to the San Francisco area.

When Mr. Johnson joined Visa, after more than a year as chief executive of First Interstate Bancorp's credit card subsidiary, he was the first outsider in Visa's 17-year history to join the top management circle.

Others had been promoted from within, including two other executive vice presidents: Roger Peirce, who runs Visa's global computer and communications networks; and B. Ray Traweek, who is responsible for products including the international automated teller machine network and the joint Visa-MasterCard debit card program known as Entree.

Mr. Johnson, 35, is a former management consultant with a strong bank card background. Industry observers regarded him as a likely successor to Mr. Russell, one of only two people to serve as president of the 19,000-bank Visa association.

Mr. Russell has headed the worldwide Visa corporation and its largest regional constituent, Visa U.S.A., since the retirement of D.W. Hock in 1984. Mr. Russell, 57, has not publicly discussed retirement plans.

Mr. Russell did not deny that Mr. Johnson, whom he recruited in a search for a different management perspective, was in the running for his post.

Open competition remains among Mr. Peirce; Mr. Traweek; Carl Pascarella, chief general manager of the Tokyo-based Asia/Pacific region; and perhaps others.

In a telephone interview last week, Mr. Johnson said he departed Visa on amiable terms. He said his new venture resulted from knowledge gained over the last two years about the growing problem of credit card loan losses and better ways to manage the risk.

"There is an absolute, unequivocal need for someone to help the industry collect receivables that have

Visa Executive: Page 19 ➜

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TODAY

DEVELOPING NATIONS will face major shortages in new financing unless international lending agencies step in to replace funding by commercial banks, a senior economic adviser has predicted........2

A MONEY BROKERAGE FIRM was paid by financial institutions to help sell their certificates of deposit. The firm then allegedly used up to half of the fees to make kickbacks to unions that bought the certificates, according to court documents........2

THE TITLE INSURANCE INDUSTRY has filed suit in a Texas federal court seeking to invalidate rulings that allow banks to serve as title insurance agents and underwriters........2

CRAIG CORP., a former electronics company, said it has received approval from the Bank Board and the FSLIC to acquire up to 24.9% interest in Citadel Holding Corp........2

TOO MANY LOANS to insiders is a major warning sign that a bank may eventually fail, according to a study of 9,080 banks by three University of Missouri professors......3

THE FORMER CHAIRMAN of Bohemian Savings and Loan Association was indicted this week on charges that he arranged a complex financing scheme to buy Bohemian with its own money........3

CONSULTANT IRVING LEVESON outlines prospects for the future with the pace of change and internationalization of the financial industry continuing unabated........4

NEARLY $1 BILLION in new deposits flowed into the nation's thrifts during May, the first increase since August 1986, the Federal Home Loan Bank Board announced.......6

THE ACQUISITION of Delaware Trust Co. might have been out of character for American Bank and Trust Co. of Pennsylvania in Reading, but it was right on target for Meridian Bancorp........10

FINANCIAL INSTITUTIONS tend to be confused about technology strategies because most of their chief executives are uncomfortable with technological subjects, according to a poll by the management consulting firm Furash & Co........12

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Some firms may be better off if they didn't change their name but revised their identity system to overcome its shortcomings.

Russell Anspach, a principal of Anspach Grossman Portugal [Page 1]

Unquote

US-British Capital Plan Worries Mortgage Bankers

Industry Predicts Proposal Would Boost Rates on Home Loans, Hurt Servicers

By JIM McTAGUE
Washington Bureau

WASHINGTON — The mortgage banking industry has warned regulators that a proposal to tie capital requirements to the riskiness of a bank's assets would boost mortgage rates and disrupt the home-lending market.

The plan, jointly proposed by U.S. and British regulators and expected to be approved, could also drive some commercial banks out of the mortgage-servicing business by preventing them from counting newly purchased servicing portfolios as assets in determining their capital levels, according to comments filed with the Federal Reserve Board.

Some observers contended that the risk-based capital guidelines would favor mortgage-backed securities issued by the Government National Mortgage Association (Ginnie Mae) because those issues are explicitly guaranteed by the government. That might prompt banks to sell off their holdings of securities issued by the Federal National Mortgage Association (Fannie Mae) and the Federal Home Loan Mortgage Corp. (Freddie Mac), leading to an increase in mortgage rates, the observers maintained.

However, Federal Reserve Board chairman Paul A. Volcker has played down the mortgage industry's concerns.

Under the plan, Ginnie Mae securities would be considered twice as safe as similar issues of Fannie Mae and Freddie Mac because those securities are not explicitly guaranteed by the federal government.

Thus, if the new rules were to go into effect, a bank would require less capital to invest in a Ginnie Mae portfolio than it would to invest in an identical portfolio of Freddie Mac and Fannie Mae securities.

"One of our main concerns is that bankers may begin to unload Freddie Mac and Fannie Mae securities because of the plan," Michael Taliefero, director of financial affiliates for the Mortgage Bankers Association of America, said in an interview.

Risk: Page 11 ➞

Financial Companies Changed Names At a Record Pace in First Half of Year

By JEFFREY KUTLER

NEW YORK — More corporations changed their names in the first half of 1987 than in any prior six-month period, and almost a third of the name changers were financial service companies.

Anspach Grossman Portugal Inc., the consulting firm that compiled the data, said that mergers and acquisitions, divestitures, and deregulation spurred the statistic to new heights. These trends are especially pronounced in the banking industry.

"The rate of increase is so great as to be almost epidemic," said Russell Anspach, a principal of Anspach Grossman Portugal, which monitors the market as part of its corporate identity consulting business.

The New York-based company's semiannual survey turned up 919 new identities, 272 of which were for financial institutions. These consisted of 120 commercial banks, 65 thrift institutions, and 87 other financial service organizations.

The commercial banking total was 58% higher than the 76 bank name changes in the first half of 1986. The banks kept pace with the 59% increase for all corporations, but thrift institutions (23%) and other financial institutions (10%) did not.

A majority of the changes, in financial services and other industries, were prompted by mergers or acquisitions. Of the new commercial bank names, 102, or 85%, were brought about by such transactions. Fifty-six of them were voluntary, and 46 were assisted by the Federal Deposit Insurance Corp.

Only six bank name changes were

Financial: Page 10 ➞

Why do more than 200 banks and 2 million merchants rely on NDC for credit card services?

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Wall Names Five To Key Positions With Bank Board

By JIM McTAGUE
Washington Bureau

WASHINGTON — M. Danny Wall, the new chairman of the Federal Home Loan Bank Board, announced five major staff changes at the agency on Wednesday.

It was his first official action since taking office July 1. Mr. Wall also established an executive committee designed to accommodate a 50% increase in the Bank Board staff. Congress authorized the Bank Board earlier this year to budget 400 new positions.

Mr. Wall named James E. Boland Jr. executive director of the Bank Board. This position was previously held by Shannon Ann Fairbanks, an appointee of former Bank Board chairman Edwin J. Gray.

Mr. Boland had served as general counsel to the Senate Banking Committee's Republican staff. Mr. Wall had been Republican chief of staff on the same committee. Since July 1, Mr. Boland has been coordinating the Bank Board's transition from Mr. Gray's leadership to that of Mr. Wall.

Mr. Wall also named Jordan Luke to the general counsel's post, which had been occupied on an acting basis by Harry Quillian. Mr. Luke comes to the Bank Board from the Office of the Comptroller of the Currency, where he has been a deputy chief counsel since 1984.

Karl T. Hoyle was named director of public affairs, a post now held by Patrick McKelvey.

Mr. Hoyle had been executive vice president of government affairs for the Credit Union National Association, a trade group. Earlier, he was a lobbyist for the Independent Bankers Association of America.

Mr. Wall named S.G. Frank Haas 3d the executive director of policy, a position formerly held by Robert Sahadi, who has joined the Federal National Mortgage Association.

Between 1983 and 1985, Mr. Boland was a deputy comptroller for industry and public affairs at the Office of the

Wall: Page 6 ➞

IN THE NEWS

Loans Sour Fleet Earnings

PROVIDENCE, R.I — Fleet Financial Group Inc. said second-quarter net earnings totaled $19.2 million, or 35 cents per fully diluted share, down from $32.8 million, or 60 cents per share, during the same period last year. Fleet said the earnings reflect a charge related to an increase in loan-loss reserves of $40 million at Fleet National Bank. Fleet's Latin American loan-loss reserves total $57.5 million, or 50% of its $115 million in loans to the region.

Utility Hikes Bank Stake

TUCSON, Ariz. — Tucson Electric Power Co. said it increased its stake in Union Planters Corp. of Memphis to 16.4%. Tuscon Electric, which acquired 600,000 shares of Union Planters in January, said it bought an additional 400,000 shares for $35.125 per share. The company had said it intended to buy up to 1.4 million shares. The company also owns 9.5% of the stock of Citadel Holding Corp., a savings and loan holding company, and 24.1% of Foothill Group Inc., a financial services company.

Peru to Resume Payments

LIMA, Peru — The government of Peru plans to resume debt payments to the World Bank and to take other measures to lure foreign investment, including payment of debt in goods, rather than cash, said Prime Minister Guillermo Larco Cox. Peru owes about $14.7 billion to foreign creditors, many of them American banks. The World Bank halted disbursements to Peru on $460 million worth of proposed projects May 5 after the country fell behind on $55 million in interest payments. Peru is now negotiating for reduced payments.

SunTrust Earnings Up

ATLANTA — SunTrust Banks Inc. said it posted second-quarter net income of $70.8 million, or 54 cents a share, compared with $66.1 million, or 50 cents a share, for the same period last year. SunTrust said it sold to investors $28 million of its Latin American loans during the quarter, reducing its total Latin loans outstanding to $130.7 million

Violence Plagues Banks

PANAMA CITY — Foreign bankers here boarded up their windows in anticipation of violent clashes between government and anti-government forces. The violence began in early June after the military government objected to opposition demands that strongman Gen. Manuel Antonio Noriega step down. The U.S. has accused Mr. Noriega's of election fraud and of ordering the 1985 murder of a key government critic. Windows of American businesses, like the Bank of America, were broken last week, and paint was thrown on at least two other U.S. banks.

Contel in Satellite Deal

ATLANTA — Contel Corp., an independent phone company based here, said its Contel ASC unit plans to acquire Equatorial Communications Co., a provider of satellite network services. Contel ASC will pay $4 cash for each Equatorial share. Martin Marietta Corp. owns about 24% of the 14.9 million Equatorial shares. Contel provides digital communication services to businesses and government.

— Compiled by Don Munro

Study Shows Insider Loans May Signal Failure

Research Finds Many Loans to Bank Officials, Stockholders Portend Trouble

By JOHN P. FORDE

NEW YORK — Too many loans to insiders — including officers, directors, and major stockholders — are a major warning sign that a bank may eventually fail, a just-released study indicates.

The study of 9,080 banks was done by three University of Missouri professors. It found that institutions that lent to insiders amounts equal to more than 25% of their own financial base had a failure rate nearly four times higher than that of all banks.

Also, the five banks that had the highest insider loan ratios — meaning insider loans as a percentage of total equity at the end of 1986 — have all failed.

The study, which focused on banks with less than $1 billion in assets, was done by Edward C. Lawrence, Donald R. Kummer, and Nasser Arshadi of the University of Missouri's St. Louis School of Business Administration. The professors based their research on call reports submitted by banks to the Federal Deposit Insurance Corp.

There were 31 failures in the first half of 1987 among the 1,171 banks in the study that reported loans to insiders equal to more than 25% of equity last year, the survey said. This would work out to a 5.2% annual failure rate, which is about 3.9 times higher than the failure rate for all banks in that asset category. The regions that posted the highest insider borrowings were Alaska and the District of Columbia.

The study described high numbers of insider loans more as an important sign of poor management than as an actual cause of failure. In most cases, the study found that banks with high insider borrowings have lower return on equity, greater risk, higher expenses, larger loan losses, and lower dividend payouts than banks that have lent less to insiders.

The authors of the report said that the lower dividend payout to shareholders could result from one of two factors, neither of which it directly endorsed.

One rationale was that the smaller institutions with high insider borrowing might have rather limited access to additional capital, so they hang onto their earnings.

The more cynical possibility was that insiders might avoid paying dividends to outside minority stockholders in favor of "low interest, unsecured loans to themselves along with higher salaries and more elaborate facilities" than are available at other banks, the study said.

Whatever the reason for the bank's management practice, the study concluded that "insider borrowing activity will be one of the primary predictors of continued bank failures and abuses," said Mr. Kummer in a press release.

The study cautioned that there is nothing inherently wrong with a bank lending to its own officers and directors. A bank will often place long-term customers on its board of directors to promote future business development. Also, top managers can be enticed to stay with a bank by fringe benefits that include loans.

However, it warned, lending more than 25% of a bank's equity base "can cause problems in managing assets." Traces of this management problem can be seen on both the asset and liability sides of the balance sheet.

On the asset side, according to the study, these banks "have shifted funds out of Treasury and municipal securities into higher yielding loans (especially commercial loans)." While the institutions expect higher payoffs for this shift, they are also taking on higher credit risk with the loans than they would face with investment securities.

The effects of this increased credit risk on banks' earnings are worsened by funding pressures. The study found that the institutions lack a stable core

Many Insider: Page 10 ➞

Highest Levels of Insider Borrowing

On Dec. 31, 1986

		Assets ($ Mil.)	Insider Loans /Equity
1	Southwestern Bank, Tex.*	$ 18.2	30.2%
2	Commonwealth Bank, Colo.*	8.4	17.3
3	Peoples State Bank, Okla.*	20.2	6.4
4	Lake Austin National, Tex.*	48.7	6.1
5	First National Bank-Kingwood, Tex.*	16.4	6.0
6	Hilltop National Bank, Wyo.	83.4	5.3
7	First Sierra Bank, Calif.	23.2	4.4
8	National Bank of Commerce, Tex.	18.6	4.2
9	American National Bank-Grand Junction, Colo.*	7.7	4.0
10	Mountain Plaza National Bank, Wyo.	16.6	3.5
11	Louisiana Bank & Trust	29.3	3.3
12	Wilcrest National Bank, Tex.	36.5	3.2
13	South Denver National Bank, Colo.*	69.4	3.1
14	Premier Bank, Tex.	17.4	2.9
15	Kingsland National Bank, Tex.	19.3	2.8

* Failed in first 6 months of 1987

Source: FDIC Call Reports

Insider Borrowing, by State

States with Largest Percentage of Banks with High Insider Borrowing on Dec. 31, 1986

		Banks with High Borrowing	Total Banks in State[1]	High Borrowing /Total Banks
1	Alaska	4	14	28.6%
2	District of Columbia	4	15	26.7
3	Nevada	3	13	23.1
4	New Mexico	19	92	20.6
5	Louisiana	55	286	19.2
6	Texas	347	1,921	18.1
7	Oklahoma	85	503	16.9
8	California	56	435	12.9
9	Colorado	58	455	12.7
10	Utah	6	53	11.3
	Total	**637**	**3,787**	**16.8**

[1] Includes only banks with assets less than $1.9 billion.

Former Chairman of Bohemian Savings Indicted

Special to the American Banker

ST. LOUIS — John V. Capozzi, former chairman of Bohemian Savings and Loan Association here, was indicted this week on charges that he arranged a complex financing scheme to buy Bohemian with its own money.

Mr. Capozzi, who lives in Pembroke Pines, Fla., was indicted on 15 counts of conspiracy, wire fraud, mail fraud, and conflict of interest.

He said after the indictments were unsealed Monday that the charges are "false and unfounded." He is free on $25,000 bond.

Mr. Capozzi bought Bohemian, which was insolvent, in 1983 with $2.5 million in cash assistance from the Federal Savings and Loan Insurance Corp. In addition, the FSLIC loaned Bohemian $5.4 million.

Last year, the FSLIC again declared Bohemian insolvent, and put the thrift in its management-consignment program.

The indictment alleges that when he purchased Bohemian, Mr. Capozzi arranged for the thrift to buy properties from him at inflated values. When Bohemian bought an undeveloped tract in Miramar, Fla., for $2.64 million in 1984, Mr. Capozzi made a profit of more than $2.1 million.

He is accused of conspiring to conceal his ownership of the property from federal regulators.

Another count of the indictment accuses Mr. Capozzi of receiving, in the form of a kickback, $198,000 of a $200,000 commission that Bohemian paid to buy an apartment complex in Hollywood, Fla.

Prosecutors claim Mr. Capozzi used the alleged kickback and the profits on property sales to help finance his purchase of Bohemian.

The Federal Home Loan Bank Board removed Mr. Capozzi as chairman in 1985. The FSLIC has filed a suit seeking to recover $75 million allegedly misappropriated by Mr. Capozzi and other officers of Bohemian.

Bohemian, with assets of about $200 million, remains open. It is currently being run by Farm & Home Savings Association, under the management-consignment program. ■

Financial Firms Changed Names at Record Pace

➸ Continued from Page 1

"straight or elective," which usually signals a new strategy or corrects a negative impression, according to Tony Spaeth, an Anspach Grossman Portugal principal.

These included minor alterations such as Barnett Banks of Florida Inc. dropping the words "of Florida" from its title; and well-publicized image enhancements such as Maryland National Corp.'s change to MNC Financial Inc., and United Virginia Bankshares Inc.'s change to Crestar Financial Corp.

Across all industries, straight name changes rose by 27% to 150 and included American Can Co.'s conversion to Primerica Inc. and UAL Inc.'s controversial move to Allegis Corp.

Corporate divestitures — now in the offing for Allegis and many other companies — have become increasingly common as a reason for name changing. Divestiture was cited in 68 cases so far this year, up from 18 in the first half of 1986.

"The combined total of name changes reflecting divestitures, sales of assets, or spin-offs increased 127% to 152, from 67," Mr. Anspach said. "A lot of corporate simplifying, clarifying, and cleaning house is taking place."

These reasons were less important in bank name changes. Only two were ascribed to divestitures, two to asset sales, one to a change in holding company status, and seven to "other changes in legal status," Mr. Spaeth said.

The financial industry as a whole — including banks, thrifts, and nonbank providers — have led all others in the Anspach Grossman Portugal standing for 13 years, but manufacturing and industrial companies closed the gap in 1987.

Some Financial Industry Name Changes

During First Half of 1987

From...	To...
American Can Co.	Primerica Corp.
AZP Group Inc.	Pinnacle West Capital Corp.
Barnett Banks of Florida Inc.	Barnett Banks Inc.
Brockton (Mass.) Savings Bank	Southstate Bank for Savings
Galaxy Reinsurance Co.	Galaxy Insurance Co.
Germania (Ill.) Savings & Loan Association	GermaniaBank
Great Western Savings (Calif.)	Great Western Bank
Maryland National Corp.	MNC Financial Inc.
RepublicBank Corp.	First RepublicBank Corp.
United Virginia Bankshares Inc.	Crestar Financial Corp.
Zions Utah Bancorp.	Zions Bancorp.

Source: Anspach Grossman Portugal

The manufacturing sector registered 253 name changes between January and June, 19 fewer than in banking and financial services. The gap was four times as wide in the first half of 1986 when financial companies led by 208 to 131.

Also in the first six months of this year, 66 communications firms, 54 technology companies, and 51 in the food and restaurant industry changed their names. No other industry classification had more than 50 name changes, according to Anspach Grossman Portugal.

The 919 name changes nationwide over six months equaled two-thirds of the 1,382 that the firm counted in all of 1986. The financial industry's six-month total of 272 was 63% of its 433 last year.

Mr. Anspach expressed surprise at the continuing rush to change corporate names. "We thought this trend might have peaked in 1986, but clearly that isn't so. Name changes for the first half of 1987 alone are greater than the 871 changes for the entire year of 1984," he pointed out.

Although he makes his living helping corporations change their names and images, Mr. Anspach warned that the practice may be getting out of hand. "There are so many changes that any one change now might lose its impact. You have to ask whether some companies want to do it just to be copycats.

"Some firms may be better off if they didn't change their name but revised their identity system to overcome its

Financial: Page 11 ➸

Many Insider Loans Can Signal Failure

➸ Continued from Page 3

of deposits to support their aggressive investments.

Because of this, these institutions appear to be dependent on volatile and relatively expensive purchased liabilities to fund their assets. The study pointed out that large negotiable certificates of deposit represent almost 16% of deposits for the high lending groups but only 10% of deposits for the banks with lower insider borrowing ratios.

The study concluded that while banks that have relatively high insider borrowing have adequate capitalization — they averaged total capital equal to 7.4% of their assets — they probably could not "absorb large losses in an economic downturn."

The study concluded that more public scrutiny should be focused on the problems of insider borrowing. It said, however, that the "challenging task is to determine what set of conditions would be required before a particular case becomes abusive."

The authors also laid a groundwork of some proposals upon which regulations might be built. They suggested, for example, that restricting insider loans to between 5% to 10% might be suitable. Closer scrutiny by examiners and stockholders of insider loans was also suggested, and the study said that those abusers of insider borrowing should be subject to fines and jail sentences. ■

Strategic Dates

Jan. 1, 1991

CALIFORNIA TRIGGER: Full interstate banking in California is scheduled to go into effect on this date.

American Changed Image for Regional Market

By JEFFREY KUTLER

NEW YORK — The recently announced interstate acquisition of Delaware Trust Co. might have been out of character for American Bank and Trust Co. of Pennsylvania in Reading, but it was right on target for Meridian Bancorp.

Meridian Bancorp is, in fact, American Bank and Trust Co., but with a revamped image that reflects an ambitious growth strategy.

Along with hundreds of banks and other corporations — more than 900 in the first six months of 1987 — Meridian decided to drop a locally prominent name in 1983 to redefine itself in a broader marketplace.

The old name, American Bank, was too common for an institution that sought to distinguish itself as a fast-growing regional bank. At least 30 other banks in the country have American in their name.

Even before American merged with Philadelphia-based Central Penn National Bank in 1983, management realized something should be done about the name and what it communicated to customers, employees, and shareholders.

"At the time, we were a $2 billion country holding company acquiring a $1 billion bank in a major city," recalled Samuel A. McCullough, president and chief executive officer. "The company name was a critical aspect of our negotiations in 1982 and 1983."

Meridian Bancorp added the First National Bank of Allentown, Pa., in 1984. By the time it agreed to buy Delaware Trust Co., the new identity was so well ensconced it needed no further explanation.

At the end of 1986, Meridian had $6.8 billion in assets, making it the 72d largest holding company in the nation. Assets of $1.1 billion are to be added with the Delaware Trust deal.

Meridian's 1986 return on average assets was 1.09%, its return on shareholders' equity 15.57%. Both ratios were among the best in its peer group.

"We think we can grow to assets of $10 billion to $12 billion, just in the territory we are in, without major acquisitions," Mr. McCullough said before he closed the Delaware Trust agreement in May.

To people removed from the mid-Atlantic banking scene, Meridian's quiet rise to prominence and profitability was barely noticed. To those who know the region, which includes such top performers as PNC Financial Corp. of Pittsburgh and CoreStates Financial Corp. of Philadelphia, Meridian's new identity and marketing programs appear to be a natural progression.

That quiet evolution is exactly what Edwin F. Lefkowith, the bank's corporate identity consultant, sought. Mr. Lefkowith heads Lefkowith Inc., New York, which recently helped convert United Virginia Bankshares Inc. into Crestar Financial Corp.

"The change to Meridian was meant to be evolutionary," he said recently, "not revolutionary in the sense that it might be too jarring."

Although they unveiled the Meridian name and logo when the Central Penn merger took effect in 1983, each bank retained its own name and did not fully raise the Meridian banner for three years. They gradually changed the color scheme, put a common name on 130 automated teller machines (Meridian Card Centers), and finally put Meridian signs on all 150 branch offices and subsidiaries by 1986.

Mr. Lefkowith began working with Mr. McCullough and his management team in 1981, anticipating statewide banking in Pennsylvania and the reciprocal interstate expansion laws that were to follow. Mr. Lefkowith said Meridian's name change was so successful because it had top management's unqualified backing and it was integrated into well-conceived corporate goals and marketing strategies.

"You need the enthusiasm and support of the chief executive officer," Mr. Lefkowith said. "But to have his direct involvement, as we had with Sam McCullough, is a big plus, and that is rare.

"Too many corporate communication programs are implemented after the fact, after a decision is made," the consultant added. "This was one of the few programs of its type that was planned ahead. It is much more efficient that way."

Fashioning an Image

Mr. McCullough, who has been at the helm since 1978, got personally involved in the image change. He helped weed out potential names — from a pool of 1,000 possibilities — and is appearing in Meridian's print, radio, and television advertising.

The tag line — "professionals with the personal touch" — comes directly from Mr. McCullough.

"I have always thought strongly about the image of a company and its people," he explained in an interview. "Professional is the word that we have tried hardest to sell inside, to our people, so it works outside."

The transformation of image has paid off handsomely, he reports. "Market research shows that recognition of us and our name, ad recall, institutional awareness, and intentions to purchase our services have moved up dramatically," Mr. McCullough said.

"People I meet want to talk about our ad campaigns. They are singing the jingles. I like to hear talk like that."

Like others involved in corporate identity changes, Mr. Lefkowith says little about the selection process or the alternatives that were rejected. Meridian, which is geographically open-ended, filled the bill.

"If you have to explain what it means," Mr. Lefkowith said, "it ain't working." ■

LEGAL ADVERTISING

Auction Notices

NOTICE IS HEREBY GIVEN, that by virtue of a default in payment on a certain Security Agreement in the nature of a Chattel Mortgage under THE UNIFORM COMMERCIAL CODE, entered into by and between COARSE SERVICE, INC. & JOSEPH REANI as Debtor, and Melrose Credit Union, as Secured Party, dated March 19, 1987 duly filed and recorded covering a 1983 Chevrolet Taxicab ID #2G1AL699OD1266055, Medallion #1H84 & a 1985 Chevrolet Taxicab ID #1G1B169Z5FY193883, Medallion #2H77 & Radio Roof Lights & 200 shares of the capital stock of Coarse Service, Inc. THE UNDERSIGNED will foreclose and sell at Public Auction on Thursday, July 9, 1987 at 10:30 A.M. at the offices of Melrose Credit Union, 41-13 Kissena Boulevard, Flushing, New York The 1983 Chevrolet Taxicab ID #2G1AL699OD1266055, Medallion #1H84 & 1985 Chevrolet Taxicab ID #1G1BL69Z5FY193883, Medallion #2H77 & Radio Roof Lights & 200 shares of the capital stock of Coarse Service Inc. The secured party reserves the right to bid and buy. Michael Gilhooly, Auctioneer as Agent, 804 54th Street, Brooklyn, New York 11220. Samuel R. Buxbaum Attorney for Secured Party, 41 East 42nd Street, New York, New York 10017. DCA #693772.

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TODAY

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KEEPING CURRENT

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Quote

If dull is making money, then color us dull.

Carl E. Reichardt, chairman and chief executive officer of Wells Fargo & Co., San Francisco [Page 1]

Unquote

Wells Fargo Targets Southern California

CEO Suggests Bank May Consider Moving Headquarters

By MICHAEL A. ROBINSON
West Coast Bureau

SAN FRANCISCO — Southern California has become such an essential market that Wells Fargo & Co. may eventually move its headquarters there, Carl E. Reichardt, the firm's chairman and chief executive officer, said in a wide-ranging interview.

The 55-year-old executive also indicated there is some substance to speculation that he is interested in a position on the Federal Reserve Board.

"I have always been interested in the workings of the central bank," he said. "I don't know that I really have any aspirations. But I don't know that I want to spend the rest of my life doing what I am doing. The Federal Reserve is something that has interested me."

Mr. Reichardt reiterated earlier statements that he is willing to watch from the sidelines as his competitors buy banks outside California. Wells Fargo can make more by keeping a close eye on its home turf, particularly the populous southern region, he said.

"Southern California is the best banking market in the state," Mr. Reichardt said. "If you would start a bank today, you would probably start in southern California. Having said that, we are 20 feet from where this company was founded 134 years ago," he said in the interview last week at the bank's headquarters in downtown San Francisco. "It would be a wrenching thing to move. I don't think we would do that in the short term."

But, Mr. Reichardt continued, "over the longer term, I think the company has to look at that possibility. I could not put a time frame on it. One would have to be naive if one did

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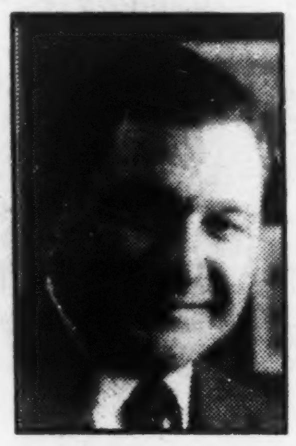

> Southern California is the best banking market in the state. If you would start a bank today, you would probably start in southern California.
>
> **Carl E. Reichardt**

Special Report

284 Banks, Thrifts, and Credit Unions Opened Doors in 1986, Survey Finds

By KENNETH J. HICKS

NEW YORK — The second half of 1986 saw 145 banks, thrifts, and credit unions open their doors, bringing the total for the year to 284. A third are located in southern and southeastern states.

This is one of the findings of the *American Banker's* survey of new financial institutions, published today.

The 284 institutions listed include thrifts, state and federally chartered commercial banks, trust companies, and federal credit unions. The institutions are listed alphabetically by state. Where the information was available, the date the institution opened, its initial capitalization, mailing address, top officer, and telephone number are shown.

The *American Banker* compiled the information from several sources, including the Office of the Comptroller of the Currency, the Federal Reserve Board, the National Credit Union Administration, state banking and savings and loan departments, and press releases.

The Comptroller's office did not have a figure for the total number of

Survey: Page 14 ➸

Regulators Test Computer Filing Of Call Reports

By BARBARA A. REHM
Washington Bureau

WASHINGTON — A pilot program will use computers to speed the transmission of bank call report information to federal regulators.

The Federal Financial Institutions Examination Council said on Tuesday that Compuserve Inc., a computer time-sharing company headquartered in Columbus, Ohio, has been selected to collect reports of condition and income from commercial and savings banks. Compuserve will then make this information available through computers to federal regulators. The council members are federal regulators from the five agencies overseeing banks, thrifts, and credit unions.

Electronic transmission of the information is expected to reduce the reporting burden on banks while also making the data more timely and accurate, said Keith Todd, the council's assistant executive secretary.

William J. Bosies, federal administrative counsel at the American Bankers Association, said that over the long run banks will be able to send call report data more efficiently via electronics. He added that it will take approximately a year to adjust to the new reporting system.

Compuserve expects to begin accepting computer versions of call reports by yearend. The system will be fully operational by first quarter 1988, the council said.

About 2,000 banks currently use software programs to produce call reports. These are printed out by the banks and then mailed to the regulators — the Federal Reserve Board, the Federal Deposit Insurance Corp., or the Office of the Comptroller of the Currency. These banks will probably be the first to use the electronic transmission system, Mr. Todd said.

Regulators: Page 7 ➸

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Financial Institutions That Opened in the Second Half of 1986

ALABAMA	Date Opened	Initial Capital
Community Bank of Marshall County, Arab 302 North Main Street, 35016 W. Robert Haley, Jr., (205) 586-7710	Nov. 7	$1,225,000
First Bank of Eva, Eva P.O. Box 236, 35622 Michael A. Fite, president, (205).796-2201	Oct. 13	$1,200,000
SouthTrust Bank of Cleburne County NA, Heflin P.O. Box 667, 36264 Donald R. Perry, president, (205) 463-5550	Nov. 17	$1,250,000
AmSouth Bank of Walker County, Jasper 310 Highway 78 ByPass (3311), 35502 A. Brian Crawford, president, (205) 384-3848	Oct. 14	$2,000,000
SouthTrust Bank of Walker County, Jasper P.O. Box 3636, 35502 Mark B. Wilson, president, (205) 221-5140	Aug. 4	$4,500,000

ARIZONA	Date Opened	Initial Capital
Founders Bank of Arizona, Scottsdale 7335 East Doubletree Ranch Road, 85261 Raymond G. Tiedje, president, (602) 998-8000	Aug. 4	$6,150,000

CALIFORNIA	Date Opened	Initial Capital
East County Bank NA, Antioch P.O. Box 619, 94509 Roger A. Moore, president, (415) 778-8090	Sept. 15	$3,000,000
Bank of Encino, Encino 17000 Ventura Boulevard, 91316 Carl O. Sanchez, president, (818) 789-9001	Sept. 8	$5,011,075
Vista Savings Bank, Encino 17136 Ventura Boulevard, 91316 Michael B. Alen, president, (818) 905-7999	July 23	$5,000,000
San Mateo County National Bank, San Carlos 1313 Laurel Street, 94070 Leo D. Taylor, president, (415) 595-4445	July 21	$3,000,000
Sonlight Christian FCU, San Diego 5895 Imperial Avenue, 92114 Ruth Dixon, presiding officer, (619) 459-9063	July 11	N/A
First Indo-American Bank, San Francisco 690 Market Street, Suite 100, 94104 Edward C. Grubel, president, (415) 434-2265	Dec. 23	$7,607,600
Washington Square FCU, San Jose P.O. Box 4814, 95150 Michael P. McLenan, presiding officer, (408) 277-3420	Oct. 6	N/A
First Citizens Bank, Sherman Oaks 5000 Van Nuys Boulevard, 91403 Mark de Gorter, president, (818) 905-9575	Sept. 10	$3,750,000

COLORADO	Date Opened	Initial Capital
First Interstate Bank Arvada NA, Arvada 7490 West 52nd Avenue, 80002 John T. Skalet, president, (303) 425-4252	Aug. 18	$1,000,000
Colorado Springs Savings & Loan Assn., Colorado Springs P.O. Box 280, 80901 Roger B. Lane, president (303) 632-6700	Dec. 1	$3,000,000
Mountain Valley National Bank, Conifer 25657 Conifer Road, 80433 Larry Ward, president, (303) 838-4637	July 28	$800,000
National Bank of Arapahoe/Parker Englewood 13700 East Arapahoe Road, 80112 Warner A. Knobe, president, (303) 680-1600	Dec. 8	$1,250,000
Professional Bank Colorado, Englewood 5299 DTC Boulevard, 80111 Conrad Kern, president, (303) 796-1500	Sept. 24	$2,500,000
Nederland National Bank, Nederaland P.O. Box 69, Lakewood, 80466 Charles A. Webb, president, (303) 258-7071	Aug. 1	$1,050,000

CONNECTICUT	Date Opened	Initial Capital
Harbor National Bank, Branford 471 East Main Street, 06405 Matthew A. Sivilla, president, (203) 488-1580	Oct. 14	$3,000,000

DELAWARE	Date Opened	Initial Capital
First Atlanta Bank NA, New Castle 77 Reads Way, 19720 Jerry D. Craft, president, (302) 323-2350	Aug. 15	$10,000,000
Manufacturers Bank-Wilmington, Newark P.O. Box 15147, 19850 Patrick M. McQueen, president, (302) 366-8478	Mar. 12	$3,000,000
InterFirst Bank (Delaware), Newark 509 White Clay Center Drive, 19711 William C. Nelson, president, (302) 738-9055	Sept. 2	$15,000,000
RepublicBank Delaware, Newark 501 White Clay Drive, 19711 John E. Boardman, president, (302) 737-0160	July 25	$21,000,000
Texas Commerce Banks, Newark 513 White Clay Drive, 19711 Warner E. Rogers, president, (302) 366-1826	Oct. 28	$5,000,000
First Pennsylvania Bank (Delaware), Wilmington 3411 Silverside Road, 19810 Joseph T. Drennan, president, (302) 478-1160	Sept. 2	$10,000,000

DISTRICT OF COLUMBIA	Date Opened	Initial Capital
Allen-Adams FCU, Washington, D.C. 1200 Euclid Street, NW, 20009 Victor E. Bibbins, presiding officer, (202) 331-1426	Aug. 14	N/A
Federal City National Bank, Washington, D.C. 555 New Jersey Avenue, 20001 James F. Whelan, president, (202) 626-0500	July 7	$3,900,000
Majestic Eagles FCU, Washington, D.C. 1012 14th Street, NW, Suite 905, 20005 Florence King, presiding officer, (202) 626-6350	Aug. 14	N/A
Phi Beta Sigma FCU, Washington, D.C. 145 Kennedy Street, NW, 20011 Peter Adams, presiding officer, (202) 726-5424	Aug. 11	N/A

FLORIDA	Date Opened	Initial Capital
TransFlorida Bank Palm Beach, Boynton Beach 3501 West Boynton Beach Boulevard, 33436 Carl F. Griswold, president, (305) 736-9445	July 24	$3,000,000
Bank of Brandenton, Brandenton Post Office Box 129, 33506 Ben Hardin, chairman, (813) 755-1212	July 9	$1,557,364
First National Bank of Manatee, Brandenton 5817 Manatee Avenue West, 33529 Glen Wayne Fausset, president, (813) 794-6969	July 18	$5,419,040
First National Bank of Pasco, Dade City 1415 Highway 301 South, 33525 Richard L. Dagget, president, (904) 521-0141	Nov. 3	$3,005,000
Regent Bank, Davie 2205 South University Drive, 33324 John J. Fisher, president, (305) 474-5000	July 11	$3,393,824
Gulf Bank of Dunedin, Dunedin 2200 Bayshore Boulevard, 33528 Lewis J. Dunn, president, (813) 734-8800	Dec. 10	$4,251,020
Colonial National Bank, Ft. Myers 2915 Colonial Boulevard, P.O Box 06219, 33906 James P. Waller, president, (813) 939-1588	Sept. 3	$4,140,000
Merchants & Southern Bank of Clay County, Keystone Heights P.O. Box 1309, 32656 Gary Dean Crutchfield, president, (904) 473-7275	Sept. 18	$1,500,000
Security National Bank of America, Maitland 253 North Orlando Avenue, 32751 Michael W. Sheffey, president, (305) 740-6300	Nov. 3	$5,000,000
Consumers Savings Bank, Miami 12651 South Dixie Highway, 33156 Henry M. Prior, president, (305) 233-9600	Dec. 12	$4,600,000
I.L.A. So. East Florida FCU, Miami 816 N.W. Second Avenue, 33136 Mae Volker, presiding officer, (305) 372-9282	July 17	N/A
Interstate Bank of Commerce, Miami 10613 N.W. 12th Street, 33172 Emilio Lacal, president, (305) 599-2555	July 1	$2,000,000
TrustCorp of Florida NA, Naples 800 Laurel Oak Drive, 33963 Richard K. Bennett, president, (813) 597-5255	Oct. 17	$1,000,000
Oceanmark Federal Savings & Loan Assn., North Miami Beach P.O. Box 60-1477, 33160 Oliver Bright, president, (305) 940-6275	Sept. 26	$3,000,000
Truman Savings & Loan Association, North Miami Beach 1410 Northeast 163rd Street, 33160 Edward G. Griffiths, president, (305) 945-4400	Sept. 19	$3,473,000
Big Lake National Bank, Okeechobee 1409 Parrot Avenue, 33474 W. Rupert Mock, Jr., president, (813) 467-4663	July 14	$2,000,000
American National Bank of Clay County, Orange Park 1978 Park Avenue, 32073 Britt S. Everett, president, (904) 269-6553	Oct. 7	$2,000,000
Liberty National Bank, Orlando 4301 East Colonial Drive, 32803 William B. Gossett, president, (305) 894-1776	Jan. 20	$2,500,000
Sovereign Savings Bank, Palm Harbor P.O. Box 14059, Clearwater, 34279-4059 Paul Kremer, president, (813) 786-8844	Dec. 31	$3,264,510
Plant State Bank, Plant City 202 South Wheeler Street, 33566 W. Thomas Booth, president, (813) 752-2112	Sept. 30	$2,500,000
Marine Bank, St. Petersburg P.O. Box 20104, 33742 Charles H. Block, president, (813) 577-2626	Nov. 10	$3,000,000
Securities Fund Trust Co. of Fla., St. Petersburg 405 Central Avenue, 33731 John W. Gailbraith, president, (813) 823-8712	Aug. 15	$1,000,000
Seminole National Bank, Sanford 2439 Airport Boulevard, 32771 Philip H. Chestnut, president, (305) 322-0921	Sept. 10	$3,400,000
Mellon Bank (Fl) #2 NA, Sarasota 556 South Pineapple, 33577 Donald B. Griswold, president, (813) 951-0065	July 23	N.A.
Guaranty National Bank of Tallahassee, Tallahassee P.O. Box 2536, 32316-2536 Jon M. Kurtz, president, (904) 224-2330	Nov. 17	$3,000,000
AmeriTrust Southeast NA, Tampa One Tampa Center, Suite 2550, 33602 Frank I. Harding, III, president, (813) 229-8003	Sept. 2	$2,000,000
Mercantile Federal Savings Bank, Tierra Verde 1110 Pinellas Bayway, 33715 James P. Turner, III, president, (813) 867-8674	May 2	$3,201,800
National Bank of Commerce, Winter Park 1201 South Orlando Avenue, 32790 Guy D. Colado, president, (305) 629-1818	Aug. 4	$3,100,000

GEORGIA	Date Opened	Initial Capital
Peoples Bank Fannin County, Blue Ridge Box 1749, 30513 W. Pat Simmons, president, (404) 632-6000	Aug. 1	$2,700,000
Lanier Bank & Trust Co., Cumming P.O. Box 48, 30130 Frank E. Felker, president, (404) 887-1732	Oct. 8	$5,500,000
Peachtree National Bank, Peachtree City 207 Highway 54 East, 30269 Wm. Ronald Duffey, president, (404) 487-8400	Sept. 11	$3,874,460

ILLINOIS	Date Opened	Initial Capital
Independent Bankers Bank of Illinois, Springfield 444 South Grand Avenue West, 62704 Jeffrey J. Hargroder, president, (217) 789-0734	Sept. 2	$2,550,000

IOWA	Date Opened	Initial Capital
Greenbelt Bank & Trust, Iowa Falls 616 Washington Avenue, 50126 William R. Hurd, president, (515) 648-2544	Sept. 1	$3,500,000

KANSAS	Date Opened	Initial Capital
Fort National Bank, Easton P.O. Box 158, 66020 Ed Swinford, president, (913) 773-5565	Aug. 8	$1,401,000

N/A — Not applicable; N.A. — Not available

Financial Institutions That Opened in the Second Half of 1986

LOUISIANA	Date Opened	Initial Capital
Bank of Commerce, Alexandria P.O. Drawer 12900, 71315 Joseph E. Hebert, president, (318) 443-3700	Nov. 24	$4,200,000

MARYLAND	Date Opened	Initial Capital
Bank of the Eastern Shore, Cambridge 301 Crusader Road, 21613 Harold S. Robbins, president, (301) 228-5800	Aug. 19	$2,400,000
Chesapeake Bank & Trust Company, Chestertown 245 High Street, 21620 Michael Macielag, president, (301) 778-1600	Dec. 15	$4,000,000

MASSACHUSETTS	Date Opened	Initial Capital
Boston Trade Bank, Boston Ten Post Office Square, 02109 Daniel B. Ciotti, (617) 556-2000	Oct. 3	$14,002,080
Sanwa Bank Ltd., Boston One Financial Center, Suite 2812, 02111 Hideaki Yamazaki, president, (617) 654-2930	Oct. 24	N.A.

MINNESOTA	Date Opened	Initial Capital
First American Trust Co. of Minnesota, Marshall 208 East College Drive, 56258 Mark Stenson, president, (507) 537-0266	Nov. 5	$750,000
First National Bank of W. St. Paul, West St. Paul 66 East Thompson Avenue, 55118	Oct. 17	N.A.
Norwest Bank Worthington, Worthington 1010 Second Avenue, 56187	Oct. 1	N.A.

MISSISSIPPI	Date Opened	Initial Capital
Rogers and Williams Employees FCU, Morton P.O. Box A, 39117 Linda Roberts, presiding officer, (601) 732-8911	Sept. 15	N/A

MISSOURI	Date Opened	Initial Capital
First National Bank of Platte Cty., Kansas City 5200 N.W. 64th Street, 64151 Leland M. Walker, president, (816) 587-2020	Oct. 1	$1,500,000

NEW HAMPSHIRE	Date Opened	Initial Capital
First NH Investment Services Corp., Manchester 1000 Elm Street, 03101 John L. Claps, president, (603) 644-6591	Dec. 16	$500,000
Hillsborough Bank & Trust Co., Milford P.O. Box 247, 03055 Daniel S. Day, president , (603) 672-0270	Oct. 6	$2,800,000
Olde Port Bank & Trust Co., Portsmouth P.O. Box 569, 03801 Michael E. Kenslea, president, (603) 436-8553	Oct. 31	$3,000,000
Fortune Guaranty Savings Bank, Windham P.O. Box 507, 03087 W. Patrick Lentell, president, (603) 898-4555	July 2	$2,485,000

NEW JERSEY	Date Opened	Initial Capital
Hunterdon National Bank, Clinton P.O. Box 5254, 08809 M. William Benner, president, (201) 730-7300	Nov. 21	$2,500,000
Prince Hall of New Jersey FCU, Newark 180-190 Irvine Turner Boulevard, 07112 Arthur Crawford, presiding officer, (201) 824-8758	July 28	N/A

NEW YORK	Date Opened	Initial Capital
State Bank of Westchester, Hartsdale 247 Central Park Ave., 10530	Aug. 15	$2,500,000
First Frontier FCU, Lynbrook 155 Sherman Street, 11510 Daniel P. Maloney, presiding officer, (212) 952-2575	Aug. 26	N/A
The Hamptons FCU, Montauk Gurney's Old Montauk Highway, 11954 Monica DiNicola, presiding officer, (516) 668-2995	Dec. 24	N/A
Artists Community FCU, New York 280 Boradway, Room 412, 10007 Norma P. Munn, presiding officer, (212) 227-3770	Dec. 24	N/A
Broadway National Bank, New York 1164 Broadway, 10001 Sang Young Woo, president (212) 685-3333	Sept. 26	$4,000,000
First City National Bank & Trust Co., New York 50 Madison Avenue, 10010	Oct. 11	N.A.
LBS Bank New York, New York 101 East 52nd Street, 10022 Vlado L. Sodin, president, (212) 980-8600	Oct. 1	$10,000,000
Mitsui Finance Trust Co. of New York, New York 1 Chase Manhattan Plaza, 10005	Aug. 15	$3,000,000
Morgan Shareholder Services Trust Co., New York 30 West Broadway, 10007 John W. Schmidlin, president, (212) 587-6425	July 1	$15,000,000
PKBanken International (US) Banking Corp., New York 30 Rockefeller Plaza, 10112	Oct. 24	$15,000,000
Shoko Chukin Bank, New York Two Wall Street, 10005 Kuniaki Inoue, general manager, (212) 732-9300	Nov. 10	N.A.
United Missouri Trust Co., New York 50 Broadway, 10004 E. Frank Wear, president, (212) 968-1990	Oct. 11	$1,500,000
Affordable Mortgages Corp., Wappinger Falls 1 Chelsea Ridge Mall, 12590 Richard M. Dunne, president, (914) 838-1000	Aug.	$250,000

NORTH CAROLINA	Date Opened	Initial Capital
Piedmont State Bank, Greensboro P.O. Box 22047, 27420 Thomas L. Reaves, president, (919) 294-2000	Oct. 15	$4,500,000
Barclays Bank of North Carolina, Greenville 111 S. Washington St, Box 8346, 27835-7346 Theodore B. "Ted" Sumner, interim president, (919) 752-5379	July 21	$21,000,000
Topsail State Bank, Hampstead P.O. Box 369, 28443 David E. Buffaloe, president, (919) 270-4108	Oct. 6	$1,750,000

OKLAHOMA	Date Opened	Initial Capital
Grace Fellowship FCU, Tulsa P.O. Box 55299, 74155 Robert Yandian, presiding officer, (918) 252-3332	Sept. 3	N/A

PENNSYLVANIA	Date Opened	Initial Capital
Delaware County Tavern Association FCU, Bryn Mawr 236 Lee Circle, 19010 David J. Brodeur, Sr, presiding officer, (215) 525-7575	Aug. 14	N/A
Airport Area Chamber of Commerce FCU, Coraopollis 986 Brodhead Road, 15108 John R. Simpson, presiding officer, (412) 264-6270	Aug. 22	N/A
PATA FCU, Monroeville 4215 Northern Pike, 15146 Wayne Sherman, presiding officer, (412) 373-8426	Aug. 22	N/A
GCU FCU, Munhall 502 East Eighth Street, 15120 George Batkyo, presiding officer, (412) 462-9800	Aug. 8	N/A
M.A.B.C. FCU, Philadelphia Cedar Park and Haines Street, 19138 Geneva Lochart, presiding officer, (215)549-2411	Aug. 14	N/A
National Mortgage Network of Pa., Inc., Philadelphia 2000 Market Street, 19103 Robert J. Rosenstein, president, (215) 567-3850	July 22	$200,000

SOUTH CAROLINA	Date Opened	Initial Capital
Bank of South Carolina-Charleston, Charleston P.O. Box 538, 29402 Hugh C. Lane, Jr., president, (803) 723-2849	Oct. 22	$10,000,000
Citizens & Southern Trust Co. (South Carolina) NA, Columbia 1801 Main Street, 29222	Dec. 16	N.A.
The Peoples National Bank, Easley P.O. Box 2000, 29641 Robert E. Dye, president, (803) 859-2265	Aug. 7	$3,450,000

SOUTH DAKOTA	Date Opened	Initial Capital
Independence One Bank NA, Rapid City 430 Main Street, 57701 Robert Sznewajs, chairman, (605) 394-9494	Nov. 3	$8,000,000
First Western Bank, Sturgis P.O. Box 159, 57785 John Johnson, president, (605) 347-2562	Sept. 1	N.A.

TENNESSEE	Date Opened	Initial Capital
Henderson County Bank, Lexington P.O. Box 299, 38351 Jack Dalton, president, (901) 968-5711	Sept. 29	$2,000,000

TEXAS	Date Opened	Initial Capital
South Arlington National Bank, Arlington P.O. Box 170017, 76017 H.G. Leffler, president, (817) 468-3222	Oct. 30	$2,875,000
Bank of Austin, Austin P.O. Box 4290, 78765 Harvey A. Graeber, president, (512) 478-9500	July 14	$2,000,000
Cattlemens State Bank, Austin P.O. Box 19549 F. Gary Valdez, president, (512) 389-1200	Oct. 15	$2,500,000
Lakeland State Bank, Austin P.O. Box 203758, 78720 Charles H. Arnold, president, (512) 258-3333	July 1	$2,000,000
MBank Arboretum, Austin P.O. Box 203310, 78720-3310 Roy E. Rushing, president, (512) 346-7977	July 28	$2,000,000
Converse National Bank, Converse 9150-7 FM 78, P.O. Box 99, 78109 Bobby R. Pace, president, (512) 659-4000	July 1	$3,000,000
Grand Bank-North East, Dallas N.A.	Aug. 8	N.A.
Independent Bank NA, Dallas 1152 North Buckner Boulevard, Suite 129, 75218 Ross Wilcox, president, (214) 324-3535	Aug. 29	$2,500,000
Texas Central Bank NA, Dallas 8144 Walnut Hill Lane, 75231-4316 James C. Veirs, president, (214) [illegible]-8600	July 30	$3,000,000
Eden State Bank, Eden P.O. Drawer Y, 76837 Larry. N. Upshaw, president; (915) [illegible]-5511	Aug. 1	N.A.
El Paso State Bank, El Paso P.O. Box [illegible] Thomas W. Anderson, vice chairman & CEO, (915) 532-4746	Dec. 1	$3,800,000
Hebbronville State Bank, Hebbronville 1500 North Smith, 78361 Duke T. Davenport, president, (512) 527-5702	July 8	$1,500,000
Creole FCU, Houston 10555 Katy Freeway, 77024 Edwin D. Sablatura, presiding officer, (713) 461-1316	Sept. 29	N/A
Sterling Bank, Houston 6500 F.M. 1960 West, 77069 Robert W. Ullom, president, (713) 444-5252	Oct. 3	$1,067,000
Mayde Creek Bank NA, Katy P.O. Box 5969, 77491 G. Warren Coles, Jr., president, (713) 578-2848	Oct. 1	$2,500,000

Continued on Next Page

N/A — Not applicable; N.A. — Not available

Financial Institutions That Opened in the Second Half of 1986

Continued from Preceding Page

TEXAS	Date Opened	Initial Capital
Falcon National Bank Laredo 401 East Hillside Road, 78041 Oscar M. Laurel, Jr., president, (512) 723-2265	Dec. 10	$2,000,000
Bank of the Trinity, NA, Liberty 2103 N. Main, P.O. Box 942, 77575 Charles T. Roberts, president, (409) 336-8703	Aug. 1	$1,750,000
Western National Bank, Lubbock P.O. Box 54500, 79453 Mark E. Huckabee, president, (806) 794-8300	Oct. 15	$3,000,000
Mauriceville National Bank, Mauriceville P.O. Box 400, 77626 Glynn P. Revere, president, (409) 745-4433	July 14	$109,949
Citizens National Bank, New Braunfels P.O. Box 310909, 78130 Bill Cone, president, (512) 629-2265	Sept. 22	$2,250,000
Chisholm National Bank, Plano 200 Chisholm Plaza, 75075 Dixon H. Holland, president, (214) 424-0300	Aug. 26	$4,025,000
Plano National Bank, Plano 2521 East 14th Street, 75074 Reva J. Bartlett, president, (214) 422-0440	Sept. 15	$2,500,000
Brookhollow National Bank, Richardson 1151 N. Jupiter #101, 75081 Donna Gray, president, (214) 231-6100	Sept. 26	N.A.
Bank of San Antonio/Medical Center, San Antonio P.O. Box 40415, 78229 Douglas E. Johnston, Jr., president, (512) 696-3000	Sept. 8	$2,000,000

VIRGINIA	Date Opened	Initial Capital
Rockingham Poultry Employees FCU, Broadway P.O. Box 275, 22815 Ralph Gerding, presiding officer, (703) 896-7001	Dec. 5	N/A
Security Bank Corp., Manassas 8780 Centreville Road, 22110 J. William Gary, Jr., president , (703) 361-1986	July 28	$2,250,000
County Bank of Chesterfield, Midlothian 10400 Hull Street, 23113 Thomas H. Caffrey, Jr., president, (804) 745-2274	Sept. 8	$4,005,000
Prosperity Bank & Trust Co., Springfield P.O. Box 2789, 22152 Robert J. McDonough, president, (703) 644-4466	Oct. 7	$3,015,000
National Bank of Northern Virginia, Sterling 11 Pidgeon Hill Drive, 22170 H. E. McCarty, Jr., president, (703) 450-6400	Nov. 19	$4,000,000

WASHINGTON	Date Opened	Initial Capital
First Bank Washington, Omak 21 West First Street, 98841 Larry K. Butterfield, president, (509) 826-2500	Sept. 2	$3,000,000

WEST VIRGINIA	Date Opened	Initial Capital
First West Virginia Bank NA, Buckhannon West Main & Locust Streets, 26201 James M. Berner, president, (304) 472-0052	Aug. 11	$1,350,000
Old National Bank of Jefferson County, Ranson P.O. Box 1100, 25438 Henry E. Jovanelly, EVP & COO, (304) 725-2072	Nov. 7	$1,500,000

WYOMING	Date Opened	Initial Capital
First Wyoming Bank NA-Riverton, Riverton 123 East Main, 82501 Charles H. Krebs, president, (307) 856-4181	Nov. 7	$2,693,000

N/A — Not applicable; N.A. — Not available

Survey Shows 284 Financial Firms Opened in '86

Continued from Page 1

national commercial banks that opened in 1986 at press time. According to the Federal Reserve Board, if failed banks reopened under a new charter were included in the list, the total number of federally chartered commercial banks would be 307.

In 1985, almost 400 financial institutions opened. Since that year, financial institution start-ups have declined, primarily due to a slowdown in commercial bank openings. The drop in the number of new openings has been attributed to a policy by the Comptroller's office calling for proposed banks to have a chief executive officer in place before an application can be approved.

The Comptroller's office contends that such a requirement makes it easier to judge the bank's chances for success. Opponents, however, say the change makes it more difficult to organize a bank because few chief executive officer candidates are willing to commit themselves to an uncertain venture.

Another reason for the slowdown is market saturation. The banking industry has been undergoing consolidation that is expected to continue. Many new banks, in order to compete, are aiming at a particular community or market segment. Such banks do not consider the large financial institutions to be their main competition, but they compete against community- and segment-oriented banks or thrifts.

Another problem in opening a new bank also is affecting all of banking: recruiting qualified board members, and the costs of liability insurance for directors and officers. According to a study conducted by Korn/Ferry International, an executive search firm, 67% of the respondents believe that there is a problem filling outside directorships, and 79% believe the problem has not diminished since 1985.

In terms of liability insurance, 85% of those with coverage saw their insurance premiums increase compared with 78% in 1985. Those increases were also considerably higher in 1986. Last year, increases in director and officer liability insurance premiums jumped an average of 462%, versus 271% in 1985. Furthermore, 63% of the financial institutions experienced a decrease in total dollar coverage that fell an average of 42%, from $38 million to $22 million, the survey said.

A total of 29 federal credit unions opened in 1986, 18 in the second half of the year. Nine of those credit unions indicated a woman was the presiding officer, slightly more than the national average of 26%. Among the credit unions opening in the second half of the year is the Artists Community Federal Credit Union, in New York City. With approximately 350 members, it is open to artists of all disciplines — including architects, musicians, writers, and graphic artists — who are members of the New York-based Foundation for the Community of Artists Inc., a nationwide organization.

Make Personal Loans to Artists

The credit union states that one of its main purposes is to make personal loans to artists. According to a press release, "Traditional financial institutions often find it difficult to evaluate the untraditional needs and income sources of the arts community." Four of the five members of the institution's loan committee are artists, "which will insure an understanding of the needs of artists."

In addition to personal loans, the credit union management plans to begin a financial referral service to direct its members to "a variety of financial experts in the areas of taxes, debt management, financial planning, and investment."

Another survey finding is that Florida was among the top states in new financial services firm openings. Forty-five financial institutions opened their doors in Florida during 1986, identified as one of the main U.S. growth states. Though the Florida market has been an extremely attractive area for many of the big banks, the new institutions stress personalized service that the giants may find difficult to extend to all their customers. Among the new Florida banks is Sovereign Savings Bank, Palm Harbor, a state-chartered, full-service thrift located approximately 20 miles northwest of Tampa, on Florida's west coast. Paul W. Kremer, president and chief executive officer of the savings bank, once served as president and chief executive of Manufacturers Hanover Trust Co./Capitol Region, Albany, N.Y. He described Sovereign as an institution appealing to all savers.

"Banking is, more than ever, a people business, and Sovereign Savings Bank's most important product is the satisfied customer." Mr. Kremer is quoted as saying in the thrift's intro-

Survey: Page 15

Women Lead 12 of the New Firms

Of the 284 new financial institutions opened in 1986, 12 reported that women were the presidents or presiding officers. Nine are credit unions and three are commercial banks, according to a survey conducted by the *American Banker*. The National Association of Bank Women, a Chicago-based group formed to help women advance in the financial services field, feels that women heading new banks is a growing trend.

Further, a survey conducted by the executive search firm Korn/Ferry International, New York, found that banks and other financial institutions have taken the lead in the recruitment of women and minorities for management and directorships.

Larry Quinn, editor of *Executive Financial Woman*, the association's trade magazine, said that there "has been a definite trend towards woman heading new financial institutions." He added that "financial institutions have always been more receptive to women, particularly banks, insurance companies and credit unions."

Mr. Quinn attributes part of the upswing in women running new banks to a direct response to merger activity and bank consolidation. Competitive/cost cutting measures have caused more layoffs, and consolidation often leaves fewer areas where a person can attempt to move up through the hierarchy. As a consequence, or benefit, a new institution "offers women a more immediate chance to head a bank."

[illegible] Mr. Quinn said a [illegible] is not the only means for a woman to [illegible] services firm. "There are more opportu- [illegible] women — in the banking field. Especially [illegible] getting the chance to start and head new [illegible] gives them the management experience [illegible] to shine."

— [illegible]

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our listing of financial institution openings meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you change the listing to make it more useful? What would you add?

(2.) What did you like best about the listing?

(3.) What did you like least about the listing?

(4.) How will you use the listing in your work?

Name (optional)____

Title____

Company____

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changing names,
changing hands . . .
MERGERS, ACQUISITIONS
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American Banker

7/27/87

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American Banker

The Daily Financial Services

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TODAY

THRIFTS & MORTGAGES

CITICORP HOMEOWNERS INC., St. Louis, was the leading mortgage company in originating residential mortgage loans in 1986, according to an *American Banker* survey. The top 166 companies originated $134.3 billion in residential mortgages, or 72% of mortgage company loans.......6

THE MARKET for vacation homes is strong in some regions but stagnant in other parts of the country. Concern over proposed changes in the deductibility of mortgage interest has slowed the supply of funds from lenders in some markets.......6

272 FINANCIAL SERVICES FIRMS changed names in the first half of 1987, and 65 were savings institutions, according to Anspach Grossman Portugal Inc., which monitors corporate name changes.......8

NEW ENGLAND THRIFTS are flocking to the Federal Home Loan Bank of Boston for cheap and convenient money.......10

OLD STONE CORP. lost $14.5 million in the second quarter, due to a $28 million increase in loan-loss reserves.......13

WORLD BANK OFFICIALS have contested a proposed Senate omnibus trade bill amendment to limit the bank's access to U.S. capital markets.......2

PAUL A. VOLCKER, in his last scheduled appearance before Congress as Fed chairman, supported E. Gerald Corrigan's plan to separate banking and commerce as a starting point for restructuring the financial services industry.......2

A HOUSE PANEL, raising questions of human rights violations, reviewed support for continued funding to Chile.......2

SALOMON INC. reported a substantial drop in second-quarter earnings, citing volatile trading markets in April and May. Net income after taxes fell 66% to $40 million.......2

MORTGAGE ORIGINATIONS at Imperial Corporation of America will shrink by 25%, because the business is not as profitable as a year earlier, the company said.......3

LOAN POLICIES should be developed by management and approved by directors after careful study, writes Don Wright.......4

In the News.......3

Quote

The question is, "Can this bank that has been saved be turned into one that makes money?"

Joseph Arsenio, an analyst with Birr Wilson & Co., San Francisco, about BankAmerica Corp. [Page 1]

Unquote

BankAmerica Slips to 3rd Largest in US

Rate Rise Blamed In FCA's Big Loss

By NINA EASTON
West Coast Bureau

LOS ANGELES — Rising interest rates in the second quarter took their toll on the troubled Financial Corporation of America, owner of the nation's largest savings and loan association.

On Thursday, the Irvine, Calif.-based company reported a loss of $176.8 million, or $5.01 a share, for the second quarter of this year. The company had announced earlier that it expected to post a loss in the $150 million to $200 million range. The second-quarter loss brings to $167.6 million the company's total loss for the first half of the year.

Rate Rise: Page 19 ➜

Texas American, MCorp Slip Again

By DAVID LaGESSE
Southwest Bureau

DALLAS — Two Texas banking firms that want to remain independent were weakened by continued operating losses in the second quarter.

MCorp, based here, reported a surprisingly large loss of $114.9 million, or $2.79 per share — compared with a year-ago profit of $21.7 million, or 44 cents per share. For the six months, MCorp lost $125 million, or $3.12 per share.

In Fort Worth, Texas American Bancshares Inc. reported a $6.5 million loss, or 59 cents per share, in the second quarter. In the period last year, the

Texas American: Page 18 ➜

MasterNet Loss Adds to Deficit

By MICHAEL A. ROBINSON
West Coast Bureau

Second-Quarter Earnings

SAN FRANCISCO — Once the largest bank in the world, BankAmerica Corp. reported on Thursday that — because of a prolonged fight for survival — it slipped from second place to become the third largest bank in the U.S.

BankAmerica posted a second-quarter deficit of $1.136 billion, or $7.40 a share. These figures are in line with the loss it had earlier predicted, after deciding to boost its loan-loss provision by $1.1 billion to cover shaky in-

BankAmerica: Page 19 ➜

Two Sides Remain Polarized As Fed Nears Reg E Decision

By JEFFREY KUTLER

NEW YORK — The longer the Federal Reserve Board delays ruling on a controversial consumer protection regulation, the more restive opponents of the measure become.

The proposal, an amendment to the Fed's electronic funds transfer rule known as Regulation E, would make it easier for nonfinancial companies such as retail stores to provide automated teller machines and point-of-sale payment services to consumers.

More than seven months have passed since the Federal Reserve's staff began the deliberations that will lead to eventual acceptance, rejection, or modification by the Board of Governors. No date has yet been set for final consideration.

The Fed is caught in the middle of a dispute that has divided bankers along retail and wholesale lines. The central bank will not please everyone no matter how it comes down on the Reg E proposal.

If adopted, the change would allow nonbanks such as supermarkets to operate automated payment devices without having to deliver monthly statements to users. Banks, meanwhile, would continue to be bound by Reg E's statement-rendering requirement.

Consumer bankers oppose the change because they want to forestall competition against the likes of Sears, Roebuck and Co. and American Express Co. The Consumer Bankers Asso-

Reg E: Page 5 ➜

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Fed May Relax Rule on Bank Firms And Ailing S&Ls

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The Federal Reserve Board in its open meeting today is scheduled to consider a relaxation of the so-called "tandem restrictions," which limit a holding company and its affiliates from interacting with failing thrifts that have been acquired.

Lowering the regulatory barriers could revitalize a buyer's market for failing thrifts, especially since banking firms remain stymied to expand by current restrictions on nonbank banks, according to industry observers. Any renewed interest in purchasing thrifts also would aid a troubled thrift industry in need of new capital and the insolvent Federal Savings and Loan Insurance Corp.

As the Fed's Regulation Y stands now, a bank holding company is restricted from joint marketing and cross-advertising of services or products with any acquired thrift.

"No question that they'll relax some of the rules, but how far they'll go is uncertain," one attorney familiar with the case said, adding that there is "a lot of housecleaning going on at the Fed" before Chairman Paul A. Volcker leaves some time next month.

Also at its meeting today, the Fed is scheduled to consider changes to its risk-control program for large dollar payment systems.

On May 19, 1986, the Fed proposed dropping tandem restrictions between certain affiliates of bank holding companies. If they are dropped, then a bank holding company's subsidiaries and an affiliate thrift will be allowed to promote each other's products and services. Displaying advertisements in lobbies also will be permitted. Thrifts acquired by bank holding companies also could refer business to holding company affiliates, and affiliates could send customers to the thrifts.

Not all limitations that accompany thrift acquisitions are expected to be

Fed May Relax: Page 15 ➜

THRIFTS & MORTGAGES

AN AMERICAN BANKER WEEKLY FEATURE

> *Lenders don't like uncertainty, and whenever there are doubts, a lender becomes much more conservative.*
>
> — Thomas F. Greuling, executive vice president, Talman Home Federal, Chicago.

Citicorp Homeowners Inc. Leads in Mortgage Loan Originations

Top 166 Firms Originated $134.3 Billion in Residential Mortgages, 72% of Mortgage Company Loans in 1986

By L. MICHAEL CACACE

NEW YORK — Citicorp Homeowners Inc., St. Louis, was the top mortgage company in originating residential mortgage loans in 1986, according to an *American Banker* survey.

Citicorp Homeowners, a subsidiary of New York's Citicorp, originated approximately $6 billion in residential mortgages last year. This accounted for 3.2% of the $186.3 billion in mortgage loans originated by all mortgage companies, based on aggregate figures from the U.S. Department of Housing and Urban Development.

Table of Top Mortgage Loan Originators
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Mortgage companies originate first mortgages with their own or borrowed funds and then sell these loans to investors. In addition, for a fee, they will continue to service the mortgages they sell to investors. Commercial banks, thrifts, life insurance companies, and other institutions also originate residential loans, but are not classified as mortgage companies.

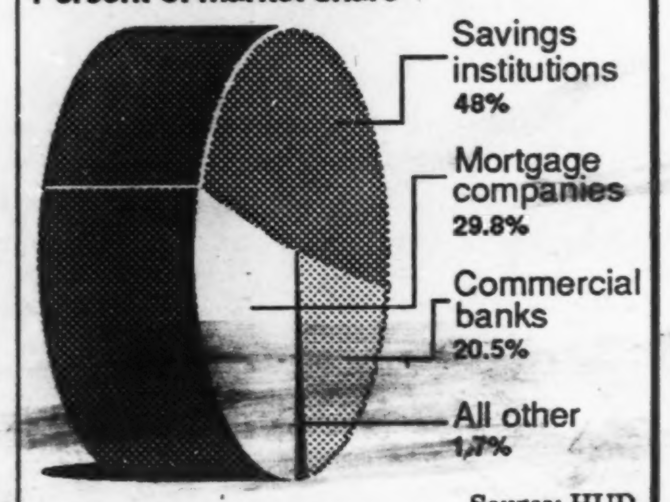
All the individual company data for the survey — except those for Citicorp Homeowners — were obtained by *American Banker* from the institutions directly. *American Banker* estimated the Citicorp Homeowners originations total with the help of several mortgage bankers and mortgage-banking analysts.

Residential mortgage loan originations — as defined by *American Banker* — are residential permanent mortgages originated for sale. Loans that were closed by the mortgage company, or loans where the mortgage company actually did most of the paperwork for closing, are included. In addition, both in-house production and purchased production — for example, loans purchased from brokers and correspondents — are included.

From 1985 to 1986, there was a tremendous surge in residential mortgage loan originations by mortgage companies, as well as by thrifts and banks. According to the Department of Housing and Urban Development, in-house mortgage loan originations on one-to-four-family residential properties rose 79% in 1986 to $442.3 billion, and loan purchases rose 94% to $427.1 billion. The housing department reports originations and loan purchase separately.

Residential Mortgage Loans Originated During 1986

Percent of market share



Source: HUD

According to the report, mortgage companies originated $131.6 billion in residential mortgage loans in 1986, up 107% from 1985, and purchased $54.7 billion in residential mortgage loans, up 175% from 1985. The total of this activity was $186.3 million.

Mortgage companies accounted for 29.8% of the $442.3 billion in residential mortgages originated by all the market's participants in 1986, up from 25.6% in 1985, the federal figures show. Commercial banks — which originated $90.7 billion in residential mortgages in 1986 — accounted for 20.5% of the market, down from a 20.9% share in 1985. Savings institutions — which originated $212.3 billion — had 48% of the market in 1986, down from 51% in 1985. All other institutions — which include life insurance companies — originated $7.7 billion, or 1.7% of the 1986 total, compared with 2.5% a year earlier.

While last year was a period of dynamic growth, analysts say that growth came to a screeching halt in the first third of this year, with the upsurge in mortgage rates.

According to Lawrence J. Trautman, a senior vice president and director of

Citicorp Homeowners: Page 8 ➞

Second-Home Financing Market Varies from Region to Region

By LINDA ELLIS

NEW YORK — From the mountains to the prairies to the oceans white with foam, the second-home market is a mixed bag.

Some ski-slope resorts are going south financially. Waterfront is generally attractive, but at various sites in the Southeast demand is at low tide. Nationwide, there is concern about Congress fiddling with the deductibility of mortgage interest.

Financing a cabin in the woods or an A-frame near the beach is a healthy seasonal segment of the lending picture at some thrifts, a sore spot in the portfolio for others.

Take Colorado, for example, where an Aspen thrift chooses to put 90% of its loan portfolio out in vacation-home financing for ski lodges. A mere 25 miles away, however, in Crested Butte, overbuilding has knocked the forces of supply and demand for a loop and lenders are getting bruised.

Soaring property values at the New Jersey shore make that a hot spot for lenders, but on Cape Cod in Massachusetts, it's the same ocean but the values have flattened.

Concern over the tax status of interest on second homes has slowed the supply of funds from lenders for vacation homes in the Chicago area, a leading thrift executive said, and the market in South Carolina is spotty.

Full deductibility of second-home mortgage interest was retained in the Tax Act of 1986, but there are now five proposals before the House Ways and Means Committee that could affect residential loan interest deductions:

- Limit deductions to purchase-price amount plus improvements.
- Limit deduction for home-equity loans to $10,000 over deduction allowed for medical and educational uses.
- Disallow deductions on open-ended home-equity loans.
- Cap amount of total debt eligible for first- and second-home interest deduction at $1 million; and
- Not allow boats and mobile homes to qualify as second homes for interest-deduction purposes.

Last Monday the House committee began drawing up a revenue-raising bill which, the housing industry fears, could include one or more of those proposals, said Thomas C. Franks of the American Resórt and Residential Development Association in Washington.

David Gothard

"Lenders don't like uncertainty and whenever there are doubts, a lender becomes much more conservative," said Thomas F. Greuling, executive vice president, Talman Home Federal Savings & Loan Association, Chicago. "No one knows what the long-term effect of tax changes [on home financing] will be. There are some misty areas and now the potential for more changes that would impact the interest deduction for home mortgages, both first and second homes."

Borrowers Weigh Tax Implications

Mr. Greuling said borrowers, too, weigh the tax implications of buying a second home and uncertainty puts a damper on their plans as well.

"We can see that the value of condo units in the Sunbelt and in ski-resort areas has suffered in that people aren't as eager to get involved in that kind of financing right now."

Malcolm E. Collier Jr., president and chief executive of First Federal Savings Bank in Lakewood, Colo., a Denver suburb, said the ski-area housing market needs a lift.

"That market has not been good for the last three or four years," Mr. Collier said. "The slow economy here and the fact that the people buying those condos are from the oil states and the Midwest affect the market a lot. Plus there's been a lot of overbuilding, and prices are down. But the story in Aspen is different from the story in Steamboat Spring or Crested Butte."

It sure is different at Aspen Savings & Loan Association, where all but 10% of the portfolio is out in second-home financing and where $200,000 for a one-bedroom condo is the norm.

"The market here in Aspen is very strong, even though inflation in real estate prices has slowed," said Elizabeth Newman, a vice president. "Overbuilding is not a problem as it is in some other ski areas. Aspen has very strict growth control, so it can't happen."

"Our market grew soft in the mid-1980s like everyone else's, but because of controls on spec building here, there wasn't a lot of new product when the slowdown came," said Randy Gold, a real estate appraiser with James J. Mollica Co. in Aspen. "We're in great shape."

His sentiments exactly, said Shannon Faries, vice president, residential lending, Universal Savings & Loan Association, Kingman, Ariz.

"It's running between 108 degrees and 110 degrees and steamy in Phoenix now. People like to get away. They have cabins in the White Mountains, in northern Arizona, and Lake Havasu" said Mr. Faries. "The second-home market is a big deal here."

Mr. Faries said Universal makes loans for a range of getaway sites.

"There are a lot of cabins about 1,500 square feet that would range betweeen $65,000 and $75,000 including the lot. But there's a big subdivision we're lending on now where the house and lot will be about $300,000. For most of our borrowers, tax deductibility is not the deciding issue. It's the climate that motivates our customers. The busier and more bustling Phoenix gets, the stronger the second-home market becomes."

Financing for Homes on Jersey Coast

At Jersey Shore Savings & Loan Association, Toms River, N.J., 40% of home financing is for second homes along the central and southern Jersey coast. No downturn in the market there, said Peter Secovanovic, vice president and treasurer.

"The Northeast is atypical of the [housing] market in general, I think, with our real estate values staying well above the national average. We don't see any slackening in performance, in demand. We could use more supply, that's for sure," Mr. Secovanovic said.

Market: Page 8 ➞

Citicorp Unit Leads in Mortgage Originations

Continued from Page 6

mortgage industry practice at Donaldson, Lufkin & Jenrette Inc., New York, "Both the residential real estate lending industry as well as Wall Street are focusing on loan origination capabilities as never before. Compounding the situation is the March/April uptick in rates which all but closed down originations for certain types of mortgages.

"In 1986, many of the loan originators and Wall Street houses invested heavily in the machinery necessary to handle and securitize record-breaking mortgage origination levels. These heightened levels of fixed costs are still in place causing the lending and investment banking communities to scour the land in search of quality product." Mr. Trautman adds, "This is occurring while each sector is faced with the serious problem of adjusting overhead to reflect currently reduced levels of origination."

The *American Banker* survey shows that ICA Mortgage Corp., San Diego, ranked second, behind Citicorp Homeowners, in residential loan originations last year with $4.3 billion. ICA Mortgage is a subsidiary of Imperial Savings Association, San Diego, and a portion of the loans originated by ICA Mortgage were closed in conjunction with

Citicorp Homeowners: Page 19

How the Survey Was Conducted

This is the *American Banker's* first attempt to obtain loan origination numbers.

Much of the information is not in the public domain and difficult to obtain. For example, some companies, such as Citicorp, do not provide data on originations for their mortgage banking subsidiaries. Rather, they report a consolidated figure for all subsidiaries — banks, thrifts, and mortgage companies. In addition, companies have various definitions of originations, making comparisons difficult.

To overcome these problems, the *American Banker* has limited its study to residential loans originated by mortgage companies. Commercial banks and savings institutions have been excluded. Multifamily originations and commercial loan originations also have been excluded.

In general, the origination of a residential loan puts the mortgage company's money at risk, while loans on other properties usually does not. A mortgage company uses its money to make a residential loan and holds it until it is sold in a pool of loans to investors. In most commercial deals, however, the mortgage company acts as a broker, arranging the financing needs of the developer for a fee.

Underwriting requirements on residential properties also differ from those of multifamily and commercial properties. Underwriting determines the creditworthiness of the borrower.

With residential properties, the mortgage company examines the creditworthiness of the applicant. For other properties, the company simply tries to determine how much revenue the property will generate.

In defining originations, the *American Banker* includes both in-house production and purchased production. The resulting figure gives a clearer picture of a firm's ability to feed the mortgage-servicing engine. Some firms have extensive branch networks; their in-house production would be substantial and their purchased loans relatively small in comparison. On the other hand, some firms may have a limited branch network but a substantial correspondent network. In this case, purchased loans would be sizable compared with in-house production.

Market Is Mixed For Second Homes

Continued from Page 6

"Everywhere you look in our area, you see construction, but it's snapped up fast. On Long Beach Island, for example, the prices climb about 20% a season, but demand stays high. Waterfront is finite."

"The condo second-home market seems to be skewed toward oversupply at this time, but that's temporary " said Frank Cunningham, a vice president, Palmetto Federal Savings Bank of South Carolina in Aiken.

Palmetto's man at the coast, Mark Brittman, is watching a market on Hilton Head, Fripp and other resort islands that shows flat or, in some cases, declining property values. Mr. Brittman, vice president and mortgage production center manager in Beaufort for Palmetto Federal, said there are too many condos on resort islands at the moment.

"We've seen somewhat of a decline in the value of condos, although not in single-family homes," Mr. Brittman said. "A lot of clients are attempting to refinance and we've been surprised by the appraisals coming in, some lower compared to purchase prices four or five years ago. We've had to make principal reductions on mortgages so the owner could handle the refinance. But from a buyer's perspective it's a great market.

"As a lender, sure, I have some concerns. Some people see a second-home investment as they do a stock and they seem ready to unload it if there's a downturn in the price. Some borrowers up north tell us they're going to default and they have done just that. On purchases for investment we require private mortgage insurance. On refinancing, we've almost gotten to the point where we don't permit cashing out [taking cash out of the property to refinance it]. It's those kinds of investment properties, condos, where demand is so soft."

The market in second homes and real estate in general is quiet on Cape Cod as well, said Elliott Carr, president and chief executive officer, Cape Cod Five Cents Savings Bank, Orleans, Mass.

"We had a number of real boom years here, all over New England really, and prices just got out in front of themselves a bit. We consider the second-home market to include a planned

Market: Page 16

Mutual to Stock Conversions in June

(Dollar amounts in millions)

Offering Date	Issuing Institution	Issue Amount	Terms	Major Underwriters
June 2	**Maryland Federal Savings and Loan Assn., Hyattsville, MD**	$20.4	2,400,000 common shares at $8.50 each	Alex. Brown & Sons
June 5	**Security Savings and Loan Assn., Vineland, NJ**	$29.2	4,250,000 common shares at $6.875 each	Shearson Lehman Brothers Inc.
June 9	**First Federal of Western Pennsylvania, Philadelphia, PA**	$10.9	1,150,000 common shares at $9.50 each	Janney Montgomery Scott Inc., Parker/Hunter Inc.
June 17	**Brandywine Savings and Loan Assn., Downingtown, PA**	$9.4	1,100,000 common shares at $8.50 each	Butcher & Singer Inc.
June 17	**Greater New York Savings Bank, New York, NY**	$104.5	11,000,000 common shares at $9.50 each	First Boston Corp., Merrill Lynch Capital Markets, Prudential-Bache Capital Funding, Dean Witter Reynolds Inc.
June 23	**First Federal Savings & Loan Assn. of East Hartford, CT**	$23.7	2,365,000 common shares at $10 each	Kidder, Peabody & Co. Inc.
June 26	**Peoples Federal Savings and Loan Assn. of Dekalb County, Auburn, IN**	$11.0	1,100,000 common shares at $10 each	Trident Securities Inc., City Securities Corp.
June 27	**Security Federal Savings & Loan Assn., St. Cloud, MN**	$7.7	766,251 million shares at $10 each	Trident Securities Inc., Dain Bosworth Inc.
June 30	**Raleigh Federal Savings Bank, Raleigh, NC**	$31.9	3,450,000 common shares at $9.25 each	Carolina Securities Corp., Robinson-Humphrey Co. Inc.

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65 Thrifts Change Names in First Half

By JEFFREY KUTLER

NEW YORK — Of 272 financial services firms that changed their names in the first half of 1987, 65 were savings institutions, according to Anspach Grossman Portugal Inc., which monitors corporate name changes.

Mergers and acquisitions created 44 of the 65 thrift industry changes. Of these 65, 25 were voluntary and 19 were assisted by the Federal Savings and Loan Insurance Corp.

Another 16 thrifts associated a name change with formation of a holding company, conversion from mutual ownership to stock form, or a change from a savings and loan charter to a savings bank charter.

Because of the thrift industry's rampant restructuring, thrifts have contributed to an equally strong corporate name-changing movement in recent years. Russell Anspach, a principal of the Anspach Grossman Portugal, said last week that the trend has reached "almost epidemic" proportions.

However, thrifts have been changing names at a slower rate than commercial banks. Anspach Grossman Portugal said 120 commercial banks changed their names in the first six months of this year, 58% more than the 76 in the first half of 1986. The banks' growth rate was almost as high as the 59% for all industries tracked by the New York-based identity consulting firm.

Thrift name changes grew only 23% during the same period. As of June 30, the thrift industry was already 72% of the way toward matching the 90 name changes it registered in all of 1986.

Among the thrifts that projected new identities during the first half were: AmFed Financial Corp. in Colorado (formerly American Federal Savings & Loan Association); BankWorcester Corp. in Massachusetts (Worcester County Institution for Savings); GermaniaBank in Alton, Ill. (Germania Savings & Loan Association); and Great Western Bank in California (Great Western Savings). ■

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Top Mortgage Companies in Loan Originations

Companies with more than $100 million in residential mortgage loans originated during 1986

Rank 12/86		Mortgage Loans Originated in 1986
1	Citicorp Homeowners Inc., St. Louis	$6,000,000,000‡
2	ICA Mortgage Corp., San Diego, Calif. (a)	5,300,000,000
3	Goldome Realty Credit Corp., Buffalo, N.Y.	3,792,863,000
4	First Union Mortgage Corp., Charlotte, N.C.	3,596,183,000
5	GMAC Mortgage Co., Philadelphia	3,315,985,000
6	Lomas & Nettleton Financial Corp., Dallas	3,210,875,671
7	Commonwealth Mortgage Corp. of America, Houston	2,914,000,000
8	Fireman's Fund Mortgage Corp., Farmington Hills, Mich.	2,800,738,840
9	BancBoston Mortgage Companies, Inc., Jacksonville, Fla.	2,798,000,000
10	Sears Mortgage Corp., Lincolnshire, Ill.	2,770,205,965
11	Weyerhaeuser Mortgage Co., Los Angeles	2,743,036,935
12	Fleet Mortgage Corp., Milwaukee, Wis.	2,689,457,286
13	Margaretten & Company, Inc., Perth Amboy, N.J.	2,498,000,000
14	Metmor Financial, Inc., Los Angeles	2,422,536,000
15	Imco Realty Services Inc., Santa Rosa, Calif.	2,184,581,000
16	Countrywide Funding Corp., Inc., Pasadena, Calif.	2,014,791,842
17	Travelers Mortgage Services, Inc., Cherry Hill, N.J.	1,954,000,000
18	Alliance Mortgage Co., Jacksonville, Fla.	1,885,375,000
19	Ameristar Financial Corp., San Diego	1,843,801,641
20	Lincoln Service Corp., Owensboro, Ky.	1,767,488,977
21	Knutson Mortgage Corp., Bloomington, Minn.	1,553,630,839
22	Sovran Mortgage Corp., Richmond	1,525,457,000
23	Residential Financial Corp., Wayne, N.J.	1,502,777,000
24	Coldwell Banker Real Estate Fin. Ser., El Segundo, Calif.	1,317,021,720
25	Norstar Mortgage Corp., Hempstead, N.Y.	1,264,000,000
26	Fleet Real Estate Funding Corp., Columbia, S.C.	1,232,989,087
27	York Associates, Inc., Bethesda, Md.	1,209,860,600
28	Glenfed Mortgage Corp., Irvine, Calif.	1,197,000,000
29	Shearson Lehman Mortgage Corp., Irvine, Calif.	1,179,894,179
30	Bright Mortgage Co., Dallas	1,150,000,000
31	United Mortgage Corp., Minneapolis	1,102,105,793
32	Directors Mortgage Loan Corp., Riverside, Calif.	1,095,923,551
33	North American Mortgage Co., Houston	1,068,374,360
34	Empire of America Realty Credit Corp., Buffalo, N.Y.	1,049,000,000
35	CalFed Mortgage Co., Los Angeles	1,048,400,000
36	ICM Mortgage Corp., Englewood, Colo.	1,009,750,000
37	Firstier Mortgage Co., Omaha, Neb.	1,001,502,025
38	Guild Mortgage Co., San Diego, Calif.	1,000,000,000
39	Dominion Bankshares Mortgage Corp., Fairfax, Va.	939,298,613
40	Lyons Mortgage Corp., Rolling Meadows, Ill.	938,584,000
41	Meritor Mortgage Corp.-West, Orange, Calif.	896,165,256
42	Shawmut Mortgage Corp., Dayton, Ohio	854,641,137
43	Cenlar Capital Corp., Pennington, N.J.	843,043,831
44	Ryan Financial Services, Inc., Pittsburgh	838,904,000
45	SunTrust Mortgage, Inc., Atlanta (g)	813,500,000
46	CenTrust Mortgage Corp., Deerfield Beach, Fla.	812,804,556
47	Old Stone Mortgage Corp., Seattle	802,792,000
48	Sunbelt National Mortgage Corp., Dallas	782,000,000
49	WestAmerica Mortgage Co., Denver	781,800,000
50	Meritor Mortgage Corp.-East, Philadelphia	770,977,927
51	Colwell Financial Corp., Los Angeles	766,466,855
52	Merrill Lynch Mortgage Corp., Stamford, Conn.	758,147,000
53	Citizens & Southern Commercial Corp., Tucker, Ga.	751,515,364
54	Foster Mortgage Corp., Fort Worth, Tex.	747,758,595
55	RIHT Mortgage Corp., Charlotte, N.C.	747,000,000
56	Embanque Capital Corp., Carle Place, N.Y.	744,106,470
57	Northeastern Mortgage Co., Inc., Boston, Mass.	741,000,000
58	ARCS Mortgage, Inc., Canoga Park, Calif.	735,162,000
59	First Western Mortgage, Palatine, Ill.	732,000,000
60	NBD Mortgage Co., Troy, Mich.	709,754,517
61	GN Mortgage Co., Canoga Park, Calif.	701,543,000
62	First Washington Mortgage Corp., McLean, Va.	700,000,000
63	Chase Home Mortgage Corp., Montvale, N.J.	699,965,000
64	U.S. Bancorp Mortgage Co., Portland, Ore.	690,000,000
65	Anchor Mortgage Services, Inc., Wayne, N.J.	689,821,000
66	Collateral Mortgage, Ltd., Birmingham, Ala.	685,827,292
67	Maryland National Mortgage Corp., Baltimore	658,725,000
68	First Interstate Mortgage Co., Pasadena, Calif.	653,357,076
69	Midlantic Home Mortgage Corp., Melville, N.Y.	632,527,000
70	Meridian Mortgage Corp., St. Davids, Pa.	614,000,000
71	J.I. Kislak Mortgage Service Corp., Miami	592,000,000
72	Paine Webber Mortgage Finance, Inc., Columbia, Md.	592,000,000
73	Talman Home Mortgage Corp., Chicago	582,200,000
74	Pacific First Mortgage Corp., Walnut Creek, Calif.	578,356,000
75	Lumbermen's Investment Corp., Austin, Tex.	576,443,407
76	Greater Suburban Mortgage Group, Inc., Alameda, Calif.	574,708,843
77	CitFed Mortgage Corp. of America, Dayton, Ohio	572,337,000
78	Continental, Inc., Seattle	561,819,388
79	First Wachovia Mortgage Co., Winston-Salem, N.C.	560,884,539
80	Perpetual Mortgage Company, Inc., McLean, Va.	554,000,000
81	Provident Financial Services, Inc. West Newton, Mass.	550,000,000
82	Seafirst Mortgage Corp., Seattle	544,916,000
83	Meritor Mortgage Corp.-Central, St. Paul, Minn.	534,200,000
84	Equitable Mortgage Resource Inc., Clearwater, Fla.	$530,404,092
85	Troy & Nichols Mortgage Co., Monroe, La.	524,332,600
86	AmSouth Mortgage Co., Inc., Birmingham, Ala.	519,451,089
87	Rainier Mortgage Co., Seattle	519,388,000
88	Connecticut National Mortgage Co., West Hartford	514,000,000
89	Compufund Network Funding Corp., Pleaston, Calif.	510,000,000
90	Barnett Mortgage Co., Jacksonville, Fla.	499,578,227
91	Nowlin Mortgage Co., Fort Worth, Tex.	478,279,000
92	FBS Mortgage Corp., St. Paul, Minn.	474,391,000
93	Draper & Kramer, Inc., Chicago	464,651,182
94	Weaver Bros., Inc., Chevy Chase, Md.	456,261,216
95	American General Mortgage Corp., Houston	452,136,660
96	Hammond Co., Newport Beach, Calif.	438,198,000
97	United Virginia Mortgage Corp., Richmond	429,187,000
98	U.S. Home Mortgage Corp., Clearwater, Fla.	425,727,000
99	First California Mortgage Co., San Rafael, Calif.	423,000,000
100	Sibley Corp., Rochester, N.Y.	415,426,000
101	Rothschild Financial Corp., St. Paul, Minn.	413,609,800
102	Murray Mortgage Co., Dallas	412,000,000
103	Mortgage & Trust, Inc., Houston	399,707,720
104	Independence One Mortgage Corp., Southfield, Mich.	398,341,725
105	CFS Mortgage Corp., Omaha, Neb.	382,083,000
106	Barclays American/Mortgage Corp., Charlotte, N.C.	364,572,000
107	Liberty Mortgage Co., Oklahoma City	359,370,244
108	Criterion Financial Corp., Dallas	354,488,146
109	First Alabama Real Estate Financing, Inc., Montgomery	343,649,890
110	Cowger & Miller Mortgage Co. Inc., Louisville, Ky.	340,558,224
111	Dale Funding Corp., Hempstead, N.Y.	336,918,207
112	Western Mortgage Loan Corp., Ogden, Utah	336,062,917
113	E.B. Mortgage Corp., Towson, Md.	333,305,800
114	Drew Mortgage Co., Houston	326,391,000
115	Mason-McDuffie Financial Corp., Orinda, Calif.	325,004,000
116	Peoples Mortgage Co., Seattle	324,777,990
117	Hinton Mortgage & Investment Co., Dallas	292,158,167
118	Gilldorn Mortgage Midwest Corp., Schaumburg, Ill.	291,000,000
119	Mellon Financial Services Corp. #7, Metairie, La.	290,488,736
120	B.F. Saul Co., Chevy Chase, Md.	290,022,300
121	Globe Mortgage Co., Hackensack, N.J.	284,040,072
122	Colonial Mortgage Co., Montgomery, Ala.	283,696,624
123	American Fletcher Mortgage Co., Inc., Indianapolis	270,400,000
124	Southwest Mortgage Co., Albuquerque, N.M.	268,547,275
125	Southeast Mortgage Co., Miami	265,401,152
126	Premier Mortgage Co., Baton Rouge, La.	261,298,435
127	Investors Residential Mortgage Corp., Austin, Tex.	259,554,383
128	Magnet Mortgages Inc., Charleston, W. Va.	249,697,609
129	Pine State Securities Corp., Tucker, Ga.	247,633,000
130	Walker & Dunlop, Inc., Washington, D.C.	246,621,000
131	Associates National Mortgage Corp., Dallas	243,171,000
132	Arlington Mortgage Co., Inc., Falls Church, Va.	236,564,024
133	Molton, Allen & Williams, Inc., Birmingham, Ala.	235,014,129
134	Fidelity Bond & Mortgage Co., Philadelphia	221,438,835
135	IntraWest Mortgage Co., Denver	218,542,000
136	Gulf Coast Investment Corp., Houston	216,257,000
137	Dickinson, Logan, Todd & Barber, Inc., Raleigh, N.C.	212,250,000
138	Honolulu Mortgage Co., Inc.	209,795,824
139	Mellon Financial Services Corp. #8, Cleveland	206,243,000
140	Universal Mortgage Corp., Milwaukee, Wis.	204,825,000
141	Standard Mortgage Corp. of Georgia, Atlanta	204,305,835
142	H.S. Pickrell Co., Phoenix, Ariz.	200,481,500
143	Metropolitan Service Mortgage Corp., Fargo, N.D.	186,407,232
144	First Investment Co., Columbus, Ohio	185,614,850
145	Detroit Mortgage & Realty Co., Detroit	185,411,000
146	Chemical Mortgage Corp., Columbus, Ohio	169,000,000
147	Leader Mortgage Co., Cleveland	168,000,000
148	Freedom Mortgage Company, Tampa, Fla.	164,241,380
149	Missouri Valley Investment Co., Prairie Village, Kan.	163,617,388
150	Washington Mortgage Corp., Seattle	160,003,000
151	Security Financial & Mortgage Corp., St. Louis, Mo.	159,427,118
152	Gershman Investment Corp., St. Louis, Mo.	155,106,108
153	Commodore Financial Services Corp., Dallas	150,000,000
154	W. Ross Campbell Co., Los Angeles	148,748,440
155	Bancwest Mortgage Corp., Phoenix, Ariz.	143,942,225
156	Deposit Guaranty Mortgage Co, Jackson, Miss.	140,000,000
157	BancOhio Mortgage Co., Columbus	131,870,000
158	Charter American Mortgage Co., Mission Hills, Kan.	131,315,000
159	Mortgage First Corp., Atlanta	130,000,000
160	Ryan Mortgage Co., Arlington, Tex.	130,000,000
161	Valley National Mortgage Co., Phoenix, Ariz.	127,405,000
162	R&G Mortgage Corp., Hato Rey, P.R.	123,547,000
163	Banc One Mortgage Corp., Columbus, Ohio	118,055,558
164	Reilly Mortgage Group, Inc., Washington, D.C.	114,037,800
165	Numerica Financial Services, Inc., Clearwater, Fla.	110,029,350
166	Sunbank Mortgage Co., Orlando, Fla.	106,354,223

Data taken from American Banker's survey of the top 200 mortgage companies in servicing and loan origination. American Banker defines mortgage loan originations to include permanent residential mortgages (1-to-4 family mortgages) originated for sale, or the intention to sell, over the period Jan. 1, 1986 to Dec. 31, 1986. Included are loans closed by the mortgage company and loans where the mortgage company actually did most of the paperwork for closing. Both in-house production and purchased production— such as loans purchased from brokers and correspondents— are included. (‡)— Estimated by American Banker from several sources. Data were not avialable from Citicorp Homeowners Inc., or its parent, Citicorp, New York. (a) — A subsidiary of Imperial Savings Assn., San Diego. ICA Mortgage closed a portion of these loans in conjunction with Imperial Savings.

BankAmerica Slips to Third Largest Bank in US

Top 10 U.S. Banking Companies

Assets on June 30, 1987 (in billions of dollars)

Rank 6/87	Rank 12/86		Assets 6/30/87	Assets 12/31/86
1	1	**Citicorp, New York**	$194.4	$196.1
2	3	**Chase Manhattan Corp., New York**	98.9	94.8
3	2	**BankAmerica Corp., San Francisco**	97.0	104.2
4	7	**Chemical New York Corp.[1]**	78.4	60.6
5	4	**J. P. Morgan & Co., Inc., New York**	74.7	76.0
6	5	**Manufacturers Hanover Corp., New York**	73.8	74.4
7	6	**Security Pacific Corp., Los Angeles**	64.7	62.6
8	8	**Bankers Trust New York Corp.**	54.7	56.4
9	9	**First Interstate Bancorp., Los Angeles**	51.8	55.4
10	10	**Wells Fargo & Co., San Francisco**	44.7	44.6
		Totals for the Top 10	**$833.1**	**$825.1**

Assets for December 31, 1986, are as originally reported. [1] Chemical New York Corp. acquired Texas Commerce Bancshares, Inc., Houston on 5/1/87.

➔ **Continued from Page 1**

ternational loans. The loss for the first six months of 1987 totaled $1.07 billion, or $7.08 a share.

In addition, the corporation disclosed that it had established a special reserve of $23 million to cover the costs associated with conversion in March to a new computerized trust accounting and reporting system called MasterNet.

Problems with MasterNet, including late account statements, frequent computer crashes, and a backlog of securities trades, were detailed last week in an *American Banker* report. The report showed that MasterNet, which took five years and $20 million to complete, went on line despite warnings that it was not ready for service.

Frank N. Newman, vice chairman and chief financial officer, said in an interview that the $23 million MasterNet reserve would be used to cover the costs associated with hiring outside consultants, expected loss of fees, and compensation claims for any late delivery of securities.

Struggling to rebound from enormous losses, the San Francisco-based bank holding company said it continued to cut assets in the second quarter as part of a recovery plan aimed at restoring profits through a more streamlined approach to banking.

The company said it is placing greater emphasis on generating income based on fees — rather than relying on interest — at its main subsidiary, Bank of America, and at Seattle-based Seafirst Corp. Additional assets sales are likely, the company said.

Total assets at BankAmerica were $97 billion at June 30, down 17% from $117 billion a year earlier. Current standings place BankAmerica third behind Chase Manhattan Corp., with assets of $98.9 billion, and seemingly out of reach of first-place Citicorp, with total assets of $194.4 billion.

"The name of the game really is profits, not size," observed Mr. Newman. "We think we are headed in the right direction. We will undoubtedly be doing some more divestitures, but we don't have any major ones planned. We operate in a strong and growing economy and expect the company to be growing."

A.W. "Tom" Clausen, chairman and chief executive officer, noted improvement in the quality of BankAmerica's loan portfolio, adding that credit losses declined for the third consecutive quarter and that nonaccrual loans also had dropped in the second quarter from the period ending March 31.

"Our results, like those of other major U.S. banking institutions, reflect the impact of significant increases in the allowance for credit losses related to developing-country debt," said Mr. Clausen in a prepared statement. "Raising our allowance for credit losses this quarter should not affect BankAmerica's fundamental recovery."

Without the additional provision BankAmerica would have nearly broken even on operations, analysts said. Joseph Arsenio, an analyst with Birr Wilson & Co., San Francisco, said BankAmerica would have lost $3 million on operations in the period.

"BofA is more of a buy than a sell today," Mr. Arsenio said. "The bank has probably been saved. The question is, 'Can this bank that has been saved be turned into one that makes money?' That is not entirely clear."

Net credit losses were $237 million for the second quarter of 1987, down 38.9% from $388 million for the similar period a year ago. For the first six months, net credit losses were $552 million, down 14% from $645 million for the first half of 1986.

Total nonperforming assets, including other real estate owned, jumped sharply from a year ago. At June 30, 1987, total nonperformers registered $5.943 billion, up 19.4% from $4.988 billion at June 30, 1986.

Although BankAmerica has said it expects to lose an unspecified sum for the full year, the company stands behind earlier assertions that it will begin making money on operations in the second half.

This will be the third year in a row for losses at BankAmerica. It lost a combined $855 million in 1985 and 1986. But its six-month deficit this year is in line with mammoth losses at other money center banks, which also increased reserves to cover loans to Third World debtor nations.

BankAmerica entered the 1980s with a growth drive following 18 consecutive years of full-year earnings gains.

In 1980, it lost its status as the nation's largest bank, based on assets, to Citicorp. It took back the lead in 1982 with total assets of $122.4 billion.

As it turned out, 1982 was the peak year for BankAmerica's glory. Citicorp surpassed it in 1983 in total assets and has stretched its lead since then. Both Citicorp and BankAmerica were displaced in world rankings by giant Japanese institutions in the mid-1980s.

Meanwhile, BankAmerica's Seafirst subsidiary, which operates the State of Washington's largest bank, said a $60 million provision for nonperforming Latin American loans resulted in a loss of $46.7 million in the second quarter.

That compared with profits of $8.2 million a year earlier. Excluding the special provision, Seafirst said earnings would have increased 28% to $10.5 million. In the first half, Seafirst lost $36.6 million, against profits of $13 million a year earlier.

With assets of $10.1 billion, Seafirst accounted for $41.1 million of BankAmerica's loss in the first half. Seafirst said nonperforming assets rose to $574.7 million, including $157.6 million in Brazilian loans. That compares with $520.3 million a year earlier. ■

Second-Quarter Earnings

BankAmerica Corp.

Quarterly Comparison

Figures in Millions Except Per Share

	2Q '87	2Q '86
Net Income	($1,136)	$(640.0)
Per Share	(7.40)	4.25
Net Interest Income (Taxable Equivalent)	811.0	982.0
Margin	3.72%	3.81%
ROA	N.A.	N.A.
ROE	N.A.	N.A.
Noninterest Income	509.0	533.0
Noninterest Expense	1,091.0	1,113.0
Loss Provision	1,337.0	988.0
Net Chargeoffs	237.0	388.0

Year Comparison

Year-to-Date

	6 mos. '87	6 mos. '86
Net Income	($1,070)	($570.0)
Per Share	(7.08)	(3.94)
Net Interest Income (Taxable Equivalent)	1,582.0	1,965.0
Margin	3.56%	3.85%
ROA	N.A.	N.A.
ROE	N.A.	N.A.

Balance Sheet

Figures in Millions

	6/30/87	6/30/86
Assets	$96,923.0	$117,314.0
Deposits	78,805.0	93,344.0
Loans	66,413.0	82,157.0
Shareholder Equity	2,968.0	3,986.0
[illegible] Reserve	3,262.0	2,191.0
Reserve/Loans Ratio	4.91%	2.67%
Nonperforming Assets	5,943.0	4,988.0
as % of Loans	8.94%	6.07%
Primary Capital Ratio	7.51%	6.14%

Rate Rise Blamed In FCA's Big Loss

➔ **Continued from Page 1**

Much of that second-quarter loss came when the company's gains on sales of loans and mortgage-backed securities plummeted from $109 million in the first quarter to $18.3 million in the second quarter because of rising interest rates. Gains on these types of sales have constituted the bulk of Financial Corp.'s earnings during the past two years.

Financial Corp., with $33 billion in assets, owns American Savings and Loan Association, which operates 178 branches in California.

While Financial Corp.'s total profit outlook worsened, its operating loss narrowed to $9.7 million in the second quarter, against $17.3 million in the first three-month period. In addition, scheduled items — including nonperforming and delinquent loans — dropped to $1.38 billion, or 4.07% of assets, from $1.68 billion, or 4.96% of assets, at March 31.

"The improvement in scheduled items and the brisk foreclosed real estate sales are a bright spot in our achievements this quarter in spite of the loss," said William J. Popejoy, Financial Corp.'s chairman and chief executive officer.

The company continued to build its already hefty loan-loss reserve in the second quarter, adding $165.5 million and bringing reserves to a total of $973.6 million at June 30.

The thrift holding company's loss included a $22.7 million writeoff of its investment in the bankrupt secondary reserve fund of the Federal Savings and Loan Insurance Corp. Other thrifts have refused to write off that investment, arguing that Congress is solving the issue in its legislation to recapitalize the FSLIC. ■

Texas American . .

➔ **Continued from Page 18**

Real estate credits hit Texas American hard in the second quarter, with the company classifying several large loans as nonperforming. This helped boost nonperforming loans to $391 million at June 30, compared with $325 million at March 31.

Nonperforming assets at Texas American now equal 9.12% of total loans, which totaled $4.2 billion at midyear 1987.

During the second quarter, the company set aside $13.9 million for loan losses, compared with $15.4 million a year earlier. Net chargeoffs for the quarter were $15.1 million, compared with $22.3 million a year earlier.

Primary capital at Texas American was 6.57% of assets on June 30, compared with 6.93% a year earlier. ■

Old Stone . . .

➔ **Continued from Page 13**

of the deposits of Life Savings of America FSB in northern Illinois also contributed to the second-quarter loss, Mr. Cooper said. In addition, the Minnesota thrift booked trading account losses of $733,000 in the quarter.

John T. Morgan, chairman and chief executive officer at American Savings, cited a higher level of net interest income as a key reason for the 40% earnings rise, at $13.1 million for the quarter, up from $9.35 million for the comparable 1986 period. Earnings per share were $1.51, up from $1.09. ■

Citicorp . . .

➔ **Continued from Page 8**

Imperial Savings. Imperial Savings is the 18th-largest thrift institution in the nation with deposits of $5.5 billion on Dec. 31, 1986.

Goldome Realty Credit Corp., Buffalo, N.Y.— a subsidiary of the $11 billion-deposit Goldome FSB, the nation's eighth-largest thrift — ranked third with $3.8 billion.

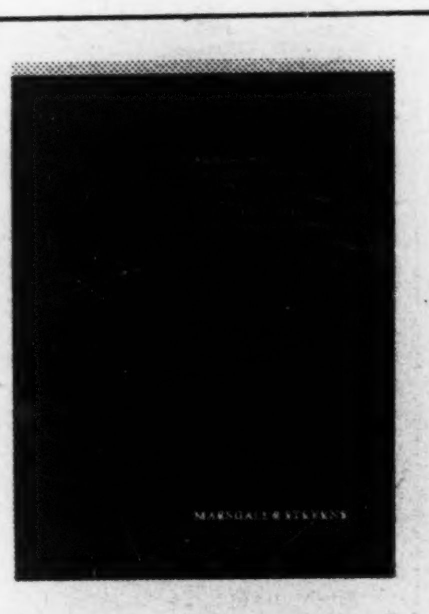
First Union Mortgage Corp., Charlotte, N.C., formerly known as Cameron-Brown, was fourth with $3.6 billion. The company is a subsidiary of First Union Corp., Charlotte.

GMAC Mortgage Co., Philadelphia, the nation's top mortgage company in mortgage servicing with a servicing portfolio of $22.9 billion at yearend 1986, ranked fifth in originations with $3.3 billion.

The housing department data show that all mortgage companies had in-house originations of $131.6 billion and purchased loans of $54.7 billion for an origination total of $186.3 billion last year.

American Banker surveyed over 200 mortgage companies and found that 166 had $100 million or more in residential mortgage loan originations last year. These 166 firms originated $134.3 billion in residential mortgages.

Thus, *American Banker* finds that the top 166 firms in the field accounted for 72.1% of total residential mortgage loans originated and purchased by mortgage companies last year. ■



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TOP 500 BANKS IN DEPOSITS
— TABLES BEGIN ON P. 47

American Banker
The Daily Financial Services Newspaper
VOL. CLII NO. 148 Thursday, July 30, 1987 152nd Year

Japanese Push US Banks Out of Top 10

Citibank Finishes 17th in Deposits

By KENNETH J. HICKS

NEW YORK — For the first time in 30 years, no bank from the United States ranked among the world's top 10 banks in deposits in 1986. And only one U.S. bank — Citibank, New York — made the top 25.

A year earlier, one U.S. representative made the top 10, and two made the top 25. Citibank ranked eighth in 1985, and Bank of America ranked 12th. In 1986, Bank of America fell to 29th place.

Also in 1986, the number of U.S. banks among the top 500 fell to 102 — from 110 in 1985.

In contrast to the declines posted by U.S. banks, Japanese banks recorded sharp gains. The seven largest deposit-taking institutions in the world now are Japanese, as are 16 of the 25 largest banks. In comparison, Japanese banks held only the top four positions in 1985, and 14 of the top 25 slots.

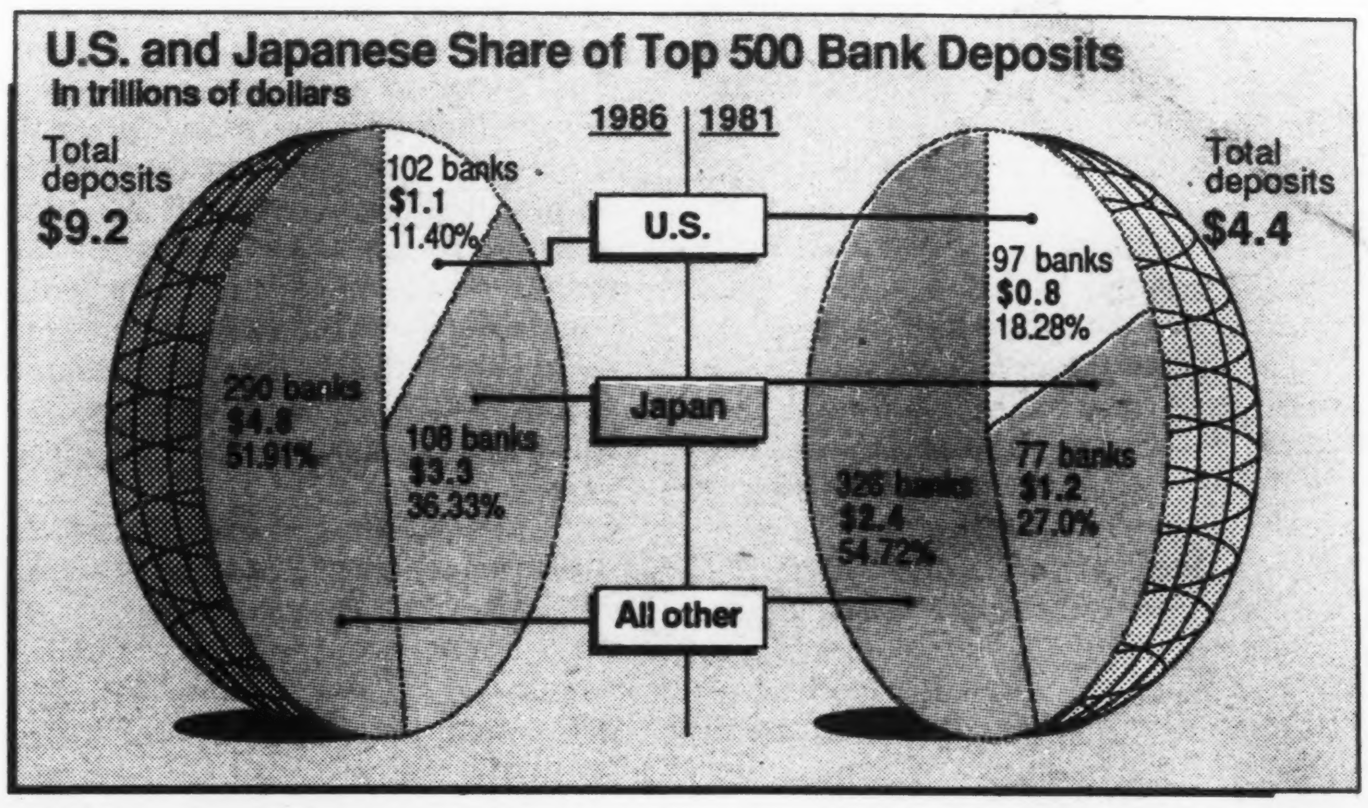
Also for the first time, Japan supplanted the U.S. as the country with the most banks in the top 500. In 1986, 108 Japanese banks were among the world's 500 largest, compared with 96 in 1985. These 108 banks had combined deposits of $3.3 trillion last year, or more than one-third of the $9.2 trillion deposit total for the top 500 banks.

Since 1981, 31 Japanese banks have moved into the top 500 group. Their share of the top 500's deposit total has grown to 36% from 27% in 1981.

These are some of the findings of the *American Banker's* 31st annual world banking survey. The main listing presents the top 500 commercial and savings banks in the world, ranked by total

Citibank: Page 70 ➳

U.S. and Japanese Share of Top 500 Bank Deposits
In trillions of dollars



Baker Pitches Compromise Bill to Avert Veto

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — Treasury Secretary James A. Baker 3d, after working out a compromise with congressional leaders on sweeping financial industry legislation, presented the package to the White House on Wednesday in hopes of averting a threatened presidential veto.

Presidential spokesman Marlin Fitzwater would not comment on Mr. Baker's efforts to forestall a veto, but on Wednesday morning he said that President Reagan's opposition to the bill had not changed.

"If there are significant changes, we'll take a look at them," he said. "But as it stands now, we still think it's worthy of a veto."

Meanwhile, the U.S. League of Savings Institutions, which earlier this year took on the House leadership and won, said it is prepared to fight the compromise that proposes a $10.8 billion rescue of the Federal Savings and Loan Insurance Corp.

The compromise, part of the agreement that Mr. Baker reached with the leadership of the House and Senate banking committees, seems to assure enactment of the most sweeping financial industry legislation in seven years.

In addition to the increased borrowing authority for the thrift industry insurance fund — $2.3 billion more than was set in talks between the House and Senate — the agreement would permit commercial and nonbank financial companies to acquire failing thrifts with assets of more than $500 million.

Restrictions on cross-marketing and tandem sales by acquired thrifts and

US League: Page 71 ➳

TODAY

FEATURE SECTION

TRADING AROUND THE CLOCK: International trading has grown far beyond the limits of the usual workday. Read about new strategies, regulations, and risks, starting on **Page 11**.

A CANADIAN MERCHANT BANK, to be called Gordon Investment Corp., is being formed by the Canadian Imperial Bank of Commerce, Toronto, and Gordon Capital Corp., a brokerage house........2

REVERSE SPINs — Chase Manhattan Bank's bear-market version of its stock index-linked investment vehicle — have been put back on the shelf after a month of preliminary sales efforts failed to elicit the hoped-for response from institutional investors........2

STATE REGULATORS and consumer advocates have endorsed banks' entry into the insurance business, but they said regulation must be used to prevent abuses........2

LINCOLN SAVINGS, Irvine, Calif., will drop its lawsuit against the Federal Home Loan Bank Board, which the thrift had charged with leaking confidential reports to the press to blacken Lincoln's reputation........3

THE GLOBALIZATION of financial markets is described by E. Gerald Corrigan, president of the Federal Reserve Bank of New York; text of his address to the Senate Budget Committee appears on........4

THE INFLATION OUTLOOK holds prospective head of the Fed Alan Greenspan hostage, writes Robert J. Samuelson........6

AN IOWA LOBBYING GROUP made up of the state's four top banking companies will push for interstate and other expanded powers.......71

EVEN WITH THE WITHDRAWAL of Citibank from South Africa, Rev. William Somplatsky-Jarman says there is more that banks should be doing to oppose apartheid........72

KEEPING CURRENT

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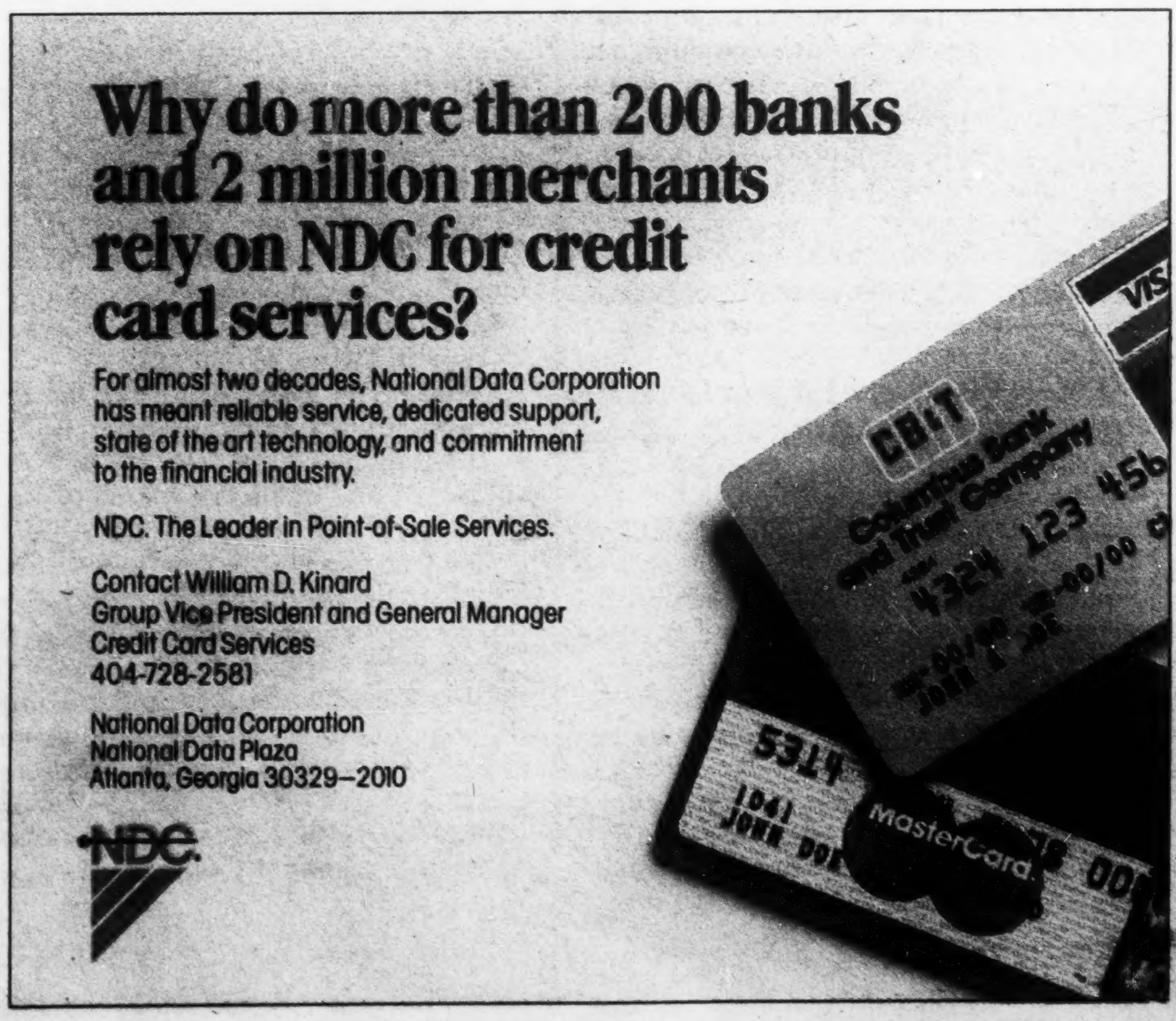
Quote

Banks are a logical source of insurance. The incredible reaction of insurance agents against bank entry is due in the main to their inefficiency and high cost.

J. Robert Hunter, president of the National Insurance Consumer Organization, speaking at the Senate Banking Committee hearing [Page 2]

Unquote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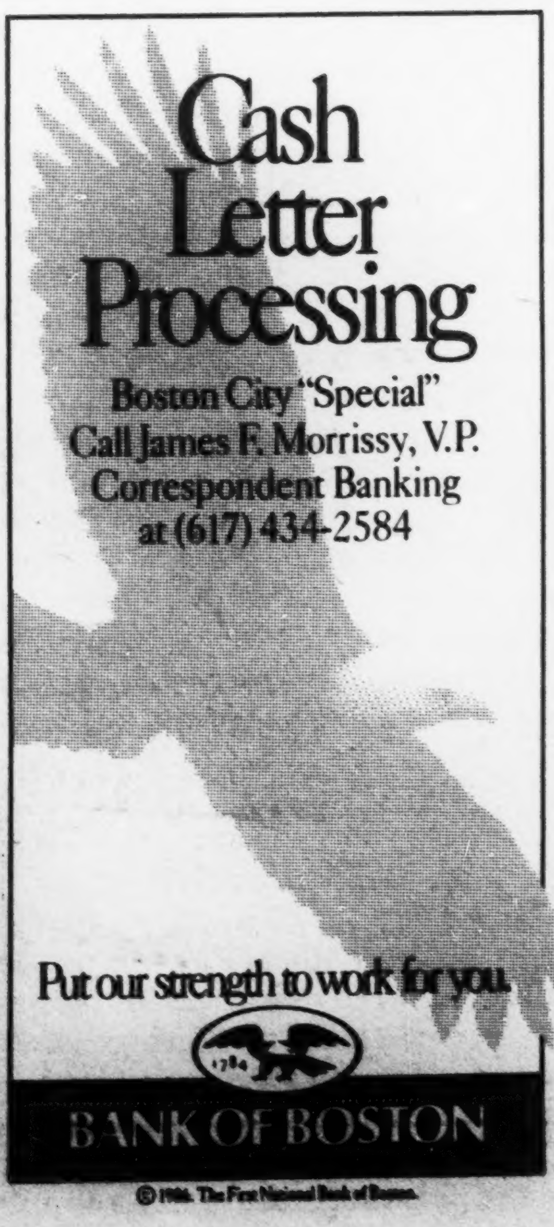
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100
BANCO DE MEXICO
8051942664
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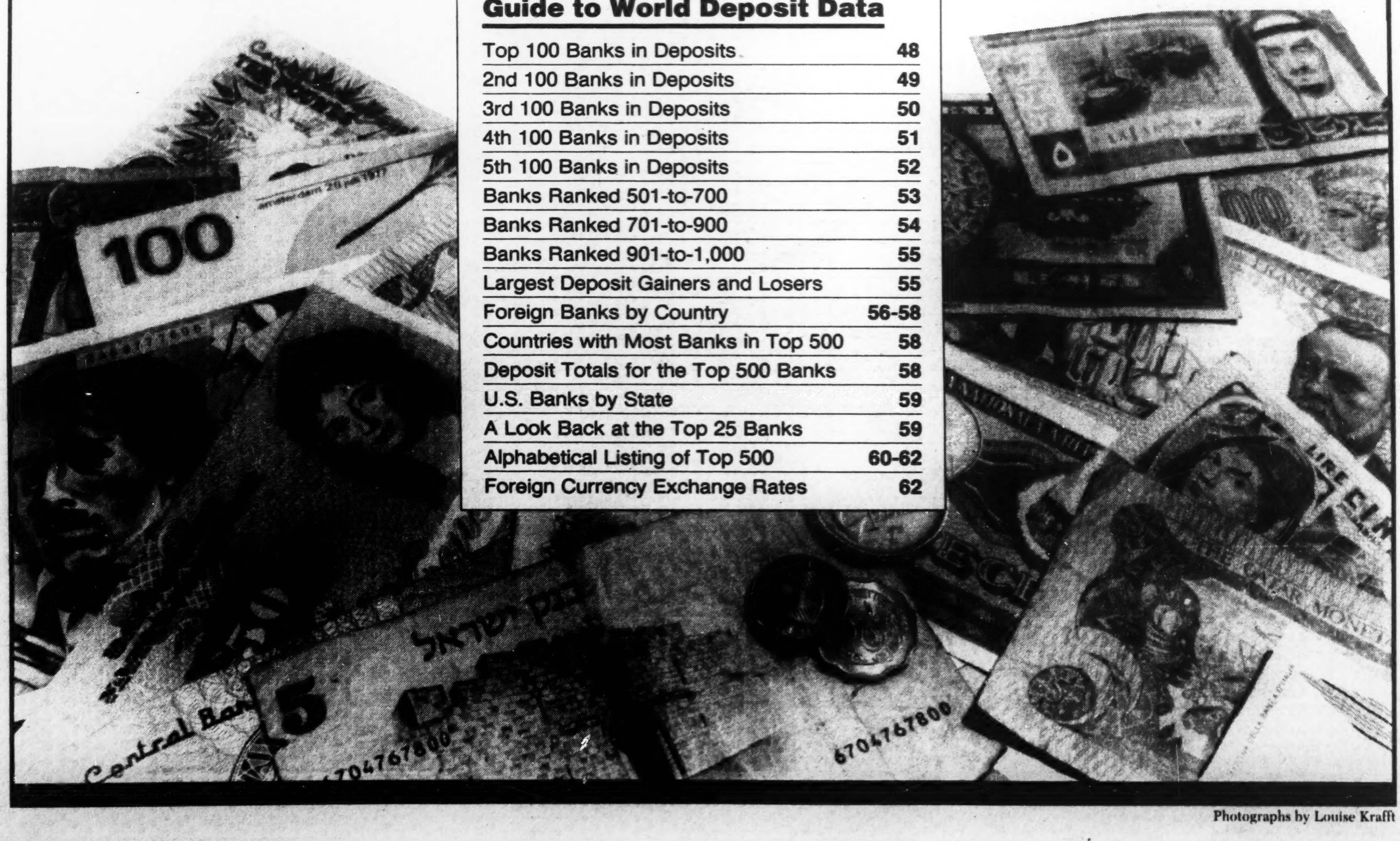
20
CENTRAL BANK OF EGYPT
ONE EGYPTIAN POUND
BANK OF ENGLAND
One Pound
1

American Banker STATISTICS REVIEW

THE WORLD'S Top 500 Banks BY DEPOSITS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Central Bank
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Guide to World Deposit Data

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Foreign Currency Exchange Rates 62

Photographs by Louise Krafft

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Deposits on Dec. 31, 1986 or Nearest Fiscal Yearend

Compiled by American Banker Copyright 1987

Rank 12/86			Deposits 12/31/86 (U.S. Dollars)	Exchange Rate (U.S. Dollars)	Deposits 12/31/86 (Nation's Currency)	Deposits 12/31/85 (U.S. Dollars)	Rank 1985	Gain in Rank
1	**Dai-Ichi Kangyo Bank Ltd., Tokyo (e)**	Japan	186,029,628,653s	0.006479	Y28,712,707,000,000s	124,646,001,786s	1	
2	**Fuji Bank, Ltd., Tokyo (e)**	Japan	166,547,333,964s	0.006479	Y25,705,716,000,000s	109,736,033,706s	2	
3	**Sumitomo Bank Ltd., Osaka(e)**	Japan	164,507,271,797s	0.006479	Y25,390,843,000,000s	108,531,441,810s	3	
4	**Mitsubishi Bank Ltd., Tokyo(e)**	Japan	158,671,131,135s	0.006479	Y24,490,065,000,000s	102,814,108,272s	4	
5	**Sanwa Bank Ltd., Osaka (e)**	Japan	151,871,893,602s	0.006479	Y23,440,638,000,000s	99,050,501,070s	6	+1
6	**Norinchukin Bank, Tokyo(e)**	Japan	144,233,722,754	0.006479	Y22,261,726,000,000	93,196,825,434	9	+3
7	**Industrial Bank of Japan, Ltd., Tokyo(e)**	Japan	137,424,332,628s	0.006479	Y21,210,732,000,000s	89,741,305,206s	10	+3
8	**Credit Agricole Mutuel, Paris**	France	133,396,066,200	0.156900	FF850,198,000,000	84,851,074,000u	14	+6
9	**Banque Nationale de Paris**	France	121,830,138,297s	0.156900	FF776,482,717,000s	102,549,430,683s	5	
10	**Deutsche Bank, Frankfurt**	Germany	121,574,053,210s	0.520100	DM233,751,304,000s	88,167,830,612s	13	+3
11	**Credit Lyonnais, Paris**	France	115,235,251,599s	0.156900	FF734,450,297,000s	95,744,060,216s	7	
12	**Tokai Bank Ltd., Nagoya(e)**	Japan	113,260,733,674s	0.006479	Y17,481,206,000,000s	73,969,406,928s	18	+6
13	**Mitsubishi Trust & Banking Corp., Tokyo(e)**	Japan	110,529,232,627u	0.006479	Y17,059,613,000,000u	71,072,707,500u	21	+8
14	**Sumitomo Trust & Banking Co., Ltd., Osaka(e)**	Japan	110,136,767,202u	0.006479	Y16,999,038,000,000u	70,333,357,050u	22	+8
15	**National Westminster Bank Plc, London**	United Kingdom	107,831,802,000s	1.482000	P72,761,000,000s	89,262,720,000s	11	
16	**Mitsui Bank, Ltd., Tokyo (e)**	Japan	104,352,303,044	0.006479	Y16,106,236,000,000	71,461,629,198s	20	+4
17	**Citibank NA, New York**	United States	102,933,000,000	......	....	94,386,000,000	8	
18	**Societe Generale, Paris**	France	99,084,964,111s	0.156900	FF631,516,661,000s	82,735,978,458s	15	
19	**Mitsui Trust & Banking Co., Ltd., Tokyo(e)**	Japan	98,919,395,905u	0.006479	Y15,267,695,000,000u	62,261,301,618u	25	+6
20	**Long-Term Credit Bank of Japan Ltd., Tokyo (e)**	Japan	98,645,684,071u	0.006479	Y15,225,449,000,000u	68,159,086,164	23	+3
21	**Barclays Plc, London**	United Kingdom	96,793,866,000s	1.482000	P65,313,000,000s	79,382,880,000s	16	
22	**Dresdner Bank, Frankfurt**	Germany	95,656,271,900s	0.520100	DM183,919,000,000s	72,569,889,976s	19	
23	**Taiyo Kobe Bank, Ltd., Kobe(e)**	Japan	91,240,394,399u	0.006479	Y14,082,481,000,000u	58,549,630,518u	29	+6
24	**Daiwa Bank, Ltd., Osaka(e)**	Japan	88,296,103,555u	0.006479	Y13,628,045,000,000u	57,947,676,894u	31	+7
25	**Bank of Tokyo, Ltd.(e)**	Japan	86,863,648,487s	0.006479	Y13,406,953,000,000s	62,439,328,602s	24	
26	**Yasuda Trust & Banking Co. Ltd., Tokyo (e)**	Japan	85,901,361,491	0.006479	Y13,258,429,000,000	53,582,328,864u	35	+9
27	**Union Bank of Switzerland, Zurich**	Switzerland	81,743,463,927u	0.621000	SF131,631,987,000u	58,069,451,934u	30	+3
28	**Hongkong and Shanghai Banking Corp., Hong Kong**	Hong Kong	77,975,856,000s	0.128500	H$606,816,000,000s	59,589,191,600s	27	
29	**Bank of America NT&SA, San Francisco**	United States	76,084,000,000	......	....	88,170,000,000	12	
30	**Swiss Bank Corp., Basle**	Switzerland	74,603,10[illegible],260u	0.621000	SF120,133,831,336u	54,393,992,137u	33	+3
31	**Commerzbank, Frankfurt**	Germany	72,143,790,542s	0.520100	DM138,711,383,469s	52,858,677,550s	36	+5
32	**Toyo Trust & Banking Co. Ltd., Tokyo (e)**	Japan	71,515,662,009	0.006479	Y11,038,071,000,000	43,355,427,120u	45	+13
33	**Westdeutsche Landesbank Girozentrale, Duesseldorf**	Germany	71,512,709,800s	0.520100	DM137,498,000,000s	54,014,176,000s	34	+1
34	**Nippon Credit Bank, Ltd., Tokyo(e)**	Japan	68,801,207,211u	0.006479	Y10,619,109,000,000u	43,425,423,126u	44	+10
35	**Bayerische Vereinsbank, Munich**	Germany	68,383,919,785s	0.520100	DM131,482,253,000s	50,862,422,000s	39	+4
36	**Midland Bank Plc, London**	United Kingdom	68,293,524,000s	1.482000	P46,082,000,000s	75,543,840,000s	17	
37	**Banca Nazionale del Lavoro, Rome**	Italy	64,609,892,244s	0.000747	L86,492,492,964,240s	50,977,385,780s	38	+1
38	**Shoko Chukin Bank, Tokyo (e)**	Japan	64,259,656,298	0.006479	Y9,918,144,204,000	41,011,812,252	48	+10
39	**Lloyds Bank Plc, London**	United Kingdom	63,171,732,000s	1.482000	P42,626,000,000s	56,496,960,000s	32	
40	**Chase Manhattan Bank NA, New York**	United States	60,899,893,000	......	....	58,774,855,000	28	
41	**Royal Bank of Canada, Montreal**	Canada	60,645,504,466s	0.719800	C$84,253,271,000s	61,120,036,120s	26	
42	**Bayerische Hypotheken-und Wechsel-Bank, Munich**	Germany	59,504,546,763s	0.520100	DM114,409,818,810s	44,079,975,000s	42	
43	**Kyowa Bank, Ltd., Tokyo(e)**	Japan	57,828,988,316s	0.006479	Y8,925,604,000,000s	39,167,333,532s	51	+8
44	**Credit Suisse, Zurich**	Switzerland	57,277,935,000u	0.621000	SF92,235,000,000u	38,112,406,196u	53	+9
45	**Algemene Bank Nederland, Amsterdam**	Netherlands	54,833,290,200s	0.460200	G119,151,000,000s	43,767,000,000s	43	
46	**Bayerische Landesbank Girozentrale, Munich**	Germany	54,559,121,921s	0.520100	DM104,901,215,000s	40,101,384,964u	49	+3
47	**Bank of Montreal**	Canada	53,896,029,841s	0.719800	C$74,876,396,000s	52,227,487,138s	37	
48	**Amsterdam-Rotterdam Bank, Amsterdam**	Netherlands	52,916,557,200s	0.460200	G114,986,000,000s	40,050,000,000s	50	+2
49	**Saitama Bank Ltd., Urawa (e)**	Japan	51,716,634,926s	0.006479	Y7,982,194,000,000s	36,761,022,486s	55	+6
50	**Rabobank Nederland, Utrecht**	Netherlands	51,558,650,122s	0.460200	G112,035,311,000s	37,832,664,960s	54	+4
51	**Zenshinren Bank, Tokyo (e)**	Japan	50,138,162,635	0.006479	Y7,738,565,000,000	29,723,955,912	70	+19
52	**Banca Commerciale Italiana, Milan**	Italy	48,758,706,900s	0.000747	L65,272,700,000,000s	41,909,460,000s	46	
53	**Canadian Imperial Bank of Commerce, Toronto**	Canada	48,598,024,718s	0.719800	C$67,516,011,000s	46,446,512,074s	41	
54	**Generale de Banque, Brussels**	Belgium	47,733,849,600s	0.024800	BF1,924,752,000,000s	32,872,394,000s	63	+9
55	**Manufacturers Hanover Trust Co., New York**	United States	46,117,000,000	......	....	47,293,025,000	40	
56	**Norddeutsche Landesbank Girozentrale, Hannover**	Germany	46,060,755,534s	0.520100	DM88,561,345,000s	31,838,605,000s	64	+8
57	**Istituto Bancario San Paolo di Torino, Turin**	Italy	45,570,109,761s	0.000747	L61,004,163,000,000s	33,495,574,200s	61	+4
58	**Banco di Roma, Rome**	Italy	45,089,069,400s	0.000747	L60,360,200,000,000s	31,752,513,000	66	+8
59	**Morgan Guaranty Trust Co., New York**	United States	44,935,863,000	......	....	41,334,264,000	47	
60	**Monte dei Paschi di Siena**	Italy	44,697,269,783s	0.000747	L59,835,702,521,230s	33,676,345,734s	60	
61	**Chuo Trust & Banking Co., Ltd., Tokyo(e)**	Japan	43,566,253,775u	0.006479	Y6,724,225,000,000u	26,084,080,332u	74	+13
62	**Bank of Yokohama, Ltd. (e)**	Japan	42,889,379,687s	0.006479	Y6,619,753,000,000s	28,476,245,070s	71	+9
63	**Credito Italiano, Milan**	Italy	41,743,201,411s	0.000747	L55,881,126,386,580s	33,794,444,575s	59	
64	**Rafidain Bank, Baghdad**	Iraq	41,142,034,096	3.200000	ID12,856,885,655	30,702,511,907	68	+4
65	**Cassa di Risparmio delle Provincie Lombarde, Milan**	Italy	40,766,186,376s	0.000747	L54,573,208,000,000s	30,178,360,588s	69	+4
66	**Standard Chartered Bank, London**	United Kingdom	40,479,644,400s	1.482000	P27,314,200,000s	35,224,272,000s	57	
67	**Chemical Bank, New York**	United States	39,163,000,000	......	....	35,961,297,000	56	
68	**Bank of Nova Scotia, Toronto**	Canada	38,402,067,075s	0.719800	C$53,351,024,000s	38,558,435,153s	52	
69	**Banco di Napoli, Naples**	Italy	38,397,409,679u	0.000747	L51,402,154,858,720u	26,474,202,600u	73	+4
70	**Banque Paribas, Paris (q)**	France	35,539,246,410s	0.156900	FF226,508,900,000s	24,231,250,848s	81	+11
71	**Kredietbank International Group, Brussels(c)**	Belgium	34,734,056,700s	0.026700	BF1,300,901,000,000s	22,835,853,000s	85	+14
72	**Security Pacific National Bank, Los Angeles**	United States	34,574,626,000	......	....	32,884,306,000	62	
73	**Bankers Trust Co., New York**	United States	34,162,759,000	......	....	30,777,741,000	67	
74	**Deutsche Genossenschaftsbank, Frankfurt**	Germany	33,923,983,324s	0.520100	DM65,225,886,029s	24,694,679,837s	76	+2
75	**Wells Fargo Bank NA, San Francisco**	United States	33,286,916,000	......	....	15,130,243,000t	115	+40
76	**Banque Bruxelles Lambert, Brussels (e)**	Belgium	31,634,086,614s	0.023600	BF1,340,427,398,896s	24,405,572,020s	79	+3
77	**Groupe Des Banques Populaires, Paris**	France	31,066,200,000s	0.156900	FF198,000,000,000s	21,653,331,000s	88	+11
78	**Toronto Dominion Bank**	Canada	30,729,419,438s	0.719800	C$42,691,608,000s	31,817,463,974s	65	
79	**Hessische Landesbank-Girozentrale, Frankfurt**	Germany	30,360,538,442s	0.520100	DM58,374,425,000s	23,203,336,057s	84	+5
80	**Hokkaido Takushoku Bank, Ltd., Sapporo (e)**	Japan	29,925,938,842u	0.004679	Y6,395,798,000,000u	28,262,944,836u	72	
81	**Bank fuer Gemeinwirtschaft, Frankfurt**	Germany	29,155,926,353s	0.520100	DM56,058,308,697s	24,548,462,580s	77	
82	**Banque Indosuez, Paris**	France	28,124,466,210s	0.156900	FF179,250,900,000s	20,739,887,000s	89	+7
83	**Nederlandsche Middenstandsbank, Amsterdam**	Netherlands	27,947,485,800s	0.460200	G60,729,000,000s	21,933,360,000s	87	+4
84	**Banco do Brasil, Brasilia**	Brazil	27,471,479,199s	0.069500	BC395,273,082,000s	22,801,107,780s	86	+2
85	**Bank Melli Iran, Tehran(g)**	Iran	27,366,900,000	0.011000	Ri2,487,900,000,000	24,459,424,000	78	
86	**State Bank of India, Bombay**	India	26,301,069,600s	0.076600	InR343,356,000,000s	24,740,308,000s	75	
87	**Caisse Generale d'Epargne et de Retraite, Brussels**	Belgium	26,279,840,800u	0.024800	BF1,059,671,000,000u	18,133,980,000s	97	+10
88	**Banco Central, Madrid**	Spain	25,407,503,240s	0.007630	SP3,329,948,000,000s	20,541,904,500s	90	+2
89	**Credit Commercial de France, Paris**	France	25,347,875,318s	0.156900	FF161,554,336,000s	16,512,123,964s	104	+15
90	**Hokuriku Bank Ltd., Toyama (e)**	Japan	25,063,182,188	0.006479	Y3,868,372,000,000	18,191,416,554	96	+6
91	**Westpac Banking Corp., Sydney(e)**	Australia	24,946,078,987s	0.629000	A$39,659,903,000s	23,261,880,538s	83	
92	**First National Bank, Chicago**	United States	24,909,690,000	......	....	24,334,226,000	80	
93	**Chiba Bank, Ltd. (e)**	Japan	24,846,666,966	0.006479	Y3,834,954,000,000	17,005,518,324	101	+8
94	**Joyo Bank, Ltd., Mito(e)**	Japan	24,376,317,482	0.006479	Y3,762,358,000,000	16,303,055,074	107	+13
95	**Shizuoka Bank Ltd. (e)**	Japan	24,250,553,613	0.006479	Y3,742,947,000,000	16,166,676,492	108	+13
96	**Australia & New Zealand Banking Group, Ltd., Melbourne (e)**	Australia	23,969,248,906s	0.629000	A$38,106,914,000s	23,800,314,565s	82	
97	**Ashikaga Bank, Ltd., Utsunomiya(e)**	Japan	22,800,423,833	0.006479	Y3,519,127,000,000	15,193,005,264	114	+17
98	**International Westminster Bank Plc, London**	United Kingdom	22,481,940,000t	1.482000	P15,170,000,000t	20,512,114,560t	91†	
99	**Creditanstalt-Bankverein, Vienna**	Austria	21,854,135,710	0.073700	AS296,528,300,000	16,146,457,200	109	+10
100	**PKbanken, Stockholm**	Sweden	21,250,434,800s	0.148400	SK143,197,000,000s	17,367,009,200s	99	

(a)— Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c)— Latest figures are for a different date than previous year. (d)— Or date one year prior to latest figures unless otherwise noted after name of bank. (e)— Data are for 9/30/86. (f)— Data are for 6/30/86. (g)— Latest data are prior to 6/30/86. (h)— A subsidiary of Compagnie Financiere de Credit Industriel et Commercial. (n)— New York cable rate for same date as bank's figures. (p)— See currency table for key to currency abbreviations. (q)— A subsidiary Compagnie Financiere de Paribas, Paris, a financial holding company. (s)— Consolidated data. (t)— Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u)— Data are not consolidated for affiliates more than 50% owned. (v)— Based on revised (w)— Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated deposits of $15.6 billion and consolidated assets of $17.5 billion. (†)— Rank based on revised deposit total for 1985. (‡)— The 1985 data were not available last year. Rank bank would have had, if it had been included in the listing. **N.A.**— Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Deposits on Dec. 31, 1986 or Nearest Fiscal Yearend

Compiled by American Banker Copyright 1987

Rank 12/86			Deposits 12/31/86 (U.S. Dollars)	Exchange Rate (U.S. Dollars)	Deposits 12/31/86 (Nation's Currency)	Deposits 12/31/85 (U.S. Dollars)	Rank 1985	Gain in Rank
101	**Royal Bank of Scotland Plc., Edinburgh (e)**	United Kingdom	20,693,981,100s	1.447000	P14,301,300,000s	17,009,300,000s	100	
102	**Banco Hispano-Americano, Madrid**	Spain	20,630,871,450s	0.007630	SP2,703,915,000,000s	16,807,693,500s	103	+1
103	**Skandinaviska Enskilda Banken, Stockholm**	Sweden	20,630,864,800	0.148400	SK139,022,000,000	17,746,353,600s	98	
104	**Bank of Fukuoka, Ltd.(e)**	Japan	20,435,873,909	0.006479	Y3,154,171,000,000	13,794,866,154	120	+16
105	**Banco de Bilbao**	Spain	20,026,613,600s	0.007630	SP2,624,720,000,000s	16,054,077,000s	110	+5
106	**Bank Leumi le-Israel, Tel-Aviv**	Israel	19,808,612,446s	0.677000	IS29,259,398,000s	18,628,466,040s	94	
107	**Bank of Hiroshima, Ltd.(e)**	Japan	19,576,933,442	0.006479	Y3,021,598,000,000	12,541,682,754	133	+26
108	**Banco di Sicilia, Palermo**	Italy	19,439,580,645	0.000747	L26,023,535,000,000	15,107,959,800	116	+8
109	**National Australia Bank Ltd, Melbourne (e)**	Australia	19,317,662,445s	0.629000	A$30,711,705,000s	18,755,085,326s	93	
110	**Banco Espanol de Credito, Madrid**	Spain	18,793,453,000s	0.007630	SP2,463,100,000,000s	19,280,599,000s	92	
111	**Banca Nazionale dell'Agricoltura, Rome**	Italy	18,702,055,064	0.000747	L25,036,218,291,190	14,217,788,916	119	+8
112	**Continental Illinois Nat'l Bank & Trust Co., Chicago**	United States	18,695,628,000	......	....	18,481,291,000	95	
113	**Landesbank Stuttgart Girozentrale**	Germany	18,528,195,122	0.520100	DM35,624,293,640	12,712,586,817	131	+18
114	**Landesbank Rheinland-Pfalz Girozentrale, Mainz**	Germany	18,511,399,200s	0.520100	DM35,592,000,000s	13,432,425,853s	124	+10
115	**Hachijuni Bank, Ltd., Nagano (e)**	Japan	18,462,130,786	0.006479	Y2,849,534,000,000	12,398,887,386	135	+20
116	**Great Western Bank, FSB, Beverly Hills**	United States	18,130,530,000	......	....	....	...	
117	**First Interstate Bank of California, Los Angeles**	United States	18,115,591,000	......	....	16,501,344,000	105	
118	**Bank Hapoalim, Tel-Aviv**	Israel	18,064,665,862s	0.677000	IS26,683,406,000s	15,386,360,000s	113	
119	**Banco Exterior de Espana, Madrid**	Spain	18,013,850,120s	0.007630	SP2,360,924,000,000s	15,590,035,500s	112	
120	**Hamburgische Landesbank-Girozentrale, Hamburg**	Germany	17,815,801,337	0.520100	DM34,254,569,000	13,086,476,670	128	+8
121	**Kansallis-Osake Pankki, Helsinki**	Finland	17,618,637,300s	0.209000	FM84,299,700,000s	11,046,794,000s	150	+29
122	**Commonwealth Banking Corp., Sydney (f)**	Australia	17,609,504,314s	0.674000	A$26,126,861,000s	16,329,321,740s	106	
123	**National Bank of Greece, Athens**	Greece	17,216,424,000s	0.007200	GD2,391,170,000,000s	13,267,153,080s	127	+4
124	**Banque Cantonale de Zurich**	Switzerland	17,041,175,226	0.621000	SF27,441,506,000	12,306,839,063	137	+13
125	**Marine Midland Bank NA, Buffalo, N.Y.**	United States	17,034,413,000t	......	....	16,838,287,000t	102	
126	**Commonwealth Bank of Australia, Sydney (f)**	Australia	16,999,353,008st	0.674000	A$25,221,592,000st	7,812,380,230tu	204	+78
127	**Svenska Handelsbanken, Stockholm**	Sweden	16,987,496,400s	0.148400	SK114,471,000,000s	15,784,209,200s	111	
128	**Gunma Bank, Ltd., Maebashi (e)**	Japan	16,885,032,043u	0.006479	Y2,606,117,000,000u	11,159,919,684	149	+21
129	**Oesterreichische Laenderbank, Vienna**	Austria	16,796,893,300s	0.073700	AS227,909,000,000s	12,599,097,900s	132	+3
130	**National Bank of Canada, Montreal**	Canada	16,752,669,828	0.719800	C$23,274,062,000	14,565,515,118s	117	
131	**First National Bank, Boston**	United States	16,689,981,000	......	....	14,461,329,000	118	
132	**Banque Populaire Suisse, Berne**	Switzerland	16,408,849,428	0.621000	SF26,423,268,000	11,416,518,710	144	+12
133	**Bank Saderat Iran, Tehran(g)**	Iran	16,177,207,761s	0.011000	Ri1,470,655,250,970s	13,390,463,740s	125	
134	**Union Bank of Finland, Ltd., Helsinki**	Finland	16,150,182,400s	0.209000	FM77,273,600,000s	11,838,964,000s	139	+5
135	**Nippon Trust & Banking Co., Ltd., Tokyo(e)**	Japan	15,841,103,168	0.006479	Y2,444,992,000,000	9,742,957,380	161	+26
136	**Girozentrale und Bank der Osterreichischen Sparkassen, Vienna**	Austria	15,645,699,685	0.073700	AS212,289,005,230	11,602,117,800	142	+6
137	**Banco de Santander**	Spain	15,581,612,130s	0.007630	SP2,042,151,000,000s	13,061,724,000s	129	
138	**National Commercial Bank, Jeddah (e)**	Saudi Arabia	15,549,155,887	0.267000	SAR58,236,538,902	13,689,495,913	122	
139	**Danske Bank, Copenhagen**	Denmark	15,154,611,200s	0.137000	DK110,617,600,000s	12,038,032,400s	138	
140	**Mellon Bank NA, Pittsburgh**	United States	15,049,613,000	......	....	13,778,109,000	121	
141	**Bank of New York**	United States	14,970,194,000	......	....	12,330,888,000	136	
142	**Banco di Santo Spirito, Rome**	Italy	14,816,539,206s	0.000747	L19,834,724,505,600s	11,680,980,000s	140	
143	**Yamaguchi Bank, Ltd., Shimonoseki(e)**	Japan	14,668,112,613	0.006479	Y2,263,947,000,000	9,768,159,828	160	+17
144	**Tokyo Sogo Bank, Ltd.(e)**	Japan	14,542,491,282	0.006479	Y2,244,558,000,000	7,799,389,740	205	+61
145	**Bank of Seoul**	Korea	14,538,550,100	0.001100	KW13,216,863,727,000	11,320,536,055	147	+2
146	**Landesbank Schleswig-Holstein Girozentrale, Kiel**	Germany	14,417,348,247s	0.520100	DM27,720,338,872s	10,876,079,068s	152	+6
147	**Banco de Vizcaya, Bilbao**	Spain	14,188,389,390s	0.007630	SP1,859,553,000,000s	13,369,421,000s	126	
148	**Nishi-Nippon Sogo Bank, Ltd., Fukuoka(e)**	Japan	14,080,648,725	0.006479	Y2,173,275,000,000	9,714,493,602	162	+14
149	**Berliner Bank, Berlin**	Germany	13,871,453,954s	0.520100	DM26,670,744,000s	10,307,289,598s	154	+5
150	**Hyogo Sogo Bank, Ltd., Kobe(e)**	Japan	13,846,238,505	0.006479	Y2,137,095,000,000	7,593,579,000	209	+59
151	**Credit Industriel et Commercial, Paris (h)**	France	13,629,190,674s	0.156900	FF86,865,460,000s	11,409,139,000s	145	
152	**Chugoku Bank, Ltd., Okayama(e)**	Japan	13,552,616,704	0.006479	Y2,091,776,000,000	9,099,383,634	170	+18
153	**Shichijushichi Bank, Ltd., Sendai(e)**	Japan	13,520,234,662	0.006479	Y2,086,778,000,000	9,015,629,904	171	+18
154	**American Express Bank Ltd. New York**	United States	13,406,000,000	......	....	11,675,000,000s	141	
155	**Bank of Kyoto, Ltd.(e)**	Japan	13,341,537,363	0.006479	Y2,059,197,000,000	8,665,201,152	180	+25
156	**Hokkaido Bank, Ltd., Sapporo (e)**	Japan	13,190,926,529	0.006479	Y2,035,951,000,000	8,752,604,796	177	+21
157	**Bank of Taiwan, Taipei**	Taiwan	12,942,371,052	0.028300	T$457,327,599,000	10,034,902,107	156	
158	**Banca Popolare di Novara**	Italy	12,764,496,555u	0.000747	L17,087,679,457,370u	9,307,352,345u	167	+9
159	**Badische Kommunale Landesbank-Girozentrale, Mannheim**	Germany	12,718,008,341u	0.520100	DM24,453,005,847u	9,905,493,315u	159	
160	**Meritor Savings Bank, Philadelphia**	United States	12,676,100,000	......	....	12,969,633,000	130	
161	**Norske Creditbank, Oslo**	Norway	12,663,980,000s	0.136000	NK93,117,500,000s	9,297,877,180s	168	+7
162	**Irving Trust Co., New York**	United States	12,662,578,000	......	....	11,592,260,000	143	
163	**Nanto Bank, Ltd., Nara (e)**	Japan	12,629,022,296	0.006479	Y1,949,224,000,000	8,421,193,530	185	+22
164	**Cassa di Risparmio di Roma, Rome**	Italy	12,540,583,710	0.000747	L16,787,930,000,000	5,926,065,000s	258	+94
165	**Iyo Bank, Ltd., Matsuyama(e)**	Japan	12,537,966,430	0.006479	Y1,935,170,000,000	8,651,175,120	181	+16
166	**Bank of Scotland, Edinburgh**	United Kingdom	12,480,160,000s	1.540000	P8,104,000,000s	10,002,096,000s	158	
167	**Juroku Bank, Ltd., Gifu(e)**	Japan	12,466,146,715	0.006479	Y1,924,085,000,000	8,403,480,576	186	+19
168	**Bremer Landesbank Kreditanstalt Oldenburg, Bremen**	Germany	12,429,983,802t	0.520100	DM23,899,219,000t	8,963,853,045t	172	+4
169	**Caja de Pensiones para la Vejez, Barcelona**	Spain	12,401,252,640	0.007630	SP1,625,328,000,000	8,674,126,500	178	+9
170	**Arab Banking Corp., Manama**	Bahrain	12,295,000,000s	......	....	10,983,000,000s	151	
171	**Banca Popolare di Milano, Milan**	Italy	12,263,769,414s	0.000747	L16,417,362,000,000s	8,380,431,826s	187	+16
172	**Credit du Nord, Lille**	France	12,191,945,723st	0.156900	FF77,705,199,000st	10,343,728,934s	153	
173	**Shiga Bank, Ltd., Otsu (e)**	Japan	12,110,870,750	0.006479	Y1,869,250,000,000	8,018,620,506	201	+28
174	**Zentralsparkasse und Kommerzialbank, Wien, Vienna**	Austria	12,048,786,390	0.073700	AS163,484,211,531	9,618,053,259u	166	
175	**Cooperative Bank of Taiwan, Taipei**	Taiwan	12,046,604,618	0.028300	T$425,675,074,842	8,562,510,713	182	+7
176	**Hyakujushi Bank, Ltd., Takamatsu (e)**	Japan	12,003,636,821	0.006479	Y1,852,699,000,000	8,212,061,276	191	+15
177	**Westdeutsche Genossenschafts-Zentralbank, Duesseldorf**	Germany	11,986,744,700	0.520100	DM23,047,000,000	8,287,327,104	189	+12
178	**Copenhagen Handelsbank**	Denmark	11,869,942,081s	0.137000	DK86,641,913,000s	12,416,756,800s	134	
179	**Daishi Bank, Ltd., Niigata (e)**	Japan	11,866,884,568	0.006479	Y1,831,592,000,000	8,184,700,267u	193	+14
180	**Arab Bank Ltd., Amman**	Jordan	11,719,748,776s	2.880000	JD4,069,357,214s	11,349,787,607s	146	
181	**Hamburger Sparkasse, Hamburg**	Germany	11,610,153,493	0.520100	DM22,322,925,386	8,776,573,456	176	
182	**Bank fuer Arbeit und Wirtschaft, Vienna**	Austria	11,446,842,003u	0.073700	AS155,316,716,455u	8,959,692,394u	173	
183	**Allied Irish Banks Ltd., Dublin**	Ireland	11,275,608,540	1.470000	IP7,670,482,000	9,661,665,270s	165	
184	**Genossenschaftliche Zentralbank, Vienna**	Austria	11,194,882,600u	0.073700	AS151,898,000,000u	8,109,647,700u	198	+14
185	**Republic National Bank, New York**	United States	11,139,069,000	......	....	10,021,334,000	157	
186	**Suruga Bank, Ltd., Numazu(e)**	Japan	11,131,984,556	0.006479	Y1,718,164,000,000	7,615,409,094	206	+20
187	**Banco Popular Espanol, Madrid**	Spain	11,093,836,880s	0.007630	SP1,453,976,000,000s	8,549,157,500s	183	
188	**First Nationwide Bank, FSB, San Francisco**	United States	11,079,351,000	......	....	....	...	
189	**Trustee Savings Bank England & Wales, London**	United Kingdom	11,075,785,600	1.411000	P7,849,600,000	9,223,595,000	169	
190	**Goldome FSB, Buffalo, N.Y.**	United States	11,016,213,000	......	....	9,663,855,000	164	
191	**Israel Discount Bank, Ltd., Tel-Aviv**	Israel	10,826,984,784s	0.677000	IS15,992,592,000s	10,087,018,000s	155	
192	**Hang Seng Bank Ltd., Hong Kong**	Hong Kong	10,812,362,650st	0.128500	H$84,142,900,000st	8,133,065,300st	196	+4
193	**Caisse Centrale des Banques Populaires, Paris**	France	10,650,034,219t	0.156900	FF67,877,847,158t	8,360,148,427t	188	
194	**Privatbanken, Copenhagen**	Denmark	10,559,889,993s	0.137000	DK77,079,489,000s	7,588,219,408s	210	+16
195	**Deutsche Bank Compagnie Financiere Luxembourg**	Luxembourg	10,476,790,845t	0.024900	LF420,754,652,392t	8,889,506,069t	175	
196	**Bank of Ireland, Dublin**	Ireland	10,469,340,000s	1.470000	IP7,122,000,000s	8,035,540,000s	200	+4
197	**Cassa di Risparmio di Torino, Turin**	Italy	10,387,533,238	0.000747	L13,905,666,985,290	7,396,084,319	212	+15
198	**National Bank of Egypt, Cairo(c,f)**	Egypt	10,313,880,000u	1.220000	EP8,454,000,000u	7,610,400,000u	207	+9
199	**Hyakugo Bank, Ltd., Tsu(e)**	Japan	10,205,494,035	0.006479	Y1,575,165,000,000	6,863,364,900	224	+25
200	**Kiyo Bank, Ltd., Wakayama(e)**	Japan	10,189,691,754	0.006479	Y1,572,726,000,000	6,699,474,972	228	+28

(a)— Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c)— Latest figures are for a different date than previous year (d)— Or date one year prior to latest figures unless otherwise noted after name of bank. (e)— Data are for 9/30/86. (f)— Data are for 6/30/86. (g)— Latest data are prior to 6/30/86. (h)— A subsidiary of Compagnie Financiere de Credit Industriel et Commercial. (n)— New York cable rate for same date as bank's figures. (p)— See currency table for key to currency abbreviations. (q)— A subsidiary Compagnie Financiere de Paribas, Paris, a financial holding company. (s)— Consolidated data. (t)— Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u)— Data are not consolidated for affiliates more than 50% owned. (v)— Based on revised (w)— Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated deposits of $15.6 billion and consolidated assets of $17.5 billion. (†)— Rank based on revised deposit total for 1985. (‡)— The 1985 data were not available last year. Rank bank would have had, if it had been included in the listing. N.A.— Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Deposits on Dec. 31, 1986 or Nearest Fiscal Yearend

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Rank 12/86			Deposits 12/31/86 (U.S. Dollars)	Exchange Rate (U.S. Dollars)	Deposits 12/31/86 (Nation's Currency)	Deposits 12/31/85 (U.S. Dollars)	Rank 1985	Gain in Rank
201	NCNB National Bank of North Carolina, Charlotte	United States	9,847,559,000	......	....	8,194,729,000	192	
202	Nuovo Banco Ambrosiano, Milan	Italy	9,819,952,938s	0.000747	L13,145,854,000,000s	7,016,293,184s	219	+17
203	National Bank of Detroit	United States	9,714,319,000	......	....	8,951,708,000	174	
204	Hokkoku Bank, Ltd., Kanazawa (e)	Japan	9,608,713,345	0.006479	Y1,483,055,000,000	6,497,193,870	232	+28
205	Societe Nationale de Credit a l'Industrie, Brussels	Belgium	9,587,605,016	0.024800	BF386,596,976,469	7,899,744,162	203	
206	Kinki Sogo Bank, Ltd., Osaka (e)	Japan	9,556,648,101	0.006479	Y1,475,019,000,000	6,456,429,558	233	+27
207	Southeast Bank NA, Miami	United States	9,461,003,000	......	....	8,268,358,000	190	
208	Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt	Germany	9,334,120,817	0.520100	DM17,946,781,036	6,410,430,334	236	+28
209	Higo Bank, Ltd., Kumamoto(e)	Japan	9,246,828,800	0.006479	Y1,427,200,000,000	6,186,025,980	242	+33
210	Valley National Bank, Phoenix	United States	9,218,623,000	......	....	8,156,938,000	195	
211	Christiania Bank og Kreditkasse, Oslo	Norway	9,185,616,503s	0.136000	NK67,541,297,814s	8,669,628,540s	179	
212	Banque Francaise du Commerce Exterieur, Paris	France	9,156,097,351	0.156900	FF58,356,261,000	11,278,297,590	148	
213	Banque Misr, Cairo (f)	Egypt	9,099,972,680s	1.220000	EP7,458,994,000s	6,694,740,000s	222‡	+9
214	Fukuoka Sogo Bank, Ltd.(e)	Japan	9,079,307,776	0.006479	Y1,401,344,000,000	5,958,847,746	254	+40
215	Postipankki, Helsinki	Finland	9,029,489,700s	0.209000	FM43,203,300,000s	5,880,484,000s	261	+46
216	Caixa Geral de Depositos, Lisbon	Portugal	9,006,505,619s	0.006880	PE1,309,085,119,102s	6,419,279,901s	235	+19
217	Nagoya Sogo Bank, Ltd. (e)	Japan	8,982,919,693	0.006479	Y1,386,467,000,000	6,037,859,826	252	+35
218	Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	8,903,322,397t	0.520100	DM17,118,481,825t	8,510,431,279t	184	
219	Great American First Savings Bank, San Diego, Calif.	United States	8,877,414,000	......	....	5,891,416,000	260	+41
220	National Westminster Bank USA, New York	United States	8,784,311,000t	......	....	7,910,161,000t	202	
221	National Bank of Kuwait	Kuwait	8,753,476,820s	3.410000	KD2,567,002,000s	8,176,633,586u	194	
222	Ogaki-Kyoritsu Bank, Ltd., Ogaki (e)	Japan	8,659,274,206	0.006479	Y1,336,514,000,000	5,945,612,760	255	+33
223	First Commercial Bank, Taipei	Taiwan	8,628,052,303	0.028300	T$304,878,173,258	7,394,722,259	213	
224	RepublicBank Dallas NA	United States	8,623,009,000	......	....	9,668,148,000	163	
225	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	8,608,158,058	......	....	7,475,133,000	211	
226	Vereins-und Westbank, Hamburg	Germany	8,558,335,981s	0.520100	DM16,455,173,968s	6,178,712,228s	243	+17
227	Bergen Bank	Norway	8,524,248,800s	0.136000	NK62,678,300,000s	5,479,904,231s	280	+53
228	Erste Oesterreichische Spar-Casse, Vienna	Austria	8,422,826,610	0.073700	AS114,285,300,000	6,283,169,040u	239	+11
229	Sovran Bank NA, Richmond	United States	8,352,879,000	......	....	7,234,439,000	216	
230	Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	8,225,901,600s	0.520100	DM15,816,000,000s	6,319,738,531s	237	+7
231	Caja de Madrid	Spain	8,218,479,010	0.007630	SP1,077,127,000,000	5,934,766,500s	256	+25
232	Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	Belgium	8,161,610,552	0.024800	BF329,097,199,668	5,443,883,806	283	+51
233	Norddeutsche Genossenschaftsbank, Hannover	Germany	8,141,905,450	0.520100	DM15,654,500,000	5,563,954,200u	273	+40
234	Udruzena Banka Hrvatske, Zagreb	Yugoslavia	8,140,311,291	0.002200	YD3,700,141,496,000	4,545,479,605	334	+100
235	Fukui Bank, Ltd. (e)	Japan	8,131,112,605	0.006479	Y1,254,995,000,000	5,547,971,052	275	+40
236	Union Bank, Los Angeles	United States	8,122,922,000t	......	....	7,012,415,000t	220	
237	Kofuku Sogo Bank, Ltd., Osaka(e)	Japan	8,112,291,110	0.006479	Y1,252,090,000,000	5,563,824,354	274	+37
238	Commerzbank International, Luxembourg	Luxembourg	8,085,568,523t	0.520100	DM15,546,180,586t	6,109,260,895t	249	+11
239	Sparkasse der Stadt Berlin West, Berlin	Germany	8,082,439,871	0.520100	DM15,540,165,105	5,927,768,932	257	+18
240	Banca Toscana, Florence	Italy	8,066,954,421t	0.000747	L10,799,135,770,450t	6,231,857,527t	240	
241	Societe Generale Alsacienne de Banque, Strasbourg	France	8,064,660,000st	0.156900	FF51,400,000,000st	6,540,648,863st	231	
242	Commonwealth Savings Bank of Australia, Sydney (f)	Australia	8,046,755,918t	0.674000	A$11,938,807,000t	8,042,363,090t	199	
243	Shikoku Bank, Ltd., Kochi(e)	Japan	8,006,255,796	0.006479	Y1,235,724,000,000	5,575,467,996u	272	+29
244	Land Bank of Taiwan, Taipei	Taiwan	7,925,383,898	0.028300	T$280,048,901,000	6,169,310,700	245	+1
245	Kagoshima Bank, Ltd. (e)	Japan	7,878,243,714	0.006479	Y1,215,966,000,000	5,440,856,022	284	+39
246	Toho Bank, Ltd., Fukushima (e)	Japan	7,868,136,474	0.006479	Y1,214,406,000,000	5,370,198,498	287	+41
247	Fukutoku Sogo Bank, Ltd., Osaka(e)	Japan	7,856,655,686	0.006479	Y1,212,634,000,000	5,462,070,858	282	+35
248	Sparbankernas Bank, Stockholm	Sweden	7,816,376,400	0.148400	SK52,671,000,000	4,486,050,900	338	+90
249	Bangkok Bank, Ltd.	Thailand	7,813,789,459	0.038700	TB201,906,704,362	7,598,870,389	208	
250	Banco Brasileiro de Descontos, Osasco	Brazil	7,782,610,000s	0.069500	BC111,980,000,000s	6,154,544,187s	247	
251	Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	7,773,155,208s	1.482000	P5,245,044,000s	6,127,200,000s	248	
252	Seattle-First National Bank	United States	7,753,514,000	......	....	7,328,773,000	214	
253	San-in Godo Bank, Ltd., Matsue (e)	Japan	7,727,671,754	0.006479	Y1,192,726,000,000	5,233,074,606	292	+39
254	Landesgirokasse, Stuttgart	Germany	7,716,978,587	0.520100	DM14,837,490,073	5,763,797,927	266	+12
255	Genossenschaftliche Zentralbank, Stuttgart	Germany	7,653,292,940	0.520100	DM14,715,041,222	5,105,185,215	297	+42
256	First Union National Bank, Charlotte, N.C.	United States	7,597,348,000	......	....	6,590,068,000	229	
257	Barclays National Bank Ltd., Johannesburg(c,e)	South Africa	7,586,730,000s	0.450000	SR16,859,400,000s	6,747,964,764s	226	
258	Bank Leu, Ltd., Zurich	Switzerland	7,530,218,676u	0.621000	SF12,125,956,000u	5,467,345,938u	281	+23
259	Pittsburgh National Bank	United States	7,421,031,000	......	....	5,893,977,000	259	
260	Tokyo Tomin Bank, Ltd. (e)	Japan	7,350,043,239	0.006479	Y1,134,441,000,000	4,951,943,334	309	+49
261	Bank of New England NA, Boston	United States	7,337,376,000	......	....	4,773,447,000	318	+57
262	Awa Bank, Ltd., Tokushima(e)	Japan	7,325,546,140	0.006479	Y1,130,660,000,000	5,010,878,574	304	+42
263	Bancomer, Mexico City	Mexico	7,309,394,174s	0.001088	MP6,718,193,175,000s	5,635,277,340	271	+8
264	State Bank of Victoria, Melbourne(f)	Australia	7,281,862,974s	0.674000	A$10,803,951,000s	4,461,594,990	340	+76
265	Banque Internationale a Luxembourg	Luxembourg	7,263,900,932s	0.024900	LF291,722,929,000s	5,248,446,677s	291	+26
266	Riyad Bank Ltd., Jeddah(c)	Saudi Arabia	7,253,022,000u	0.266000	SAR27,267,000,000u	6,915,789,153	223	
267	Fidelity Bank NA, Malvern, Pa.	United States	7,242,812,000	......	....	5,336,182,000	288	+21
268	Musashino Bank, Ltd., Omiya(e)	Japan	7,234,904,930	0.006479	Y1,116,670,000,000	4,730,381,064	323	+55
269	Connecticut Bank & Trust Co. NA, Hartford	United States	7,215,016,000	......	....	6,090,426,000	251	
270	First Fidelity Bank NA, Newark, N.J.	United States	7,209,772,000	......	....	6,206,679,000	241	
271	Citizens & Southern National Bank, Atlanta	United States	7,198,662,000	......	....	6,422,473,000	234	
272	Sparekassen SDS, Copenhagen	Denmark	7,175,647,783u	0.137000	DK52,376,991,119u	4,859,804,492u	315	+43
273	Credito Romagnolo, Bologna	Italy	7,168,808,547u	0.000747	L9,596,798,590,101u	5,512,097,221u	279	+6
274	Chuo Sogo Bank, Ltd., Nagoya (e)	Japan	7,111,816,888	0.006479	Y1,097,672,000,000	4,959,844,542	307	+33
275	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	7,089,991,366u	0.520100	DM13,631,977,247u	4,619,305,125u	†329	+54
276	Gulf International Bank B.S.C., Manama	Bahrain	7,081,823,760	2.640000	BaD2,682,599,000	6,848,281,050	225	
277	Oita Bank, Ltd.(e)	Japan	7,055,721,706	0.006479	Y1,089,014,000,000	4,813,806,348	317	+40
278	Connecticut National Bank, Hartford	United States	7,045,299,000	......	....	5,536,721,000	276	
279	City Federal Savings Bank, Elizabeth, N.J.	United States	6,998,588,000	......	....	....	...	
280	Bank of Osaka, Ltd.(e)	Japan	6,987,050,785	0.006479	Y1,078,415,000,000	4,901,612,454	313	+33
281	Provinsbank, Aarhus	Denmark	6,956,558,600s	0.137000	DK50,777,800,000s	4,173,120,000s	369	+88
282	Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo	Italy	6,933,402,635	0.000747	L9,281,663,501,224	3,829,143,600	402	+120
283	Hokuetsu Bank, Ltd., Nagaoka (e)	Japan	6,911,583,393	0.006479	Y1,066,767,000,000	4,388,917,500	347	+64
284	Hiroshima Sogo Bank, Ltd.(e)	Japan	6,883,237,768	0.006479	Y1,062,392,000,000	4,609,822,878	329	+45
285	Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown (x)	Cayman Islands	6,879,993,617	......	....	6,097,416,566	250	
286	CrossLand Savings FSB, Brooklyn, New York	United States	6,876,465,000	......	....	6,970,692,000	221	
287	Union de Banques Arabes et Francaises, Neuilly (w)	France	6,843,295,171s	0.156900	FF43,615,648,000s	6,036,873,192u	253	
288	Yamanashi Chuo Bank, Ltd., Kofu(e)	Japan	6,830,356,170	0.006479	Y1,054,230,000,000	4,435,950,042	343	+55
289	Bank of India, Bombay	India	6,830,355,781s	0.076600	InR89,169,135,523s	6,290,270,155s	238	
290	Boston Safe Deposit & Trust Co.	United States	6,830,142,000	......	....	3,009,186,000	488	+198
291	Stadtsparkasse Koeln, Cologne	Germany	6,809,107,800	0.520100	DM13,091,920,399	4,986,609,800	306	+15
292	Heiwa Sogo Bank, Ltd., Tokyo (e)	Japan	6,761,296,509	0.006479	Y1,043,571,000,000	5,818,425,516	264	
293	NCNB National Bank of Florida, Tampa	United States	6,746,423,000	......	....	4,352,221,000	351	+58
294	Eighteenth Bank, Ltd., Nagasaki(e)	Japan	6,740,265,675	0.006479	Y1,040,325,000,000	4,496,263,830	336	+42
295	Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	6,635,165,000st	0.460200	G14,418,003,042st	4,576,112,433st	331	+36
296	Hua Nan Commercial Bank, Ltd., Taipei(c,f)	Taiwan	6,614,029,352u	0.026800	T$246,792,140,000u	6,173,303,893	244	
297	Banco Nacional de Mexico, Mexico City	Mexico	6,595,467,968	0.001088	MP6,062,011,000,000	6,589,458,174	230	
298	Chiba Sogo Bank, Ltd.(e)	Japan	6,588,670,033	0.006479	Y1,016,927,000,000	4,216,136,400	364	+66
299	Chukyo Sogo Bank, Ltd., Nagoya (e)	Japan	6,533,617,970	0.006479	Y1,008,430,000,000	4,055,188,608	376	+77
300	Banque Generale du Luxembourg	Luxembourg	6,529,806,140s	0.024900	LF262,241,210,444s	4,676,084,460s	326	+26

(a)— Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c)— Latest figures are for a different date than previous year. (d)— Or date one year prior to latest figures unless otherwise noted after name of bank. (e)— Data are for 9/30/86. (f)— Data are for 6/30/86. (g)— Latest data are prior to 6/30/86. (h)— A subsidiary of Compagnie Financiere de Credit Industriel et Commercial. (n)— New York cable rate for same date as bank's figures. (p)— See currency table for key to currency abbreviations. (q)— A subsidiary Compagnie Financiere de Paribas, Paris, a financial holding company. (s)— Consolidated data. (t)— Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u)— Data are not consolidated for affiliates more than 50% owned. (v)— Based on revised (w)— Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated deposits of $15.6 billion and consolidated assets of $17.5 billion. (†)— Rank based on revised deposit total for 1985. (‡)— The 1985 data were not available last year. Rank bank would have had, if it had been included in the listing. N.A.— Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Deposits on Dec. 31, 1986 or Nearest Fiscal Yearend

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Rank 12/86			Deposits 12/31/86 (U.S. Dollars)	Exchange Rate (U.S. Dollars)	Deposits 12/31/86 (Nation's Currency)	Deposits 12/31/85 (U.S. Dollars)	Rank 1985	Gain in Rank
301	C.O.B.-Caisse d'Epargne Privee, Brussels	Belgium	6,498,676,853	0.024800	BF262,043,421,473	4,491,125,000	337	+36
302	International Commercial Bank of China, Taipei	Taiwan	6,472,158,341u	0.028300	T$228,698,174,599u	2,464,722,981u	569	+267
303	Anchor Savings Bank FSB, Northport, N.Y.	United States	6,468,025,000	......	....	5,870,980,000	262	
304	Dime Savings Bank of New York FSB	United States	6,464,274,000	......	....	6,731,906,000	227	
305	Philadelphia National Bank	United States	6,442,770,000	......	....	5,744,503,000	267	
306	Bank of Iwate, Ltd., Morioka (e)	Japan	6,362,384,479	0.006479	Y982,001,000,000	4,329,098,694	355	+49
307	Caisse d'Epargne de l'Etat, Luxembourg	Luxembourg	6,348,531,710	0.024900	LF254,961,112,853	4,655,559,733	328	+21
308	Rainier National Bank, Seattle	United States	6,316,803,000	......	....	5,822,460,000	263	
309	Akita Bank, Ltd. (e)	Japan	6,258,234,554	0.006479	Y965,926,000,000	4,293,802,314	357	+48
310	Banque Worms, Paris	France	6,221,570,292s	0.156900	FF39,653,093,000s	4,483,262,952u	339	+29
311	Shinwa Bank, Ltd., Sasebo(e)	Japan	6,220,695,228	0.006479	Y960,132,000,000	4,271,449,482	359	+48
312	Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	6,172,452,000s	0.026000	LF237,402,000,000s	4,508,688,000s	335	+23
313	Grindlays Bank Plc., London(e)	United Kingdom	6,171,180,070t	1.447000	P4,264,810,000t	6,935,252,800t	222	
314	Gotabanken, Stockholm	Sweden	6,158,896,800s	0.148400	SK41,502,000,000s	4,238,870,300s	363	+49
315	Hokuyo Sogo Bank, Ltd., Sapporo(e)	Japan	6,124,754,196	0.006479	Y945,324,000,000	4,184,230,878	368	+53
316	United Virginia Bank, Richmond	United States	6,111,774,000	......	....	5,313,361,000	289	
317	Harris Trust & Savings Bank, Chicago	United States	6,096,175,000t	......	....	5,534,960,000	278	
318	Aomori Bank, Ltd.(e)	Japan	6,086,936,273	0.006479	Y939,487,000,000	4,196,193,714	366	+48
319	AmeriTrust Co. NA, Cleveland	United States	6,081,623,000	......	....	5,103,142,000	298	
320	Dai-San Sogo Bank, Ltd., Matsuzaka (e)	Japan	6,039,399,850	0.006479	Y932,150,000,000	4,021,020,972	379	+59
321	Taisei Sogo Bank, Ltd., Maebashi (e)	Japan	5,994,344,884	0.006479	Y925,196,000,000	3,982,528,026	383	+62
322	Chiba Kogyo Bank, Ltd. (e)	Japan	5,952,594,208	0.006479	Y918,752,000,000	3,761,234,064	409	+87
323	Comerica Bank-Detroit	United States	5,911,414,000	......	....	5,787,590,000	265	
324	Banque Cantonale de Berne	Switzerland	5,883,472,611	0.621000	SF9,474,191,000	4,340,926,728	353	+29
325	Banque Commerciale pour l'Europe du Nord, Paris	France	5,856,139,241t	0.156900	FF37,324,023,209t	5,257,749,078t	290	
326	Bank of Credit & Commerce International, Luxembourg (x)	Luxembourg	5,836,670,304	......	....	5,097,310,092s	299	
327	First National Bank, Minneapolis	United States	5,826,850,000	......	....	5,415,656,000	285	
328	Ehime Sogo Bank, Ltd., Matsuyama (e)	Japan	5,808,948,299	0.006479	Y896,581,000,000	3,998,224,044	380	+52
329	Florida National Bank, Jacksonville	United States	5,795,374,000	......	....	4,959,029,000	308	
330	Maryland National Bank, Baltimore	United States	5,789,068,000	......	....	4,908,024,000	312	
331	Chang Hwa Commercial Bank, Ltd., Taichung(c,f)	Taiwan	5,776,606,000	0.026800	T$215,545,000,000	5,142,314,388	294	
332	Korea Exchange Bank, Seoul	Korea	5,776,203,840s	0.001100	KW5,251,094,400,000s	5,388,160,800s	286	
333	Standard Bank of South Africa Ltd., Johannesburg	South Africa	5,724,915,728	0.458000	SR12,499,816,000	3,894,000,424t	395	+62
334	Cassa di Risparmio di Verona, Vicenza & Belluno, Verona	Italy	5,711,413,347	0.000747	L7,645,801,000,000	4,459,453,280	341	+7
335	First Interstate Bank of Arizona NA, Phoenix	United States	5,702,441,000	......	....	5,135,923,000	295	
336	Sal. Oppenheim jr. & Cie., Cologne	Germany	5,642,314,068s	0.520100	DM10,848,517,723s	4,313,414,547s	356	+20
337	United States National Bank, Portland	United States	5,638,056,000	......	....	5,053,408,000	302	
338	Gulf Bank, Kuwait	Kuwait	5,627,433,733	3.410000	KD1,650,273,822	5,725,359,033	269	
339	Bank of Baroda, Bombay	India	5,614,862,833u	0.076600	InR73,301,081,376u	5,134,935,370s	296	
340	Texas Commerce Bank NA, Houston	United States	5,607,112,000	......	....	7,052,245,000	217	
341	Baden-Wuerttembergische Bank, Stuttgart	Germany	5,595,128,899s	0.520100	DM10,757,794,460s	4,141,469,493s	372	+31
342	Malayan Banking Berhad, Kuala Lumpur (f)	Malaysia	5,573,830,500s	0.381900	M$14,595,000,000s	5,654,532,000s	270	
343	Union Bank of Switzerland (Luxembourg)	Luxembourg	5,562,409,353t	0.621000	SF8,957,180,923t	4,366,403,824t	349	+6
344	Bank of the Ryukyus, Ltd., Naha(e)	Japan	5,557,666,763	0.006479	Y857,797,000,000	3,520,441,512	434	+90
345	Banco Itau, Sao Paulo	Brazil	5,548,403,925s	0.069500	BC79,833,150,000s	3,761,302,508s	408	+63
346	CIC-Union Europeenne, International & Cie, Paris	France	5,546,340,472s	0.156900	F35,349,525,000s	....	...	
347	Nassauische Sparkasse Wiesbaden, Wiesbaden	Germany	5,520,355,625	0.520100	DM10,614,027,351	4,043,042,592	377	+30
348	Bank Negara Indonesia 1946, Jakarta	Indonesia	5,488,698,537	0.000614	IR8,939,248,432,000	7,304,983,668	215	
349	MBank Dallas NA	United States	5,465,342,000	......	....	5,736,819,000	268	
350	Central Bank of India, Bombay	India	5,465,205,297	0.076600	InR71,347,327,631	5,059,895,551	301	
351	Andelsbanken-Danebank, Copenhagen	Denmark	5,441,237,220	0.137000	DK39,717,060,000	3,789,377,088	404	+53
352	Huntington National Bank, Columbus, Ohio	United States	5,414,927,000	......	....	4,832,109,000	316	
353	Bank of New Zealand, Ltd., Wellington(g)	New Zealand	5,388,511,448s	0.536000	N$10,053,193,000s	3,574,482,435s	426	+73
354	Udruzena Beogradska Banka, Belgrade	Yugoslavia	5,375,031,200	0.002200	YD2,443,196,000,000	4,249,839,000	361	+7
355	Meridian Bank, Reading, Pa.	United States	5,359,657,000	......	....	2,922,490,000	496	+141
356	First Union National Bank of Florida, Jacksonville	United States	5,346,832,000	......	....	3,286,900,000	462	+106
357	Michinoku Bank, Ltd., Hirosaki (e)	Japan	5,334,402,154	0.006479	Y823,337,267,110	3,690,460,890	412	+55
358	Bikuben, Copenhagen	Denmark	5,333,907,447	0.137000	DK38,933,631,000	3,649,968,672	418	+60
359	Bank Mees & Hope, Amsterdam	Netherlands	5,325,785,533st	0.460200	G11,572,763,000st	3,895,571,160st	394	+35
360	Banque Cantonale Vaudoise, Lausanne	Switzerland	5,325,355,806	0.621000	SF8,575,452,184	3,928,148,009	392	+32
361	Luzerner Kantonalbank, Lucerne	Switzerland	5,288,632,236	0.621000	SF8,516,316,000	3,932,932,957	390	+29
362	Commercial Bank of Syria, Damascus	Syria	5,282,750,000u	0.250000	SyP21,131,000,000u	4,750,810,250	321	
363	Ljubljanska Banka, Ljubljana	Yugoslavia	5,279,037,390s	0.002200	YD2,399,562,450,000s	4,171,230,947s	370	+7
364	Yamagata Bank, Ltd.(e)	Japan	5,268,476,598	0.006479	Y813,162,000,000	3,611,296,152	422	+58
365	California First Bank, San Francisco	United States	5,268,106,000t	......	....	4,698,329,000t	324	
366	State Street Bank & Trust Co., Boston	United States	5,254,894,000	......	....	4,552,314,000	333	
367	Societe Lyonnaise de Banque, Lyons	France	5,243,882,020s	0.156900	FF33,421,810,200s	4,285,352,568st	358	
368	Manufacturers National Bank, Detroit	United States	5,237,695,000	......	....	4,754,163,000	320	
369	Canara Bank, Bangalore	India	5,222,894,400	0.076600	InR68,184,000,000	4,671,423,509	327	
370	Miyazaki Bank, Ltd.(e)	Japan	5,193,618,232	0.006479	Y801,608,000,000	3,606,767,298	423	+53
371	Bank of Saga, Ltd. (e)	Japan	5,189,866,891	0.006479	Y801,029,000,000	3,543,058,026	431	+60
372	Bank of Tokyo Trust Co., New York	United States	5,168,657,000t	......	....	4,560,761,000t	332	
373	Bowery Savings Bank, New York	United States	5,136,413,000	......	....	5,043,749,000	303	
374	Banque Cantonale de St. Gall	Switzerland	5,111,740,386	0.621000	SF8,231,466,000	3,623,574,690	420	+46
375	Hanil Bank Ltd., Seoul	Korea	5,091,369,800s	0.001100	KW4,628,518,000,000s	4,202,558,800s	365	
376	Banque Paribas Belgique, Brussels (q)	Belgium	5,090,242,160s	0.024800	BF205,251,700,000s	3,920,249,100s	393	+17
377	United Mizrahi Bank Ltd., Tel-Aviv	Israel	5,067,002,438	0.677000	IS7,484,494,000	4,379,934,400	348	
378	Sears Savings Bank, Glendale, Calif.	United States	5,054,267,728	......	....	4,944,487,000	310	
379	Kreissparkasse Koeln, Cologne	Germany	5,022,288,277	0.520100	DM9,656,389,688	3,591,733,604	425	+46
380	Northern Trust Co., Chicago	United States	5,013,678,000	......	....	4,407,239,000	344	
381	First National Bank, Atlanta	United States	4,976,636,000	......	....	5,005,013,000	305	
382	Commercial Bank of Kuwait	Kuwait	4,970,982,060	3.410000	KD1,457,766,000	5,193,330,160	293	
383	Empire of America FSB, Buffalo, N.Y.	United States	4,967,439,000	......	....	4,909,106,000	311	
384	Banque de l'Union Europeenne, Paris	France	4,951,232,567t	0.156900	FF31,556,612,919t	4,585,405,755st	330	
385	Senshu Bank, Ltd., Kishiwada (e)	Japan	4,940,652,156	0.006479	Y762,564,000,000	3,077,099,550	481	+96
386	Bank of Communications, Taipei	Taiwan	4,937,294,333	0.028300	T$174,462,697,278	3,784,588,438	405	+19
387	Banco Portugues do Atlantico, Oporto	Portugal	4,936,994,479	0.006880	PE717,583,406,821	4,093,667,885u	375	
388	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	4,919,234,295	0.001320	TP3,726,692,647,734	3,817,151,081	403	+15
389	Banca Provinciale Lombarda, Bergamo	Italy	4,918,518,110t	0.000747	L6,584,361,593,474t	3,568,964,817t	427	+38
390	Korea First Bank, Seoul	Korea	4,916,754,726s	0.001100	KW4,469,777,024,000s	4,190,350,821s	367	
391	Bank fuer Handel und Industrie, Berlin	Germany	4,911,869,453tu	0.520100	DM9,444,086,624tu	3,688,796,961tu	413	+22
392	Banque du Caire, Cairo	Egypt	4,892,200,000	1.220000	EP4,010,000,000	3,665,156,400	415	+23
393	Bank of Ikeda, Ltd.(e)	Japan	4,873,458,447	0.006479	Y752,193,000,000	2,951,892,234	491	+98
394	Nedbank Ltd., Johannesburg (e)	South Africa	4,871,700,000s	0.450000	SR10,826,000,000s	3,984,506,344	382	
395	Cassa di Risparmio di Firenze, Florence	Italy	4,839,599,136	0.000747	L6,478,713,703,023	3,651,407,863	417	+22
396	Istituto Bancario Italiano, Milan	Italy	4,838,997,829t	0.000747	L6,477,908,740,267t	3,965,503,591t	385	
397	Riggs National Bank, Washington, D.C.	United States	4,832,701,000	......	....	4,391,330,000	346	
398	Stadtsparkasse Munchen, Munich	Germany	4,831,860,198u	0.520100	DM9,290,252,256u	3,521,621,584	433	+35
399	Commercial Bank of Korea Ltd., Seoul	Korea	4,821,859,990s	0.001100	KW4,383,509,082,000s	3,931,510,181s	391	
400	Banca Cattolica del Veneto, Vicenza	Italy	4,780,675,998t	0.000747	L6,399,834,000,000t	3,512,780,949	435	+35

(a)— Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c)— Latest figures are for a different date than previous year. (d)— Or date one year prior to latest figures unless otherwise noted after name of bank. (e)— Data are for 9/30/86. (f)— Data are for 6/30/86. (g)— Latest data are prior to 6/30/86. (h)— A subsidiary of Compagnie Financiere de Credit Industriel et Commercial. (n)— New York cable rate for same date as bank's figures. (p)— See currency table for key to currency abbreviations. (q)— A subsidiary Compagnie Financiere de Paribas, Paris, a financial holding company. (s)— Consolidated data. (t)— Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u)— Data are not consolidated for affiliates more than 50% owned. (v)— Based on revised (w)— Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated deposits of $15.6 billion and consolidated assets of $17.5 billion. (†)— Rank based on revised deposit total for 1985. (‡)— The 1985 data were not available last year. Rank bank would have had, if it had been included in the listing. N.A.— Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Deposits on Dec. 31, 1986 or Nearest Fiscal Yearend

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Rank 12/86			Deposits 12/31/86 (U.S. Dollars)	Exchange Rate (U.S. Dollars)	Deposits 12/31/86 (Nation's Currency)	Deposits 12/31/85 (U.S. Dollars)	Rank 1985	Gain in Rank
401	National Bank of Abu Dhabi	United Arab Emirates	4,731,362,952s	0.274000	UD17,267,748,000s	5,063,058,000s	300	
402	Tokiwa Sogo Bank, Ltd., Tokyo(e)	Japan	4,727,227,417	0.006479	Y729,623,000,000	3,190,034,088	469	+67
403	Union Bank of Norway, Oslo	Norway	4,714,852,352s	0.136000	034,668,032,000s	3,598,193,160s	425†	+22
404	Banca Popolare di Bergamo	Italy	4,713,345,509u	0.000747	L6,309,699,477,062u	3,482,349,557u	439	+35
405	First Interstate Bank of Oregon NA, Portland	United States	4,711,130,000	......	....	4,125,686,000	373	
406	Banque Regionale d'Escompte et de Depots, Vincennes	France	4,707,000,000	0.156900	FF30,000,000,000	3,028,011,000	486	+80
407	Volkskas, Ltd., Pretoria	South Africa	4,693,677,626s	0.494900	SR9,484,093,000s	3,858,359,390	399	
408	Jyske Bank, Silkeborg	Denmark	4,634,278,118s	0.137000	DK33,826,847,574s	3,705,876,331	411	+3
409	Fleet National Bank, Providence, R.I.	United States	4,620,169,000	......	....	3,944,299,000	387	
410	National Bank of Dubai Ltd., Dubai	United Arab Emirates	4,606,750,766	0.274000	UD16,812,959,000	4,365,601,968	350	
411	European American Bank, New York	United States	4,593,372,000	......	....	4,759,432,000	319	
412	Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	4,581,914,142s	0.156900	FF29,202,767,000s	2,188,140,552u	621	+209
413	S.G. Warburg & Co. Ltd., London	United Kingdom	4,576,226,355	1.601000	P2,858,355,000	3,768,449,800	407	
414	Alahli Bank of Kuwait	Kuwait	4,570,141,508	3.410000	KD1,340,217,451	4,738,732,973	322	
415	Cho-Heung Bank Ltd., Seoul	Korea	4,502,081,576u	0.001100	KW4,092,801,433,000u	3,524,000,757	432	+17
416	Banco Lariano, Como	Italy	4,494,125,069t	0.000747	L6,016,231,685,079t	3,451,803,929t	443	+27
417	Hambros Bank Ltd., London	United Kingdom	4,492,274,560s	1.601000	P2,805,917,901s	3,552,469,636	429	+12
418	Banco di Sardegna, Sassari	Italy	4,457,576,835s	0.000747	L5,967,305,000,000s	3,188,697,600s	470	+52
419	Standard Federal Bank, Troy, Mich.	United States	4,450,335,801	......	....	4,143,110,563	371	
420	AmSouth Bank NA, Birmingham, Ala.	United States	4,446,849,000	......	....	3,724,664,000	410	
421	West LB International, Luxembourg	Luxembourg	4,439,766,767t	0.520100	LF8,536,371,404t	3,939,159,993t	388	
422	Banca della Svizzera Italiana, Lugano	Switzerland	4,436,050,779s	0.621000	SF7,143,399,000s	3,285,877,740s	463	+41
423	Cassa di Risparmio di Padova e Rovigo, Padua	Italy	4,427,489,916	0.000747	L5,927,028,000,000	3,170,414,400	473	+50
424	Saudi International Bank, London	United Kingdom	4,399,207,332s	1.482000	P2,968,426,000s	3,838,184,640s	401	
425	Signet Bank/Virginia, Richmond	United States	4,394,393,000	......	....	3,643,291,000	419	
426	Provident National Bank, Philadelphia	United States	4,384,556,000	......	....	3,675,004,000	414	
427	Peoples Bank, Bridgeport, Conn.	United States	4,352,744,000	......	....	3,778,928,000	406	
428	Habib Bank Ltd., Karachi	Pakistan	4,350,058,000s	0.058000	PR75,001,000,000s	4,453,976,376s	342	
429	Scandinavian Bank Ltd., London	United Kingdom	4,347,243,966s	1.482000	P2,933,363,000s	3,949,083,360s	386	
430	Caja de Ahorros y Monte de Piedad de Barcelona	Spain	4,346,589,730	0.007630	SP569,671,000,000	3,129,015,500	475	+45
431	Nederlandse Credietbank, Amsterdam	Netherlands	4,330,518,816st	0.460200	G9,410,080,000st	4,341,920,040st	352	
432	BFG Luxembourg	Luxembourg	4,324,872,679tu	0.520100	DM8,315,463,717tu	3,547,128,543st	430	
433	Bank of Hawaii, Honolulu	United States	4,320,112,000	......	....	3,839,512,000	400	
434	Commercial Bank of Greece, Athens	Greece	4,274,618,400u	0.007200	GD593,697,000,000u	3,194,529,036	468	+34
435	First Tennessee Bank NA, Memphis	United States	4,255,373,000	......	....	3,874,100,000	397	
436	Jugobanka-United Bank, Belgrade	Yugoslavia	4,226,895,200	0.002200	YD1,921,316,000,000	3,986,192,932	381	
437	Long Island Savings Bank FSB, Syosset, N.Y.	United States	4,194,343,000	......	....	3,600,763,000	424	
438	Credit Foncier Vaudois, Lausanne	Switzerland	4,193,473,896	0.621000	SF6,752,776,000	2,933,084,908	494	+56
439	Cassa di Risparmio di Genova e Imperia, Genoa	Italy	4,183,305,179u	0.000747	L5,600,140,801,973u	3,226,789,870	467	+28
440	Nordbanken, Stockholm	Sweden	4,171,271,720s	0.148400	SK28,108,300,000s	....	...	
441	Frankfurter Sparkasse von 1822, Frankfurt	Germany	4,154,094,279	0.520100	DM7,987,106,863	2,988,832,262	490	+49
442	United Overseas Bank Ltd., Singapore	Singapore	4,137,598,310s	0.460800	S$8,979,163,000s	4,032,306,825s	378	
443	Bank of Okinawa, Ltd., Naha(e)	Japan	4,135,571,616	0.006479	Y638,304,000,000	2,819,417,472	510	+67
444	Carteret Savings Bank, FA, Morristown, N.J.	United States	4,123,994,000	......	....	....	...	
445	Westpac Savings Bank Ltd., Sydney(e)	Australia	4,123,496,931st	0.629000	A$6,555,639,000st	4,696,459,691st	325	
446	Norwest Bank Minneapolis NA	United States	4,104,098,000	......	....	4,268,538,000	360	
447	Thurgauische Kantonalbank, Weinfelden	Switzerland	4,075,430,490	0.621000	SF6,562,690,000	2,915,942,652	497	+50
448	First Florida Bank NA, Tampa	United States	4,072,068,000	......	....	3,293,644,000	461	+13
449	National City Bank, Cleveland	United States	4,020,597,000	......	....	3,231,406,000	466	+17
450	Tochigi Sogo Bank, Ltd., Utsunomiya(e)	Japan	4,010,345,504	0.006479	Y618,976,000,000	2,585,078,190	543	+93
451	Turkiye Is Bankasi, Ankara	Turkey	4,008,564,593	0.001320	TP3,036,791,358,499	3,327,722,872	456	+5
452	First Pennsylvania Bank NA, Philadelphia	United States	4,007,509,000	......	....	3,869,890,000	398	
453	Shiga Sogo Bank, Ltd., Otsu(e)	Japan	4,006,151,458	0.006479	Y618,328,670,759	2,584,429,268	544	+91
454	Barnett Bank of South Florida NA, Miami	United States	4,004,588,000	......	....	3,566,367,000	428	
455	Hanshin Sogo Bank, Ltd., Kobe(e)	Japan	3,989,042,552	0.006479	Y615,688,000,000	2,594,468,970	542	+87
456	State Bank of New South Wales, Sydney(f)	Australia	3,978,735,906	0.674000	A$5,903,169,000	3,278,980,000s	464	+8
457	Society National Bank, Cleveland	United States	3,968,552,000	......	....	2,139,512,000	632	+175
458	Banco do Estado de Sao Paulo	Brazil	3,967,011,130s	0.069500	BC57,079,296,830s	2,847,948,642	505	+47
459	Kyushu Sogo Bank, Ltd., Sasebo (e)	Japan	3,960,832,986	0.006479	Y611,334,000,000	2,595,431,178	541	+82
460	Dollar-Dry Dock Savings Bank, Bronx, New York	United States	3,956,983,000	......	....	4,397,539,000	345	
461	Niigata Sogo Bank, Ltd.(e)	Japan	3,926,235,126	0.006479	Y605,994,000,000	2,569,095,360	545	+84
462	Banque Internationale pour l'Afrique Occidentale, Paris	France	3,915,510,262s	0.156900	FF24,955,451,000s	2,653,766,290s	530	+68
463	MeraBank, FSB, Phoenix, Ariz.	United States	3,905,887,000	......	....	3,504,537,000	436	
464	Sanwa Bank California, San Francisco	United States	3,898,471,000t	......	....	1,337,830,015t	862	+398
465	National Australia Savings Bank Ltd., Melbourne(e)	Australia	3,892,693,558t	0.629000	A$6,188,70[illegible]000t	3,874,441,088t	396	
466	Forsta Sparbanken, Stockholm	Sweden	3,882,493,334	0.148400	SK26,162,354,000	2,662,468,769	528	+62
467	Dai-Ichi Sogo Bank Ltd., Tokyo (e)	Japan	3,852,257,904	0.006479	Y594,576,000,000	2,438,474,128	577	+110
468	N.M. Rothschild & Sons Ltd., London(g)	United Kingdom	3,827,052,740	1.460000	P2,621,269,000	....	...	
469	Banco Popular de Puerto Rico, San Juan	United States	3,820,226,000	......	....	3,365,265,114	453	
470	Bayerische Landesbank International, Luxembourg(c)	Luxembourg	3,815,814,918t	0.520100	LF7,336,694,709t	3,098,357,328t	479	+9
471	Lombard North Central Plc, London(c)	United Kingdom	3,810,222,000t	1.482000	P2,571,000,000t	2,931,740,000st	495	+24
472	Skopbank, Helsinki	Finland	3,809,162,665s	0.209000	FM18,225,658,683s	2,616,908,641s	535	+63
473	Syndicate Bank, Manipal	India	3,792,564,157	0.076600	InR49,511,281,424	3,465,748,000	440	
474	Shawmut Bank of Boston NA	United States	3,790,637,000	......	....	2,661,092,000	529	+55
475	Thai Farmers Bank, Bangkok	Thailand	3,777,963,121	0.038700	TB97,621,786,073	3,352,748,752	455	
476	Kagawa Sogo Bank, Ltd., Takamatsu(e)	Japan	3,776,550,789	0.006479	Y582,891,000,000	2,600,644,680	539	+63
477	Banque Nationale de Paris Plc, London	United Kingdom	3,775,110,456t	1.482000	P2,547,308,000t	3,353,035,680t	454	
478	Citibank (New York) NA, Rochester	United States	3,767,240,000	......	....	2,842,750,000	506	+28
479	Barclays Bank, Paris	France	3,766,477,071st	0.156900	FF24,005,590,000st	2,516,630,655st	557	+78
480	Arizona Bank, Phoenix	United States	3,763,043,000	......	....	3,304,909,000	460	
481	Tokuyo Sogo Bank, Ltd., Sendai (e)	Japan	3,741,965,887	0.006479	Y577,553,000,000	2,784,791,862	516	+35
482	Stadt-Sparkasse Duesseldorf	Germany	3,737,247,882	0.520100	DM7,185,633,305	2,793,671,554	514	+32
483	Sparkasse in Bremen	Germany	3,734,703,733u	0.520100	DM7,180,741,652u	3,417,781,915u	447	
484	Kouchi Sogo Bank, Ltd. (e)	Japan	3,731,029,335	0.006479	Y575,865,000,000	2,541,325,482	552	+68
485	Morgan Grenfell & Co. Ltd., London	United Kingdom	3,729,432,252	1.482000	P2,516,486,000	3,186,463,680	471	
486	American Security Bank NA, Washington, D.C.	United States	3,714,283,000	......	....	3,179,998,000	472	
487	Banco de la Nacion Argentina, Buenos Aires	Argentina	3,709,121,367	0.806200	AA4,600,745,928	3,938,806,596	389	
488	National Bank of New Zealand, Ltd., Wellington	New Zealand	3,707,010,600st	0.529800	N$6,997,000,000st	2,894,359,164st	500	+12
489	Howard Savings Bank, Newark, N.J.	United States	3,704,461,000	......	....	3,319,444,000	458	
490	Banca S. Paolo-Brescia, Brescia	Italy	3,689,607,798s	0.000747	L4,939,234,000,000s	2,392,585,290u	585	+95
491	Banco Espirito Santo e Comercial, Lisbon	Portugal	3,680,990,579	0.006880	PE535,027,700,474	2,773,506,720	518	+27
492	Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	3,680,658,893s	0.460800	S$7,987,541,000s	3,498,488,050s	437	
493	Societe de Banque Suisse (Luxembourg)	Luxembourg	3,665,752,255t	0.024900	BF147,218,966,064t	2,373,636,731t	590	+97
494	Kitanippon Sogo Bank, Ltd., Morioka(e)	Japan	3,662,209,397	0.006479	Y565,243,000,000	2,497,031,532	563	+69
495	First National Bank of Maryland, Baltimore	United States	3,640,641,000t	......	....	3,113,665,000	476	
496	Kansai Sogo Bank, Ltd., Osaka(e)	Japan	3,631,777,534	0.006479	Y560,546,000,000	2,471,907,726	568	+72
497	Development Bank of Singapore Ltd.	Singapore	3,619,788,134	0.460800	S$7,855,443,000	3,658,471,375	416	
498	Hill, Samuel & Co., Ltd., London	United Kingdom	3,616,178,700s	1.601000	P2,258,700,000s	3,369,388,000s	450	
499	Banca d'America e d'Italia, Milan	Italy	3,601,239,462tu	0.000747	L4,820,936,361,478tu	2,567,749,461tu	548	+49
500	Trade Development Bank, Geneva	Switzerland	3,596,438,286t	0.621000	SF5,791,366,000t	3,055,948,212t	483	

(a)— Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c)— Latest figures are for a different date than previous year. (d)— Or date one year prior to latest figures unless otherwise noted after name of bank. (e)— Data are for 9/30/86. (f)— Data are for 6/30/86. (g)— Latest data are prior to 6/30/86. (h)— A subsidiary of Compagnie Financiere de Credit Industriel et Commercial. (n)— New York cable rate for same date as bank's figures. (p)— See currency table for key to currency abbreviations. (q)— A subsidiary Compagnie Financiere de Paribas, Paris, a financial holding company. (s)— Consolidated data. (t)— Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u)— Data are not consolidated for affiliates more than 50% owned. (v)— Based on revised (w)— Member of the Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated deposits of $15.6 billion and consolidated assets of $17.5 billion. (†)— Rank based on revised deposit total for 1985. (‡)— The 1985 data were not available last year. Rank bank would have had, if it had been included in the listing. N.A.— Not available.

Banks Ranked After the First 500

With Deposit on Dec. 31, 1986

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Rank 12/86			12/31/86 Deposits (U.S. Dollars)
501	Mie Bank, Ltd., Yokkaichi (e)	Japan	3,595,851,479
502	BancOhio National Bank, Columbus	United States	3,592,106,000
503	Toho Sogo Bank, Ltd., Matsuyama (e)	Japan	3,544,511,883
504	InterFirst Bank Dallas NA	United States	3,525,388,000
505	Chase Lincoln First Bank NA, Rochester, N.Y.	United States	3,509,529,000
506	Caisse Hypothecaire Anversoise, Antwerp	Belgium	3,503,139,408
507	Krung Thai Bank Ltd., Bangkok	Thailand	3,503,116,324
508	MBank Houston NA	United States	3,498,278,000
509	Israel Discount Bank of New York	United States	3,496,932,000
510	Bayerische Vereinsbank International, Luxembourg	Luxembourg	3,493,956,422
511	Mellon Bank (East) NA, Philadelphia	United States	3,486,800,000
512	Schweizer Verband der Raiffeisenkassen, St. Gall	Switzerland	3,474,233,552
513	Basellandschaftliche Kantonalbank, Liestal	Switzerland	3,467,021,886
514	Clydesdale Bank Plc, Glasgow	United Kingdom	3,454,733,178
515	First Alabama Bank, Montgomery	United States	3,454,611,000
516	Caisse Hypothecaire du Canton de Berne	Switzerland	3,439,756,260
517	Gifu Sogo Bank, Ltd.(e)	Japan	3,435,861,686
518	Banco Pinto & Sotto Mayor, Lisbon	Portugal	3,428,187,040
519	Kanto Bank, Ltd., Tsuchiura (e)	Japan	3,417,400,382
520	Bank Dagang Negara, Jakarta	Indonesia	3,398,156,598
521	Shimizu Bank, Ltd.(e)	Japan	3,397,496,894
522	Transohio Savings Bank, FSB, Cleveland	United States	3,391,000,000
523	Trust Company Bank, Atlanta	United States	3,387,271,000
524	Banque Sudameris, Paris	France	3,382,111,610
525	Banca Popolare di Verona	Italy	3,358,836,591
526	Hypobank International, Luxembourg	Luxembourg	3,356,706,230
527	Deutsche Bank Berlin	Germany	3,349,858,602
528	Verenigde Spaarbank, Amsterdam	Netherlands	3,347,891,492
529	Credit Suisse (Luxembourg)	Luxembourg	3,342,129,774
530	National Bank of Pakistan, Karachi	Pakistan	3,332,854,000
531	South Carolina National Bank, Columbia	United States	3,326,106,000
532	First City National Bank, Houston	United States	3,324,729,000
533	Midlantic National Bank, Newark, N.J.	United States	3,316,147,000
534	Banca Catalana, Barcelona	Spain	3,301,432,927
535	Osterreichische Volksbanken, Vienna	Austria	3,293,549,516
536	Washington Mutual Savings Bank, Seattle	United States	3,293,169,000
537	Banque Cantonale des Grisons, Coire	Switzerland	3,290,813,757
538	Sparkasse Essen	Germany	3,286,733,507
539	Caja de Ahorros y Monte de Piedad de Zaragoza	Spain	3,285,020,200
540	Central Fidelity Bank, Richmond	United States	3,236,543,000
541	UCO Bank, Calcutta	India	3,236,030,562
542	Societe de Banque Occidentale, Paris	France	3,226,346,781
543	First National Bank, St. Paul, Minn.	United States	3,202,279,000
544	Perpetual American Bank, FSB, McLean, Va.	United States	3,193,313,000
545	Moscow Narodny Bank Ltd., London	United Kingdom	3,169,824,606
546	Indian Overseas Bank, Madras	India	3,156,379,600
547	Caja de Ahorros de Valencia	Spain	3,148,557,650
548	Osuuspankkien Keskuspankki Oy, Helsinki	Finland	3,140,998,300
549	Emigrant Savings Bank, New York	United States	3,138,797,252
550	Credito Commerciale, Milan	Italy	3,133,298,000
551	First Wisconsin National Bank, Milwaukee	United States	3,129,967,000
552	United Bank, Ltd., Karachi	Pakistan	3,128,319,452
553	Mercantile Bank NA, St. Louis	United States	3,126,033,000
554	United Bank of Kuwait Ltd., London	United Kingdom	3,122,135,328
555	Caja de Ahorros de Cataluna, Barcelona	Spain	3,120,090,120
556	Basler Kantonalbank, Basle	Switzerland	3,098,233,584
557	Norstar Bank of Upstate New York, Albany	United States	3,084,862,000
558	Ulster Bank Ltd., Belfast	United Kingdom	3,078,114,000
559	Boatmen's National Bank, St. Louis, Mo.	United States	3,072,712,000
560	Deutsch-Sudamerikanische Bank, Hamburg	Germany	3,054,275,808
561	Banco Atlantico, Barcelona	Spain	3,046,567,440
562	Toyama Sogo Bank, Ltd.(e)	Japan	3,044,436,747
563	Banco de Sabadell	Spain	3,037,541,150
564	Burgan Bank, Kuwait	Kuwait	3,029,020,758
565	American National Bank & Trust Co., Chicago	United States	3,023,234,000
566	Industrial Bank of Japan Trust Co., New York	United States	3,017,518,000
567	DG Bank International, Luxembourg	Luxembourg	3,016,201,831
568	First Hawaiian Bank, Honolulu	United States	2,996,423,000
569	Indiana National Bank, Indianapolis	United States	2,989,642,000
570	Norddeutsche Landesbank International, Luxembourg	Luxembourg	2,980,853,513
571	Overseas Union Bank, Ltd., Singapore	Singapore	2,974,105,958
572	Sumitomo Bank of California, San Francisco	United States	2,969,141,000
573	American Savings Bank FSB, New York	United States	2,943,771,031
574	Banque Paribas (Suisse), Geneva (q)	Switzerland	2,936,884,590
575	Fuji Bank & Trust Co., New York	United States	2,933,972,000
576	Equitable Bank NA, Baltimore	United States	2,925,112,000
577	Arab African International Bank, Cairo	Egypt	2,925,000,000
578	Berliner Commerzbank, Berlin	Germany	2,901,819,503
579	Coutts & Co., London	United Kingdom	2,900,389,596
580	Cooperative Central Bank Co. Ltd., Basle	Switzerland	2,896,344,000
581	Credito Varesino, Varese	Italy	2,894,656,464
582	Allied Bank of Texas, Houston	United States	2,886,918,000
583	Bank of Bermuda, Ltd., Hamilton (c)	Bermuda	2,885,000,000
584	Banco Nacional Ultramarino, Lisbon	Portugal	2,876,998,208
585	First Interstate Bank of Washington NA, Seattle	United States	2,876,589,000
586	Sparkasse Saarbruecken	Germany	2,873,750,976
587	Union Bank of India, Bombay	India	2,862,353,717
588	Stadtsparkasse Frankfurt	Germany	2,853,457,095
589	Stadtsparkasse Nuernberg	Germany	2,844,320,951
590	Branch Banking Trust Co., Wilson, N.C.	United States	2,836,926,000
591	Taiko Sogo Bank, Ltd., Nagaoka(e)	Japan	2,829,444,090
592	Koki Sogo Bank, Ltd., Wakayama(e)	Japan	2,829,379,300
593	Arab National Bank, Riyadh	Saudi Arabia	2,822,293,782
594	Landessparkasse zu Oldenburg	Germany	2,820,870,011
595	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	United States	2,816,220,000
596	Bank Bumi Daya, Jakarta	Indonesia	2,806,161,379
597	Banco Urquijo Union, Madrid	Spain	2,800,278,670
598	American Fletcher Nat'l Bank & Trust Co., Indianapolis	United States	2,790,138,000
599	United Jersey Bank, Hackensack, N.J.	United States	2,785,454,000
600	First National Bank, Louisville, Ky.	United States	2,785,161,000

Rank 12/86			12/31/86 Deposits (U.S. Dollars)
601	Citizens & Southern National Bank, Charleston, S.C.	United States	2,775,854,470
602	Banco Real, Sao Paulo	Brazil	2,763,196,433
603	Banque Nationale de Paris (Luxembourg)	Luxembourg	2,762,166,747
604	Green Point Savings Bank, Brooklyn, New York	United States	2,752,920,447
605	European Asian Bank, Hamburg	Germany	2,751,173,232
606	Bank of California NA, San Francisco	United States	2,746,841,000
607	Banco Pastor, Coruna	Spain	2,744,887,682
608	Sovran Bank/Maryland, Bethesda	United States	2,736,810,000
609	Sun Bank NA, Orlando, Fla.	United States	2,735,017,000
610	Manhattan Savings Bank, New York	United States	2,727,680,008
611	Hokkaido Sogo Bank, Ltd., Sapporo (e)	Japan	2,726,842,646
612	Libyan Arab Foreign Bank, Tripoli	Libya	2,707,917,258
613	Continental Bank, Norristown, Pa.	United States	2,703,407,000
614	Aargauische Kantonalbank, Aarau	Switzerland	2,693,253,402
615	Yorkshire Bank Plc, Leeds	United Kingdom	2,692,636,908
616	Westfalenbank, Bochum	Germany	2,692,291,426
617	Kure Sogo Bank, Ltd.(e)	Japan	2,685,616,769
618	City National Bank, Beverly Hills, Calif.	United States	2,669,512,000
619	Deutsche Girozentrale International, Luxembourg	Luxembourg	2,667,843,665
620	NatWest Investment Bank Ltd., London	United Kingdom	2,663,173,266
621	Caja de Ahorros de Galicia, Coruna	Spain	2,644,199,390
622	Ibaragi Sogo Bank, Ltd., Mito (e)	Japan	2,637,620,337
623	First-Citizens Bank & Trust Co., Raleigh, N.C.	United States	2,632,843,000
624	Pierson, Heldring & Pierson, Amsterdam	Netherlands	2,627,665,147
625	Uniao de Bancos Brasileiros, Rio de Janeiro	Brazil	2,624,951,199
626	Bank Leumi Trust Co., New York	United States	2,616,152,000
627	Tokushima Sogo Bank, Ltd. (e)	Japan	2,614,736,509
628	First Interstate Bank of Nevada NA, Reno	United States	2,605,685,000
629	Ugo Bank, Ltd., Akita (e)	Japan	2,602,445,846
630	Asahi Sogo Bank, Ltd., Kagoshima(e)	Japan	2,596,200,090
631	ANZ Banking Group (New Zealand) Ltd., Wellington(e)	New Zealand	2,584,487,250
632	Fukushima Sogo Bank, Ltd. (e)	Japan	2,580,993,877
633	Bank fuer Oberoesterreich und Salzburg, Linz	Austria	2,579,352,600
634	First International Bank of Israel, Ltd., Tel-Aviv	Israel	2,573,567,433
635	Caisse d'Epargne Ippa, Antwerp	Belgium	2,558,895,248
636	Banco Borges & Irmao, Oporto	Portugal	2,557,548,136
637	Osterreichische Credit-Institut, Vienna	Austria	2,552,531,890
638	Deutsche Verkehrs-Kredit Bank, Frankfurt	Germany	2,545,399,201
639	Stadtsparkasse Hannover, Hanover	Germany	2,541,208,600
640	BayBank Middlesex, Burlington, Mass.	United States	2,536,684,000
641	Societe Marseillaise de Credit, Marseille	France	2,533,435,987
642	Banco San Geminiano e San Prospero, Modena	Italy	2,528,818,273
643	Montreal City & District Savings Bank (c)	Canada	2,522,482,956
644	Cassa di Risparmio di Parma	Italy	2,516,829,003
645	Privredna Banka Sarajevo-Udruzena Banka, Sarajevo	Yugoslavia	2,516,012,400
646	Dominion Bank NA, Roanoke, Va.	United States	2,513,517,000
647	Old Stone Bank FSB, Providence, R.I.	United States	2,511,973,000
648	Stadtsparkasse Duisburg	Germany	2,507,984,811
649	Kumamoto Sogo Bank, Ltd.(e)	Japan	2,502,889,532
650	Midlantic National Bank/North, West Paterson, N.J.	United States	2,497,782,000
651	Kreissparkasse Ludwigsburg	Germany	2,489,869,695
652	Hudson City Savings Bank, Paramus, N.J.	United States	2,487,373,787
653	Banco Totta & Acores, Lisbon	Portugal	2,485,124,232
654	Centerre Bank NA, St. Louis	United States	2,483,740,000
655	British Bank of the Middle East, Hong Kong	Hong Kong	2,475,331,248
656	J. Henry Schroder Wagg & Co. Ltd., London	United Kingdom	2,473,071,198
657	Banca del Gottardo, Lugano	Switzerland	2,467,354,527
658	Libra Bank Plc., London	United Kingdom	2,466,609,678
659	First American Bank of Virginia, McLean	United States	2,465,376,000
660	Multibanco Comermex, Chihuahua	Mexico	2,456,091,577
661	Apple Bank For Savings, New York	United States	2,451,764,000
662	Credito Bergamasco, Bergamo	Italy	2,441,375,143
663	National Community Bank, Rutherford, N.J.	United States	2,435,807,221
664	Banca del Friuli, Udine	Italy	2,427,430,181
665	Chevy Chase Savings Bank, FSB, Md.	United States	2,424,005,745
666	Seamen's Bank for Savings FSB, New York	United States	2,418,300,000
667	Kreissparkasse Hannover	Germany	2,412,223,800
668	Citibank Canada, Toronto	Canada	2,407,127,808
669	Banca Popolare dell'Emilia, Modena	Italy	2,398,319,174
670	United States Trust Co., New York	United States	2,391,550,000
671	Caja de Ahorros de Alicante y Murcia, Alicante	Spain	2,387,732,200
672	Bank of Kuwait and the Middle East	Kuwait	2,387,000,000
673	Shokusan Sogo Bank, Ltd., Yamagata(e)	Japan	2,383,611,142
674	Higo Sogo Bank, Ltd., Kumamoto(e)	Japan	2,377,631,025
675	Old Kent Bank & Trust Co., Grand Rapids, Mich.	United States	2,375,022,000
676	Central Bank of the South, Birmingham, Ala.	United States	2,372,089,000
677	Banque Scalbert DuPont, Lille	France	2,367,743,122
678	Bank Western, Denver	United States	2,365,452,405
679	French American Banking Corp., New York	United States	2,359,344,594
680	Hamilton Bank, Lancaster, Pa.	United States	2,358,593,000
681	Siam Commercial Bank Ltd., Bangkok	Thailand	2,351,201,613
682	Banque de l'Etat de Fribourg	Switzerland	2,350,898,586
683	Tottori Bank, Ltd.(e)	Japan	2,344,082,763
684	Georgia Federal Bank, FSB, Atlanta	United States	2,332,455,000
685	Banque Hypothecaire du Canton de Geneve, Geneva	Switzerland	2,331,286,785
686	Manufacturers & Traders Trust Co., Buffalo, N.Y.	United States	2,327,661,000
687	Zuger Kantonalbank, Zug	Switzerland	2,324,000,779
688	United Overseas Bank, Geneva	Switzerland	2,306,437,785
689	Yamaguchi Sogo Bank Ltd., Tokuyama(e)	Japan	2,303,154,920
690	Sparkasse Bielefeld	Germany	2,301,458,895
691	First Security Bank of Utah NA, Ogden	United States	2,298,064,000
692	Union Trust Co., Stamford, Conn.	United States	2,296,240,000
693	Sanyo Sogo Bank, Ltd., Okayama(e)	Japan	2,293,118,949
694	Kokumin Sogo Bank, Ltd., Tokyo(e)	Japan	2,290,916,089
695	Shonai Bank, Ltd., Tsuruoka (e)	Japan	2,282,234,229
696	Standard Chartered Merchant Bank Ltd., London	United Kingdom	2,281,092,918
697	Cassa di Risparmi e Depositi di Prato	Italy	2,272,869,258
698	Banque Paribas (Luxembourg) (q)	Luxembourg	2,270,714,387
699	First Minnesota Savings Bank FSB, St. Paul	United States	2,267,736,183
700	Cassa di Risparmio di Venezia, Venice	Italy	2,267,717,949

Banks Ranked After the First 500

With Deposit on Dec. 31, 1986

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Rank 12/86			12/31/86 Deposits (U.S. Dollars)
701	Rhode Island Hospital Trust National Bank, Providence	United States	2,265,439,000
702	Zions First National Bank, Salt Lake City, Utah	United States	2,263,403,000
703	Cassa di Risparmio in Bologna	Italy	2,263,320,360
704	Sparkasse Bochum	Germany	2,258,471,281
705	Society for Savings, Hartford, Conn.	United States	2,227,823,000
706	Bank One Columbus NA, Ohio	United States	2,227,420,921
707	Albank Alsaudi Alhollandi, Jeddah	Saudi Arabia	2,227,354,990
708	Handelsbank N.W./Zurich	Switzerland	2,226,258,918
709	United Bank of Arizona, Phoenix	United States	2,224,049,000
710	Empire of America FSB, Fort Worth, Tex.	United States	2,220,364,000
711	Idaho First National Bank, Boise	United States	2,220,140,000
712	Williamsburgh Savings Bank, Brooklyn, New York	United States	2,215,194,000
713	Banque Cantonale du Valais, Sion	Switzerland	2,200,545,872
714	Wilmington Trust Co., Del.	United States	2,196,006,000
715	Banco Safra, Sao Paulo	Brazil	2,193,225,608
716	Imperial Bank, Los Angeles	United States	2,188,467,000
717	Yamagata Sogo Bank, Ltd.(e)	Japan	2,183,740,471
718	Banca Popolare di Padova e Treviso, Padua	Italy	2,183,113,215
719	Banque de la Societe Financiere Europeenne, Paris	France	2,180,676,533
720	Hibernia National Bank, New Orleans, La.	United States	2,177,568,000
721	Trust Bank of Africa Ltd., Cape Town(f)	South Africa	2,177,381,914
722	Deposit Guaranty National Bank, Jackson, Miss.	United States	2,167,631,000
723	Stadtsparkasse Wuppertal, Wuppertal	Germany	2,165,480,692
724	Bank of East Asia, Ltd., Hong Kong	Hong Kong	2,164,703,418
725	Union Bank of Finland International, Luxembourg	Luxembourg	2,162,917,584
726	Qatar National Bank, Doha	Qatar	2,158,390,006
727	First American National Bank, Nashville	United States	2,157,362,000
728	Nagano Sogo Bank, Ltd., Matsumoto (e)	Japan	2,154,831,173
729	Daito Sogo Bank, Ltd., Koriyama (e)	Japan	2,153,548,331
730	Kantonalbank Schwyz	Switzerland	2,152,967,877
731	Rochester Community Savings Bank, N.Y.	United States	2,152,028,000
732	Banco de Ponce, P.R.	United States	2,151,508,496
733	Bank in Liechtenstein, Vaduz	Liechtenstein	2,151,166,340
734	Central Trust Co. NA, Cincinnati	United States	2,149,022,000
735	Sparkasse Krefeld	Germany	2,144,387,150
736	Bank of Oman Ltd., Dubai	United Arab Emirate	2,143,901,492
737	Credit Chimique, Paris	France	2,141,777,571
738	Akbank Turk, Istanbul	Turkey	2,137,590,840
739	Tajima Bank, Ltd., Hyogo(e)	Japan	2,134,221,474
740	Toledo Trust Co., Ohio	United States	2,133,315,000
741	Baring Brothers & Co., Ltd., London	United Kingdom	2,132,273,442
742	Sparkasse Bonn	Germany	2,128,509,250
743	Banque Paribas Nederland, Amsterdam(q)	Netherlands	2,127,044,400
744	Signet Bank/Maryland, Baltimore	United States	2,115,776,000
745	F. van Lanschot, Bankiers, 's-Hertogenbosch	Netherlands	2,115,078,740
746	Banco Nacional, Rio de Janiero	Brazil	2,114,497,160
747	Lincoln Savings Bank FSB, New York	United States	2,112,118,365
748	Peoples National Bank, Seattle	United States	2,103,196,000
749	Barclays Bank of New York NA	United States	2,084,769,000
750	St. Paul Federal Bank for Savings, Chicago	United States	2,077,714,000
751	Barclays de Zoete Wedd Ltd., London	United Kingdom	2,074,800,000
752	Whitney National Bank, New Orleans, La.	United States	2,072,152,000
753	Trustee Savings Bank Scotland, Edinburgh	United Kingdom	2,071,206,900
754	Third National Bank, Nashville, Tenn.	United States	2,070,662,000
755	United Malayan Banking Corp. Berhad, Kuala Lumpur (f)	Malaysia	2,062,787,404
756	Stadtsparkasse Muenster (Westf)	Germany	2,061,374,745
757	Pacific First Federal Savings Bank, Tacoma, Wash.	United States	2,059,374,000
758	Yapi ve Kredi Bankasi, Istanbul	Turkey	2,057,242,146
759	Caja de Ahorros Vizcaina, Bilbao	Spain	2,056,834,360
760	Kashu Sogo Bank, Ltd., Kanazawa (e)	Japan	2,056,421,642
761	Solothurner Kantonalbank, Solothurn	Switzerland	2,041,744,914
762	Texas American Bank/Fort Worth NA	United States	2,039,237,000
763	Skanska Banken, Malmo	Sweden	2,027,811,800
764	Equibank, Pittsburgh	United States	2,020,817,000
765	Fuso Sogo Bank, Ltd., Tottori (e)	Japan	2,016,698,893
766	Discount Bank & Trust Co., Geneva	Switzerland	2,013,633,586
767	Banque Nationale de Paris 'Intercontinentale'	France	1,998,654,489
768	Trinkaus & Burkhardt, Duesseldorf	Germany	1,997,198,329
769	Allahabad Bank, Calcutta	India	1,995,693,979
770	New Jersey National Bank, Pennington	United States	1,994,164,000
771	Credit Bank, Athens	Greece	1,992,144,633
772	SouthTrust Bank of Alabama NA, Birmingham	United States	1,977,686,000
773	Uniao de Bancos Portugueses, Oporto	Portugal	1,975,109,465
774	United Bank of Denver NA	United States	1,972,182,000
775	Bank of N.T. Butterfield & Son, Ltd., Hamilton(c,f)	Bermuda	1,971,831,702
776	Citytrust, Bridgeport, Conn.	United States	1,966,164,000
777	Merchants National Bank & Trust Co., Indianapolis	United States	1,965,399,000
778	Dai-Ichi Kangyo Bank Nederland, Amsterdam	Netherlands	1,962,834,932
779	Trustmark National Bank, Jackson, Miss.	United States	1,961,470,949
780	Kreissparkasse Boeblingen	Germany	1,961,195,476
781	Fifth Third Bank, Cincinnati	United States	1,952,343,000
782	Co-operative Bank Plc., Manchester(c)	United Kingdom	1,951,258,998
783	Bank South NA, Atlanta	United States	1,945,493,000
784	Caisse d'Epargne de la Republique et Canton de Geneva	Switzerland	1,944,858,805
785	Caja de Ahorros y Monte de Piedad Municipal de Bilbao	Spain	1,942,231,760
786	Arab International Bank, Cairo(f)	Egypt	1,941,426,084
787	First Jersey National Bank, Jersey City, N.J.	United States	1,940,916,000
788	East River Savings Bank, New York	United States	1,938,605,745
789	Banca Agricola Mantovana, Mantova	Italy	1,931,103,439
790	Bank of Baltimore	United States	1,929,407,000
791	Continental Bank of Canada, Toronto	Canada	1,921,179,311
792	Greater New York Savings Bank, New York	United States	1,914,806,000
793	Commerce Union Bank, Nashville, Tenn.	United States	1,913,838,000
794	Key Bank NA, Albany, N.Y.	United States	1,900,898,000
795	Dollar Bank FSB, Pittsburgh	United States	1,900,786,000
796	Credit Industriel de l'Ouest, Nantes	France	1,898,803,681
797	Akita Sogo Bank, Ltd. (e)	Japan	1,895,003,836
798	Landesbank Rheinland-Pfalz und Saar Intl, Luxembourg	Luxembourg	1,894,598,119
799	Saudi British Bank, Riyadh	Saudi Arabia	1,887,211,915
800	Caja de Ahorros Provincial de Guipuzcoa, San Sebastian	Spain	1,886,906,630
801	Shinko Sogo Bank, Ltd., Sendai(e)	Japan	1,882,143,021
802	Michigan National Bank, Detroit	United States	1,881,591,000
803	Barnett Bank of Southwest Fla., Sarasota	United States	1,878,772,000
804	Stadtsparkasse Augsburg	Germany	1,870,534,969
805	Bank of Boston Connecticut, Waterbury	United States	1,865,752,000
806	Colonial Bank, Waterbury, Conn.	United States	1,865,752,000
807	Citibank AG, Frankfurt	Germany	1,854,676,600
808	Societe Nanceienne de Credit Industriel et Varin-Bernier,	France	1,849,851,000
809	Landesbank Saar-Girozentrale, Saarbrucken	Germany	1,843,754,500
810	Stadtsparkasse Aachen	Germany	1,837,826,254
811	Banca dello Stato del Cantone Ticino, Bellinzona	Switzerland	1,831,346,412
812	Union National Bank, Pittsburgh	United States	1,829,321,000
813	Citizens First National Bank, Ridgewood, N.J.	United States	1,826,334,000
814	Credit General S.A. de Banque, Brussels	Belgium	1,825,506,148
815	Danske Bank International, Luxembourg	Luxembourg	1,807,612,740
816	Ionian and Popular Bank of Greece, Athens	Greece	1,805,349,787
817	Vojvodjanska Banka-Udruzena Banka, Novi Sad	Yugoslavia	1,805,202,412
818	Midlantic National Bank/South, Cherry Hill, N.J.	United States	1,802,485,000
819	Liberty National Bank & Trust Co., Oklahoma City	United States	1,793,574,000
820	Northern Bank Ltd., Belfast	United Kingdom	1,789,166,730
821	First National Bank, Cincinnati	United States	1,779,710,000
822	Shanghai Commercial Bank, Ltd., Hong Kong	Hong Kong	1,772,436,351
823	Banco del Estado de Chile, Santiago	Chile	1,768,383,060
824	Chubu Sogo Bank, Ltd., Shizuoka (e)	Japan	1,763,655,069
825	NCNB South Carolina, Columbia	United States	1,757,860,000
826	Indonesische Overzeese Bank, Amsterdam(g)	Netherlands	1,749,722,310
827	Northeastern Bank of Pennsylvania, Wilkes-Barre	United States	1,735,399,000
828	L'Europeenne de Banque, Paris	France	1,733,148,466
829	Banco Fonsecas & Burnay, Lisbon	Portugal	1,714,476,919
830	Copenhagen Handelsbank International	Luxembourg	1,712,828,800
831	Banca Agricola Milanese, Milan	Italy	1,710,433,783
832	Citibank (South Dakota) NA, Sioux Falls	United States	1,691,402,000
833	Mitsui Manufacturers Bank, Los Angeles	United States	1,679,677,000
834	Monte de Piedad y Caja de Ahorros de Ronda	Spain	1,664,354,790
835	Sun Bank/Miami NA	United States	1,660,762,000
836	M & I Marshall & Ilsley Bank, Milwaukee, Wis.	United States	1,660,053,000
837	Credito Emiliano Reggio Emilia	Italy	1,657,277,247
838	Albany Savings Bank FSB, N.Y.	United States	1,645,077,790
839	Hypotheek-en Spaarmaatschappij van Antwerpen, Antwerp	Belgium	1,627,994,373
840	Sun Bank/South Florida NA, Fort Lauderdale	United States	1,624,663,000
841	National State Bank, Elizabeth, N.J.	United States	1,624,149,000
842	Banca Serfin, Mexico City	Mexico	1,623,116,101
843	First Virginia Bank, Falls Church	United States	1,622,736,000
844	Schweizerische Bankgesellschaft (Deutschland), Frankfurt	Germany	1,618,482,731
845	First National Bank of Commerce, New Orleans, La.	United States	1,616,015,000
846	BHF-Bank International, Luxembourg	Luxembourg	1,613,077,437
847	Third National Bank & Trust Co., Dayton, Ohio	United States	1,603,295,000
848	Banca Popolare di Sondrio	Italy	1,602,775,355
849	Barnett Bank of Palm Beach Cty., West Palm Beach, Fla.	United States	1,600,214,000
850	Wakayama Sogo Bank, Ltd.(e)	Japan	1,598,038,871
851	Cassa di Risparmio di Piacenza	Italy	1,591,747,938
852	First National Bank, Akron, Ohio	United States	1,591,697,783
853	Long Island Trust Co. NA, Garden City, N.Y.	United States	1,589,360,000
854	M.M. Warburg-Brinckmann, Wirtz & Co., Hamburg	Germany	1,581,966,846
855	Banco Zaragozano	Spain	1,577,792,440
856	Bank of Oklahoma NA, Tulsa	United States	1,576,119,000
857	United Carolina Bank, Whiteville, N.C.	United States	1,575,631,000
858	Banco de la Provincia de Buenos Aires	Argentina	1,573,885,452
859	Frost National Bank, San Antonio, Tex.	United States	1,573,168,380
860	Kyoto Sogo Bank, Ltd. (e)	Japan	1,573,062,326
861	Caisse d'Epargne de Toulon	France	1,570,908,375
862	Svenska Handelsbanken, Luxembourg	Luxembourg	1,569,812,308
863	Tohuku Bank, Ltd., Morioka(e)	Japan	1,568,300,261
864	First Interstate Bank of Denver NA	United States	1,568,223,000
865	Household Bank FSB, Westminster, Calif.	United States	1,568,154,000
866	Norstar Bank, Rochester, N.Y.	United States	1,564,329,000
867	Liberty National Bank & Trust Co., Louisville, Ky.	United States	1,556,551,000
868	Banque Louis-Dreyfus, Paris	France	1,549,841,168
869	Royal Trust Bank (Switzerland), Zurich	Switzerland	1,548,555,242
870	First National Bank, Toms River, N.J.	United States	1,548,080,000
871	First Fidelity Bank NA, Burlington Twp., N.J.	United States	1,546,848,000
872	Howa Sogo Bank, Ltd. Oita (e)	Japan	1,542,785,959
873	Banco Arabe Espanol, Madrid	Spain	1,541,145,550
874	Nordfinanz-Bank Zurich	Switzerland	1,540,611,576
875	Pioneer Savings Bank, Clearwater, Fla.	United States	1,539,473,696
876	Puget Sound National Bank, Tacoma, Wash.	United States	1,536,860,000
877	Fukui Sogo Bank, Ltd. Fukui (e)	Japan	1,536,786,405
878	Union Planters National Bank, Memphis	United States	1,533,295,000
879	Commerce Bank of St. Louis Cty., Clayton, Mo.	United States	1,529,180,000
880	Miyazaki Sogo Bank, Ltd., Miyazaki(e)	Japan	1,525,163,079
881	Shizuoka Sogo Bank, Ltd., Numazu(e)	Japan	1,523,070,362
882	Barnett Bank of Central Florida NA, Winter Park	United States	1,519,424,000
883	Fortune Financial Group, Inc., Clearwater, Fla.	United States	1,518,033,000
884	Stuttgarter Bank, Stuttgart	Germany	1,515,571,400
885	Okinawa Sogo Bank, Ltd., Naha (e)	Japan	1,499,428,491
886	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	United States	1,491,600,000
887	Boston Five Cents Savings Bank FSB	United States	1,488,491,000
888	Banco di Roma per la Svizzera, Lugano	Switzerland	1,487,408,069
889	Hessische Landesbank International, Luxembourg	Luxembourg	1,487,173,940
890	Southern National Bank, Lumberton, N.C.	United States	1,486,717,000
891	Beneficial Savings Bank, Philadelphia	United States	1,486,701,000
892	Far West Federal Bank, Portland, Ore.	United States	1,484,860,197
893	Cardinal Federal Savings Bank, Cleveland	United States	1,484,316,000
894	Bank of British Columbia, Vancouver	Canada	1,470,084,250
895	Horizon Bank NA, Morristown, N.J.	United States	1,467,768,000
896	First Security Bank of Idaho NA, Boise	United States	1,462,698,000
897	Osaka Sogo Bank, Ltd. (e)	Japan	1,461,370,845
898	Nutsspaarbank te's Gravenhage, The Hague	Netherlands	1,458,940,306
899	National Bank of Washington, D.C.	United States	1,456,468,000
900	First Eastern Bank NA, Wilkes-Barre, Pa.	United States	1,455,386,000

Banks Ranked After the First 500

With Deposit on Dec. 31, 1986

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Rank 12/86			12/31/86 Deposits (U.S. Dollars)
901	Commercial Bank of Ethiopia, Addis Ababa	Ethiopia	1,453,398,804
902	Michigan National Bank, Lansing	United States	1,449,501,000
903	Norske Creditbank (Luxembourg)	Luxembourg	1,446,551,445
904	RepublicBank Houston NA	United States	1,438,548,000
905	Caisse d'Epargne de Bordeaux	France	1,428,983,884
906	Old National Bank, Spokane, Wash.	United States	1,422,221,000
907	Banco Mercantil de Sao Paulo	Brazil	1,419,345,438
908	Chikuho Bank, Ltd., Kurume(e)	Japan	1,419,075,933
909	IBJ Schroder Bank & Trust Co., New York	United States	1,413,195,000
910	Banque Vernes et Commerciale de Paris	France	1,412,690,869
911	Exchange National Bank, Chicago	United States	1,412,419,000
912	Sunwest Bank of Albuquerque, N.M.	United States	1,411,564,000
913	First Fidelity Bank NA/North Jersey, Totowa, N.J.	United States	1,397,975,000
914	Cassa di Risparmio della Provincia di Bolzano	Italy	1,388,741,971
915	United Missouri Bank of Kansas City NA	United States	1,379,970,000
916	Banque Intercontinentale Arabe, Paris	France	1,375,092,385
917	Caja de Ahorros de Asturias, Oviedo	Spain	1,374,483,460
918	Norstar Bank of Long Island, Hempstead, N.Y.	United States	1,372,612,000
919	Bank One Dayton NA, Ohio	United States	1,369,514,000
920	UBAF Bank Ltd., London (w)	United Kingdom	1,366,278,030
921	Bank of Ayudhya, Ltd., Bangkok	Thailand	1,365,631,179
922	Banco de Andalucia, Jerez de la Frontera	Spain	1,362,328,870
923	Goldome Savings Bank, St. Petersburg, Fla.	United States	1,355,106,000
924	Union Bank of Israel Ltd., Tel-Aviv	Israel	1,355,024,301
925	International Commercial Bank Plc, London	United Kingdom	1,352,060,768
926	Valley National Bank, Passaic, N.J.	United States	1,347,445,000
927	Nagasaki Sogo Bank, Ltd.(e)	Japan	1,334,207,512
928	Hibernia Bank, San Francisco	United States	1,330,473,000
929	Boatmen's First National Bank, Kansas City, Mo.	United States	1,327,742,000
930	Norwest Bank South Dakota NA, Sioux Falls	United States	1,321,967,000
931	Citizens Bank & Trust Co., Riverdale, Md.	United States	1,321,771,377
932	Bank of Delaware, Wilmington	United States	1,318,743,000
933	Stopanska Banka-Zdruzena Banka, Skopje	Yugoslavia	1,310,316,823
934	InterFirst Bank Austin NA, Tex.	United States	1,306,282,000
935	Provident Savings Bank, Jersey City, N.J.	United States	1,306,257,349
936	National Bank of Bahrain, Manama	Bahrain	1,305,849,600
937	East New York Savings Bank, New York	United States	1,305,076,415
938	First American Bank NA, Washington, D.C.	United States	1,299,986,000
939	Merchants National Bank, Allentown, Pa.	United States	1,296,180,130
940	Banco de la Nacion, Lima	Peru	1,293,409,272
941	Bank of New England-West NA, Springfield, Mass.	United States	1,289,813,000
942	First Federal Savings Bank, Cleveland	United States	1,289,034,000
943	Home Federal Bank of Florida FSB, St. Petersburg	United States	1,284,779,000
944	Banco de Valencia	Spain	1,279,917,240
945	Manufacturers Hanover Bank (Delaware), Wilmington	United States	1,277,068,647
946	Barnett Bank of Jacksonville NA, Fla.	United States	1,268,547,000
947	Caja de Ahorros del Penedes, Vilafranca del Penedes	Spain	1,267,472,710
948	Matsue Sogo Bank, Ltd.(e)	Japan	1,263,366,126
949	Banco Industrial de Bilbao	Spain	1,261,414,490
950	Louisiana National Bank, Baton Rouge, La.	United States	1,257,742,000

Rank 12/86			12/31/86 Deposits (U.S. Dollars)
951	Germantown Savings Bank, Bala Cynwyd, Pa.	United States	1,257,337,000
952	Morgan Bank (Delaware), Wilmington	United States	1,256,227,000
953	Valley Bank of Nevada, Las Vegas	United States	1,253,615,752
954	Merchants Bank, Kansas City, Mo.	United States	1,249,572,000
955	National Bank of Georgia, Atlanta	United States	1,247,533,000
956	First Bank of Nigeria Ltd., Lagos	Nigeria	1,246,676,585
957	Daiwa Bank Trust Co., New York	United States	1,245,058,704
958	Banque Marocaine du Commerce Exterieur, Casablanca	Morocco	1,244,112,296
959	Mitsubishi Bank of California, Los Angeles	United States	1,242,906,000
960	Banco de Madrid	Spain	1,221,455,610
961	S.F.E. Banking Corp. Ltd., Nassau	Bahamas	1,215,404,000
962	Peoples Westchester Savings Bank, Hawthorne, N.Y.	United States	1,215,311,000
963	Norstar Bank NA, Buffalo, N.Y.	United States	1,214,926,668
964	First Mutual of Boston	United States	1,214,530,652
965	Investors Savings Bank, Richmond	United States	1,203,218,000
966	Commonwealth National Bank, Harrisburg, Pa.	United States	1,196,363,000
967	San Diego Trust & Savings Bank, Calif.	United States	1,194,804,902
968	Marine Bank NA, Milwaukee, Wis.	United States	1,194,139,000
969	Norwest Bank Nebraska NA, Omaha	United States	1,192,698,000
970	Home Savings Bank, Brooklyn, New York	United States	1,191,240,845
971	Fidelity of New York, FSB, Floral Park	United States	1,190,459,527
972	Key Bank of Central New York, Syracuse	United States	1,189,410,000
973	Caja de Ahorros de Navarra, Pamplona	Spain	1,185,740,150
974	Commerce Bank of Kansas City NA, Mo.	United States	1,182,532,000
975	Badische Kommunale Landesbank International, Luxembourg	Luxembourg	1,180,025,656
976	Independence Savings Bank, Brooklyn, New York	United States	1,178,307,313
977	Collective Federal S&L Assn., Egg Harbor City, N.J.	United States	1,177,220,000
978	Sun Bank of Tampa Bay, Tampa, Fla.	United States	1,176,700,000
979	Jamaica Savings Bank FSB, Lynbrook, N.Y.	United States	1,168,843,144
980	Pacific Savings Bank, Costa Mesa, Calif.	United States	1,166,653,000
981	Trust Company of New Jersey, Jersey City	United States	1,166,419,000
982	Caja General de Ahorros y Monte de Piedad de Granada	Spain	1,157,150,540
983	BayBank Norfolk County Trust Co., Dedham, Mass.	United States	1,154,821,000
984	Princeton Bank, N.J.	United States	1,149,722,000
985	Bank One Cleveland NA	United States	1,149,691,200
986	Bank IV Wichita NA, Kan.	United States	1,143,485,000
987	Banco Provincial, Caracas	Venezuela	1,141,675,754
988	Central Carolina Bank & Trust Co., Durham, N.C.	United States	1,141,457,000
989	Casco Northern Bank NA, Portland, Me.	United States	1,139,885,000
990	Norwest Bank Des Moines NA, Iowa	United States	1,132,949,000
991	Arlabank International, Manama	Bahrain	1,130,692,000
992	Bank of the West, San Francisco	United States	1,130,252,000
993	First American Bank & Trust, North Palm Beach, Fla.	United States	1,126,382,000
994	New Haven Savings Bank, Conn.	United States	1,126,117,183
995	Syracuse Savings Bank, N.Y.	United States	1,125,813,951
996	Barclays Bank of California, San Francisco	United States	1,124,398,000
997	Chase Manhattan Bank (USA) NA, Wilmington, Del.	United States	1,121,748,000
998	Philippine National Bank, Manila	Philippines	1,119,229,565
999	Shokin Sogo Bank, Ltd., Fukuoka (e)	Japan	1,118,599,350
1000	Marquette Bank Minneapolis NA	United States	1,116,423,000

The Top 500: Largest Deposit Gainers

(Dollar Figures in Millions)

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Percent Increase	World Rank	Reason for Increase
1	**Sanwa Bank California, San Francisco,** United States	3,898.5	1,337.8	191.4	464	Acquired Lloyds Bank California, Los Angeles, 9/86.
2	**International Commercial Bank of China, Taipei,** Taiwan	6,472.2	2,464.7	162.6	302	Deposits due Central Bank of China (which are transitory in nature) rose $3.8 bil.
3	**Boston Safe Deposit & Trust Co.,** United States	6,830.1	3,008.2	127.1	290	Growth in real estate loans and consumer loans.
4	**Wells Fargo Bank NA, San Francisco,** United States	33,286.9	15,130.2	120.0	75	Merged with Crocker National Bank, under the Crocker charter, 5/86.
5	**Commonwealth Bank of Australia, Sydney,** Australia	16,999.3	7,812.4	117.6	126	Reported consolidated deposits for 1986; unconsolidated deposits for 1985.
6	**Cassa di Risparmio di Roma, Rome,** Italy	12,540.6	5,926.1	111.6	164	Acquired Banca Generale di Credito, Milan, and 24.5% appreciation of lira.
7	**Credit Industriel d'Alsace et de Lorraine, Strasbourg,** France	4,581.9	2,188.1	109.4	412	Reported consolidated deposits for 1986; unconsolidated deposits for 1985.
8	**Tokyo Sogo Bank, Ltd.,** Japan	14,542.5	7,799.3	86.5	144	A 33% gain in yen-denominated deposits.
9	**Society National Bank, Cleveland,** United States	3,968.6	2,139.5	85.5	457	Acquired Central National Bank, Cleveland, Feb. 1986.
10	**Meridian Bank, Reading,** United States	5,359.7	2,922.5	83.4	355	Acquired First National Bank of Allentown, and Central Penn National Bank.

The Top 1000: Largest Deposit Losers

(Dollar Figures in Millions)

Rank 12/86		Deposits 12/31/86	Deposits 12/31/85	Percent Decrease	World Rank	Reason for Decrease
1	**First Bank of Nigeria Ltd., Lagos,** Nigeria	1,246.7	4,340.8	71.3	956	Naira plunged by more than 63% in 1986.
2	**Westfalenbank, Bochum,** Germany	2,692.3	8,126.3	66.9	616	Did not include the deposits of its Luxembourg subsidiary in 1986.
3	**Banca Serfin, Mexico City,** Mexico	1,623.1	3,443.4	52.9	842	Mexican peso fell 50% against the dollar.
4	**InterFirst Bank Dallas NA,** United States	3,525.4	7,034.4	49.9	504	Problems with its energy-related loan portfolio.
5	**Landesbank Saar-Girozentrale, Saarbrucken,** Germany	1,843.8	3,381.3	45.5	809	Definition change— excluded mortgage bonds from its 1986 deposit total.
6	**Bank Bumi Daya, Jakarta,** Indonesia	2,806.2	4,877.8	42.5	596	Rupiah fell 31% against the dollar last year.
7	**First City National Bank, Houston,** United States	3,324.7	5,535.8	39.9	532	Problems with its energy-related loan portfolio.
8	**Montreal City & District Savings Bank,** Canada	2,522.5	4,104.4	38.5	643	Sold a subsidiary, Credit Foncier, to Montreal Trust Co.
9	**Bank of British Columbia, Vancouver,** Canada (a,b)	1,470.1	2,117.3	30.6	894	Substantial loan losses.
10	**Continental Bank of Canada, Toronto,** Canada (a,c)	1,921.2	2,729.3	29.6	791	Deposit runoff after Canadian Commercial Bank, Edmonton, collapsed in 9/85.

(a)— Data are for fiscal yearended Oct. 31, 1986. (b)— On Nov.11, 1986 acquired by the Hongkong Bank of Canada, a wholly-owned subsidiary of Hongkong and Shanghai Banking Corp. for $45.7 million. (c)— (3) In late 1986, Lloyds Bank Canada, a subsidiary of Lloyds Bank Plc., London, acquired about 90% of the assets and most of the liabilities of Continental Bank of Canada for $200 million.

398 Largest Banks Outside U.S.

Listed Geographically by Order of Size within Nations

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	Rank 12/86		12/31/86 Deposits (U.S. Dollars)
		Argentina-1 Bank	
	487	Banco de la Nacion Argentina, Buenos Aires	3,709,121,367
		Australia-10 Banks	
	91	Westpac Banking Corp., Sydney(e)	24,946,078,987
	96	Australia & New Zealand Banking Group, Ltd., Melbourne (e)	23,969,248,906
	109	National Australia Bank Ltd, Melbourne (e)	19,317,662,445
	122	Commonwealth Banking Corp., Sydney (f)	17,609,504,314
	126	Commonwealth Bank of Australia, Sydney (f)	16,999,353,008
	242	Commonwealth Savings Bank of Australia, Sydney (f)	8,046,755,918
	264	State Bank of Victoria, Melbourne(f)	7,281,862,974
	445	Westpac Savings Bank Ltd., Sydney(e)	4,123,496,931
	456	State Bank of New South Wales, Sydney(f)	3,978,735,906
	465	National Australia Savings Bank Ltd., Melbourne(e)	3,892,693,558
		Austria-7 Banks	
	99	Creditanstalt-Bankverein, Vienna	21,854,135,710
	129	Oesterreichische Laenderbank, Vienna	16,796,893,300
	136	Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	15,645,699,685
	174	Zentralsparkasse und Kommerzialbank, Wien, Vienna	12,048,786,390
	182	Bank fuer Arbeit und Wirtschaft, Vienna	11,446,842,003
	184	Genossenschaftliche Zentralbank, Vienna	11,194,882,600
	228	Erste Oesterreichische Spar-Casse, Vienna	8,422,826,610
		Bahrain-2 Banks	
	170	Arab Banking Corp., Manama	12,295,000,000
	276	Gulf International Bank B.S.C., Manama	7,081,823,760
		Belgium-8 Banks	
	54	Generale de Banque, Brussels	47,733,849,600
	71	Kredietbank International Group, Brussels(c)	34,734,056,700
	76	Banque Bruxelles Lambert, Brussels (e)	31,634,086,614
	87	Caisse Generale d'Epargne et de Retraite, Brussels	26,279,840,800
	205	Societe Nationale de Credit a l'Industrie, Brussels	9,587,605,016
	232	Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	8,161,610,552
	301	C.O.B.-Caisse d'Epargne Privee, Brussels	6,498,676,853
	376	Banque Paribas Belgique, Brussels (q)	5,090,242,160
		Brazil-4 Banks	
	84	Banco do Brasil, Brasilia	27,471,479,199
	250	Banco Brasileiro de Descontos, Osasco	7,782,610,000
	345	Banco Itau, Sao Paulo	5,548,403,925
	458	Banco do Estado de Sao Paulo	3,967,011,130
		Canada-6 Banks	
	41	Royal Bank of Canada, Montreal	60,645,504,466
	47	Bank of Montreal	53,896,029,841
	53	Canadian Imperial Bank of Commerce, Toronto	48,598,024,718
	68	Bank of Nova Scotia, Toronto	38,402,067,075
	78	Toronto Dominion Bank	30,729,419,438
	130	National Bank of Canada, Montreal	16,752,669,828
		Cayman Islands-1 Bank	
	285	Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	6,879,993,617
		Denmark-8 Banks	
	139	Danske Bank, Copenhagen	15,154,611,200
	178	Copenhagen Handelsbank	11,869,942,081
	194	Privatbanken, Copenhagen	10,559,889,993
	272	Sparekassen SDS, Copenhagen	7,175,647,783
	281	Provinsbank, Aarhus	6,956,558,600
	351	Andelsbanken-Danebank, Copenhagen	5,441,237,220
	358	Bikuben, Copenhagen	5,333,907,447
	408	Jyske Bank, Silkeborg	4,634,278,118
		Egypt-3 Banks	
	198	National Bank of Egypt, Cairo(c,f)	10,313,880,000
	213	Banque Misr, Cairo (f)	9,099,972,680
	392	Banque du Caire, Cairo	4,892,200,000
		Finland-4 Banks	
	121	Kansallis-Osake Pankki, Helsinki	17,618,637,300
	134	Union Bank of Finland, Ltd., Helsinki	16,150,182,400
	215	Postipankki, Helsinki	9,029,489,700
	472	Skopbank, Helsinki	3,809,162,665
		France-23 Banks	
	8	Credit Agricole Mutuel, Paris	133,396,066,200
	9	Banque Nationale de Paris	121,830,138,297
	11	Credit Lyonnais, Paris	115,235,251,599
	18	Societe Generale, Paris	99,084,964,111
	70	Banque Paribas, Paris	35,539,246,410
	77	Groupe Des Banques Populaires, Paris	31,066,200,000
	82	Banque Indosuez, Paris	28,124,466,210
	89	Credit Commercial de France, Paris	25,347,875,318
	151	Credit Industriel et Commercial, Paris (h)	13,629,190,674
	172	Credit du Nord, Lille	12,191,945,723
	193	Caisse Centrale des Banques Populaires, Paris	10,650,034,219
	212	Banque Francaise du Commerce Exterieur, Paris	9,156,097,351
	241	Societe Generale Alsacienne de Banque, Strasbourg	8,064,660,000
	287	Union de Banques Arabes et Francaises, Neuilly (w)	6,843,295,171
	310	Banque Worms, Paris	6,221,570,292
	325	Banque Commerciale pour l'Europe du Nord, Paris	5,856,139,241
	346	CIC-Union Europeenne, International & Cie, Paris	5,546,340,472
	367	Societe Lyonnaise de Banque, Lyons	5,243,882,020
	384	Banque de l'Union Europeenne, Paris	4,951,232,567
	406	Banque Regionale d'Escompte et de Depots, Vincennes	4,707,000,000
	412	Credit Industriel d'Alsace et de Lorraine, Strasbourg	4,581,914,142
	462	Banque Internationale pour l'Afrique Occidentale, Paris	3,915,510,262
	479	Barclays Bank, Paris	3,766,477,071

	Rank 12/86		12/31/86 Deposits (U.S. Dollars)
		Germany-38 Banks	
	10	Deutsche Bank, Frankfurt	121,574,053,210
	22	Dresdner Bank, Frankfurt	95,656,271,900
	31	Commerzbank, Frankfurt	72,143,790,542
	33	Westdeutsche Landesbank Girozentrale, Duesseldorf	71,512,709,800
	35	Bayerische Vereinsbank, Munich	68,383,919,785
	42	Bayerische Hypotheken-und Wechsel-Bank, Munich	59,504,546,763
	46	Bayerische Landesbank Girozentrale, Munich	54,559,121,921
s	56	Norddeutsche Landesbank Girozentrale, Hannover	46,060,755,534
	74	Deutsche Genossenschaftsbank, Frankfurt	33,923,983,324
	79	Hessische Landesbank-Girozentrale, Frankfurt	30,360,538,442
s	81	Bank fuer Gemeinwirtschaft, Frankfurt	29,155,926,353
	113	Landesbank Stuttgart Girozentrale	18,528,195,122
	114	Landesbank Rheinland-Pfalz Girozentrale, Mainz	18,511,399,200
	120	Hamburgische Landesbank-Girozentrale, Hamburg	17,815,801,337
	146	Landesbank Schleswig-Holstein Girozentrale, Kiel	14,417,348,247
	149	Berliner Bank, Berlin	13,871,453,954
	159	Badische Kommunale Landesbank-Girozentrale, Mannheim	12,718,008,341
	168	Bremer Landesbank Kreditanstalt Oldenburg, Bremen	12,429,983,802
	177	Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	11,986,744,700
	181	Hamburger Sparkasse, Hamburg	11,610,153,493
	208	Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt	9,334,120,817
	226	Vereins-und Westbank, Hamburg	8,558,335,981
	230	Berliner Handels und-Frankfurter Bank, Frankfurt	8,225,901,600
	233	Norddeutsche Genossenschaftsbank, Hannover	8,141,905,450
	239	Sparkasse der Stadt Berlin West, Berlin	8,082,439,871
	254	Landesgirokasse, Stuttgart	7,716,978,587
	255	Genossenschaftliche Zentralbank, Stuttgart	7,653,292,940
	275	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	7,089,991,366
	291	Stadtsparkasse Koeln, Cologne	6,809,107,800
	336	Sal. Oppenheim jr. & Cie., Cologne	5,642,314,068
	341	Baden-Wuerttembergische Bank, Stuttgart	5,595,128,899
	347	Nassauische Sparkasse Wiesbaden, Wiesbaden	5,520,355,625
	379	Kreissparkasse Koeln, Cologne	5,022,288,277
t	391	Bank fuer Handel und Industrie, Berlin	4,911,869,453
	398	Stadtsparkasse Munchen, Munich	4,831,860,198
	441	Frankfurter Sparkasse von 1822, Frankfurt	4,154,094,279
	482	Stadt-Sparkasse Duesseldorf	3,737,247,882
	483	Sparkasse in Bremen	3,734,703,733
		Greece-2 Banks	
	123	National Bank of Greece, Athens	17,216,424,000
	434	Commercial Bank of Greece, Athens	4,274,618,400
		Hong Kong-2 Banks	
	28	Hongkong and Shanghai Banking Corp., Hong Kong	77,975,856,000
s	192	Hang Seng Bank Ltd., Hong Kong	10,812,362,650
		India-6 Banks	
	86	State Bank of India, Bombay	26,301,069,600
	289	Bank of India, Bombay	6,830,355,781
	339	Bank of Baroda, Bombay	5,614,862,833
	350	Central Bank of India, Bombay	5,465,205,297
	369	Canara Bank, Bangalore	5,222,894,400
	473	Syndicate Bank, Manipal	3,792,564,157
		Indonesia-1 Bank	
	348	Bank Negara Indonesia 1946, Jakarta	5,488,698,537
		Iran-2 Banks	
	85	Bank Melli Iran, Tehran(g)	27,366,900,000
	133	Bank Saderat Iran, Tehran(g)	16,177,207,761
		Iraq-1 Bank	
	64	Rafidain Bank, Baghdad	41,142,034,096
		Ireland-2 Banks	
	183	Allied Irish Banks Ltd., Dublin	11,275,608,540
	196	Bank of Ireland, Dublin	10,469,340,000
		Israel-4 Banks	
	106	Bank Leumi le-Israel, Tel-Aviv	19,808,612,446
	118	Bank Hapoalim, Tel-Aviv	18,064,665,862
	191	Israel Discount Bank, Ltd., Tel-Aviv	10,826,984,784
	377	United Mizrahi Bank Ltd., Tel-Aviv	5,067,002,438
		Italy-31 Banks	
	37	Banca Nazionale del Lavoro, Rome	64,609,892,244
	52	Banca Commerciale Italiana, Milan	48,758,706,900
	57	Istituto Bancario San Paolo di Torino, Turin	45,570,109,761
	58	Banco di Roma, Rome	45,089,069,400
	60	Monte dei Paschi di Siena	44,697,269,783
	63	Credito Italiano, Milan	41,743,201,411
	65	Cassa di Risparmio delle Provincie Lombarde, Milan	40,766,186,376
	69	Banco di Napoli, Naples	38,397,409,679
	108	Banco di Sicilia, Palermo	19,439,580,645
s	111	Banca Nazionale dell'Agricoltura, Rome	18,702,055,064
	142	Banco di Santo Spirito, Rome	14,816,539,206
	158	Banca Popolare di Novara	12,764,496,555
s	164	Cassa di Risparmio di Roma, Rome	12,540,583,710
	171	Banca Popolare di Milano, Milan	12,263,769,414
	197	Cassa di Risparmio di Torino, Turin	10,387,533,238
	202	Nuovo Banco Ambrosiano, Milan	9,819,952,938
	240	Banca Toscana, Florence	8,066,954,421
	273	Credito Romagnolo, Bologna	7,168,808,547
	282	Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo	6,933,402,635
	334	Cassa di Risparmio di Verona, Vicenza & Belluno, Verona	5,711,413,347
	389	Banca Provinciale Lombarda, Bergamo	4,918,518,110
	395	Cassa di Risparmio di Firenze, Florence	4,839,599,136
s	396	Istituto Bancario Italiano, Milan	4,838,997,829

398 Largest Banks Outside U.S.

Listed Geographically by Order of Size within Nations

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Italy (cont.)

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
400	Banca Cattolica del Veneto, Vicenza	4,780,675,998
404	Banca Popolare di Bergamo	4,713,345,509
416	Banco Lariano, Como	4,494,125,069
418	Banco di Sardegna, Sassari	4,457,576,835
423	Cassa di Risparmio di Padova e Rovigo, Padua	4,427,489,916
439	Cassa di Risparmio di Genova e Imperia, Genoa	4,183,305,179
490	Banca S. Paolo-Brescia, Brescia	3,689,607,798
499	Banca d'America e d'Italia, Milan	3,601,239,462

Japan-108 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
1	Dai-Ichi Kangyo Bank Ltd., Tokyo (e)	186,029,628,653
2	Fuji Bank, Ltd., Tokyo (e)	166,547,333,964
3	Sumitomo Bank Ltd., Osaka(e)	164,507,271,797
4	Mitsubishi Bank Ltd., Tokyo(e)	158,671,131,135
5	Sanwa Bank Ltd., Osaka (e)	151,871,893,602
6	Norinchukin Bank, Tokyo(e)	144,233,722,754
7	Industrial Bank of Japan, Ltd., Tokyo(e)	137,424,332,628
12	Tokai Bank Ltd., Nagoya(e)	113,260,733,674
13	Mitsubishi Trust & Banking Corp., Tokyo(e)	110,529,232,627
14	Sumitomo Trust & Banking Co., Ltd., Osaka(e)	110,136,767,202
16	Mitsui Bank, Ltd., Tokyo (e)	104,352,303,044
19	Mitsui Trust & Banking Co., Ltd., Tokyo(e)	98,919,395,905
20	Long Term Credit Bank of Japan Ltd., Tokyo (e)	98,645,684,071
23	Taiyo Kobe Bank, Ltd., Kobe(e)	91,240,394,399
24	Daiwa Bank, Ltd., Osaka(e)	88,296,103,555
25	Bank of Tokyo, Ltd.(e)	86,863,648,487
26	Yasuda Trust & Banking Co. Ltd., Tokyo (e)	85,901,361,491
32	Toyo Trust & Banking Co. Ltd., Tokyo (e)	71,515,662,009
34	Nippon Credit Bank, Ltd., Tokyo(e)	68,801,207,211
38	Shoko Chukin Bank, Tokyo (e)	64,259,656,298
43	Kyowa Bank, Ltd., Tokyo(e)	57,828,988,316
49	Saitama Bank Ltd., Urawa (e)	51,716,634,926
51	Zenshinren Bank, Tokyo (e)	50,138,162,635
61	Chuo Trust & Banking Co., Ltd., Tokyo(e)	43,566,253,775
62	Bank of Yokohama, Ltd. (e)	42,889,379,687
80	Hokkaido Takushoku Bank, Ltd., Sapporo (e)	29,925,938,842
90	Hokuriku Bank Ltd., Toyama (e)	25,063,182,188
93	Chiba Bank, Ltd. (e)	24,846,666,966
94	Joyo Bank, Ltd., Mito(e)	24,376,317,482
95	Shizuoka Bank Ltd. (e)	24,250,553,613
97	Ashikaga Bank, Ltd., Utsunomiya(e)	22,800,423,833
104	Bank of Fukuoka, Ltd.(e)	20,435,873,909
107	Bank of Hiroshima, Ltd.(e)	19,576,933,442
115	Hachijuni Bank, Ltd., Nagano (e)	18,462,130,786
128	Gunma Bank, Ltd., Maebashi (e)	16,885,032,043
135	Nippon Trust & Banking Co., Ltd., Tokyo(e)	15,841,103,168
143	Yamaguchi Bank, Ltd., Shimonoseki(e)	14,668,112,613
144	Tokyo Sogo Bank, Ltd.(e)	14,542,491,282
148	Nishi-Nippon Sogo Bank, Ltd., Fukuoka(e)	14,080,648,725
150	Hyogo Sogo Bank, Ltd., Kobe(e)	13,846,238,505
152	Chugoku Bank, Ltd., Okayama(e)	13,552,616,704
153	Shichijushichi Bank, Ltd., Sendai(e)	13,520,234,662
155	Bank of Kyoto, Ltd.(e)	13,341,537,363
156	Hokkaido Bank, Ltd., Sapporo (e)	13,190,926,529
163	Nanto Bank, Ltd., Nara (e)	12,629,022,296
165	Iyo Bank, Ltd., Matsuyama(e)	12,537,966,430
167	Juroku Bank, Ltd., Gifu(e)	12,466,146,715
173	Shiga Bank, Ltd., Otsu (e)	12,110,870,750
176	Hyakujushi Bank, Ltd., Takamatsu (e)	12,003,636,821
179	Daishi Bank, Ltd., Niigata (e)	11,866,884,568
186	Suruga Bank, Ltd., Numazu(e)	11,131,984,556
199	Hyakugo Bank, Ltd., Tsu(e)	10,205,494,035
200	Kiyo Bank, Ltd., Wakayama(e)	10,189,691,754
204	Hokkoku Bank, Ltd., Kanazawa (e)	9,608,713,345
206	Kinki Sogo Bank, Ltd., Osaka (e)	9,556,648,101
209	Higo Bank, Ltd., Kumamoto(e)	9,246,828,800
214	Fukuoka Sogo Bank, Ltd.(e)	9,079,307,776
217	Nagoya Sogo Bank, Ltd. (e)	8,982,919,693
222	Ogaki-Kyoritsu Bank, Ltd., Ogaki (e)	8,659,274,206
235	Fukui Bank, Ltd. (e)	8,131,112,605
237	Kofuku Sogo Bank, Ltd., Osaka(e)	8,112,291,110
243	Shikoku Bank, Ltd., Kochi(e)	8,006,255,796
245	Kagoshima Bank, Ltd. (e)	7,878,243,714
246	Toho Bank, Ltd., Fukushima (e)	7,868,136,474
247	Fukutoku Sogo Bank, Ltd., Osaka(e)	7,856,655,686
253	San-in Godo Bank, Ltd., Matsue (e)	7,727,671,754
260	Tokyo Tomin Bank, Ltd. (e)	7,350,043,239
262	Awa Bank, Ltd., Tokushima(e)	7,325,546,140
268	Musashino Bank, Ltd., Omiya(e)	7,234,904,930
274	Chuo Sogo Bank, Ltd., Nagoya (e)	7,111,816,888
277	Oita Bank, Ltd.(e)	7,055,721,706
280	Bank of Osaka, Ltd.(e)	6,987,050,785
283	Hokuetsu Bank, Ltd., Nagaoka (e)	6,911,583,393
284	Hiroshima Sogo Bank, Ltd.(e)	6,883,237,768
288	Yamanashi Chuo Bank, Ltd., Kofu(e)	6,830,356,170
292	Heiwa Sogo Bank, Ltd., Tokyo (e)	6,761,296,509
294	Eighteenth Bank, Ltd., Nagasaki(e)	6,740,265,675
298	Chiba Sogo Bank, Ltd.(e)	6,588,670,033
299	Chukyo Sogo Bank, Ltd., Nagoya (e)	6,533,617,970
306	Bank of Iwate, Ltd., Morioka (e)	6,362,384,479
309	Akita Bank, Ltd. (e)	6,258,234,554
311	Shinwa Bank, Ltd., Sasebo(e)	6,220,695,228
315	Hokuyo Sogo Bank, Ltd., Sapporo(e)	6,124,754,196
318	Aomori Bank, Ltd.(e)	6,086,936,273
320	Dai-San Sogo Bank, Ltd., Matsuzaka (e)	6,039,399,850
321	Taisei Sogo Bank, Ltd., Maebashi (e)	5,994,344,884
322	Chiba Kogyo Bank, Ltd. (e)	5,952,594,208
328	Ehime Sogo Bank, Ltd., Matsuyama (e)	5,808,948,299
344	Bank of the Ryukyus, Ltd., Naha(e)	5,557,666,763
357	Michinoku Bank, Ltd., Hirosaki (e)	5,334,402,154
364	Yamagata Bank, Ltd.(e)	5,268,476,598
370	Miyazaki Bank, Ltd.(e)	5,193,618,232
371	Bank of Saga, Ltd. (e)	5,189,866,891
385	Senshu Bank, Ltd., Kishiwada (e)	4,940,652,156
393	Bank of Ikeda, Ltd.(e)	4,873,458,447
402	Tokiwa Sogo Bank, Ltd., Tokyo(e)	4,727,227,417
443	Bank of Okinawa, Ltd., Naha(e)	4,135,571,616
450	Tochigi Sogo Bank, Ltd., Utsunomiya(e)	4,010,345,504
t 453	Shiga Sogo Bank, Ltd., Otsu(e)	4,006,151,458
455	Hanshin Sogo Bank, Ltd., Kobe(e)	3,989,042,552
459	Kyushu Sogo Bank, Ltd., Sasebo (e)	3,960,832,986
461	Niigata Sogo Bank, Ltd.(e)	3,926,235,126
467	Dai-Ichi Sogo Bank Ltd., Tokyo (e)	3,852,257,904
476	Kagawa Sogo Bank, Ltd., Takamatsu(e)	3,776,550,789
481	Tokuyo Sogo Bank, Ltd., Sendai (e)	3,741,965,887
484	Kouchi Sogo Bank, Ltd. (e)	3,731,029,335
494	Kitanippon Sogo Bank, Ltd., Morioka(e)	3,662,209,397
496	Kansai Sogo Bank, Ltd., Osaka(e)	3,631,777,534

Jordan-1 Bank

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
180	Arab Bank Ltd., Amman	11,719,748,776

Korea-6 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
145	Bank of Seoul	14,538,550,100
332	Korea Exchange Bank, Seoul	5,776,203,840
375	Hanil Bank Ltd., Seoul	5,091,369,800
390	Korea First Bank, Seoul	4,916,754,726
399	Commercial Bank of Korea Ltd., Seoul	4,821,859,990
415	Cho-Heung Bank Ltd., Seoul	4,502,081,576

Kuwait-4 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
221	National Bank of Kuwait	8,753,476,820
338	Gulf Bank, Kuwait	5,627,433,733
382	Commercial Bank of Kuwait	4,970,982,060
414	Alahli Bank of Kuwait	4,570,141,508

Luxembourg-13 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
195	Deutsche Bank Compagnie Financiere Luxembourg	10,476,790,845
218	Compagnie Luxembourgeoise de la Dresdner Banque	8,903,322,397
238	Commerzbank International, Luxembourg	8,085,568,523
265	Banque Internationale a Luxembourg	7,263,900,932
300	Banque Generale du Luxembourg	6,529,806,140
307	Caisse d'Epargne de l'Etat, Luxembourg	6,348,531,710
312	Kredietbank S.A. Luxembourgeoise, Luxembourg	6,172,452,000
326	Bank of Credit & Commerce International, Luxembourg	5,836,670,304
343	Union Bank of Switzerland (Luxembourg)	5,562,409,353
421	West LB International, Luxembourg	4,439,766,767
t 432	BFG Luxembourg	4,324,872,679
470	Bayerische Landesbank International, Luxembourg(c)	3,815,814,918
493	Societe de Banque Suisse (Luxembourg)	3,665,752,255

Malaysia-1 Bank

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
342	Malayan Banking Berhad, Kuala Lumpur (f)	5,573,830,500

Mexico-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
263	Bancomer, Mexico City	7,309,394,174
297	Banco Nacional de Mexico, Mexico City	6,595,467,968

Netherlands-7 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
45	Algemene Bank Nederland, Amsterdam	54,833,290,200
48	Amsterdam-Rotterdam Bank, Amsterdam	52,916,557,200
50	Rabobank Nederland, Utrecht	51,558,650,122
83	Nederlandsche Middenstandsbank, Amsterdam	27,947,485,800
s 295	Credit Lyonnais Bank Nederland, Rotterdam	6,635,165,000
s 359	Bank Mees & Hope, Amsterdam	5,325,785,533
s 431	Nederlandse Credietbank, Amsterdam	4,330,518,816

New Zealand-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
353	Bank of New Zealand, Ltd., Wellington(g)	5,388,511,448
s 488	National Bank of New Zealand, Ltd., Wellington	3,707,010,600

Norway-4 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
161	Norske Creditbank, Oslo	12,663,980,000
211	Christiania Bank og Kreditkasse, Oslo	9,185,616,503
227	Bergen Bank	8,524,248,800
403	Union Bank of Norway, Oslo	4,714,852,352

Pakistan-1 Bank

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
428	Habib Bank Ltd., Karachi	4,350,058,000

Portugal-3 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
216	Caixa Geral de Depositos, Lisbon	9,006,505,619
387	Banco Portugues do Atlantico, Oporto	4,936,994,479
491	Banco Espirito Santo e Comercial, Lisbon	3,680,990,579

Saudi Arabia-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
138	National Commercial Bank, Jeddah (e)	15,549,155,887
266	Riyad Bank Ltd., Jeddah(c)	7,253,022,000

Singapore-3 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
442	United Overseas Bank Ltd., Singapore	4,137,598,310
492	Oversea-Chinese Banking Corp., Ltd., Singapore	3,680,658,893
497	Development Bank of Singapore Ltd.	3,619,788,134

South Africa-4 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
257	Barclays National Bank Ltd., Johannesburg(c,e)	7,586,730,000
333	Standard Bank of South Africa Ltd., Johannesburg	5,724,915,728
394	Nedbank Ltd., Johannesburg (e)	4,871,700,000
407	Volkskas, Ltd., Pretoria	4,693,677,626

398 Largest Banks Outside U.S.

Listed Geographically by Order of Size within Nations

Compiled by American Banker Copyright 1987

Spain-11 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
88	Banco Central, Madrid	25,407,503,240
102	Banco Hispano-Americano, Madrid	20,630,871,450
105	Banco de Bilbao	20,026,613,600
110	Banco Espanol de Credito, Madrid	18,793,453,000
119	Banco Exterior de Espana, Madrid	18,013,850,120
137	Banco de Santander	15,581,612,130
147	Banco de Vizcaya, Bilbao	14,188,389,390
169	Caja de Pensiones para la Vejez, Barcelona	12,401,252,640
187	Banco Popular Espanol, Madrid	11,093,836,880
231	Caja de Madrid	8,218,479,010
430	Caja de Ahorros y Monte de Piedad de Barcelona	4,346,589,730

Sweden-7 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
100	PKbanken, Stockholm	21,250,434,800
103	Skandinaviska Enskilda Banken, Stockholm	20,630,864,800
127	Svenska Handelsbanken, Stockholm	16,987,496,400
248	Sparbankernas Bank, Stockholm	7,816,376,400
314	Gotabanken, Stockholm	6,158,896,800
440	Nordbanken, Stockholm	4,171,271,720
466	Forsta Sparbanken, Stockholm	3,882,493,334

Switzerland-14 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
27	Union Bank of Switzerland, Zurich	81,743,463,927
30	Swiss Bank Corp., Basle	74,603,109,260
44	Credit Suisse, Zurich	57,277,935,000
124	Banque Cantonale de Zurich	17,041,175,226
132	Banque Populaire Suisse, Berne	16,408,849,428
258	Bank Leu, Ltd., Zurich	7,530,218,676
324	Banque Cantonale de Berne	5,863,472,611
360	Banque Cantonale Vaudoise, Lausanne	5,325,355,806
361	Luzerner Kantonalbank, Lucerne	5,288,632,236
374	Banque Cantonale de St. Gall	5,111,740,386
422	Banca della Svizzera Italiana, Lugano	4,436,050,779
438	Credit Foncier Vaudois, Lausanne	4,193,473,896
447	Thurgauische Kantonalbank, Weinfelden	4,075,430,490
500	Trade Development Bank, Geneva	3,596,438,286

Syria-1 Bank

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
362	Commercial Bank of Syria, Damascus	5,282,750,000

Taiwan-8 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
157	Bank of Taiwan, Taipei	12,942,371,052
175	Cooperative Bank of Taiwan, Taipei	12,046,604,618
223	First Commercial Bank, Taipei	8,628,052,303
244	Land Bank of Taiwan, Taipei	7,925,383,898
296	Hua Nan Commercial Bank, Ltd., Taipei(c,f)	6,614,029,352
302	International Commercial Bank of China, Taipei	6,472,158,341
331	Chang Hwa Commercial Bank, Ltd., Taichung(c,f)	5,776,606,000
386	Bank of Communications, Taipei	4,937,294,333

Thailand-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
249	Bangkok Bank, Ltd.	7,813,789,459
475	Thai Farmers Bank, Bangkok	3,777,963,121

Turkey-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
388	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	4,919,234,295
451	Turkiye Is Bankasi, Ankara	4,008,564,593

United Arab Emirates-2 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
401	National Bank of Abu Dhabi	4,731,362,952
410	National Bank of Dubai Ltd., Dubai	4,606,750,766

United Kingdom-20 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
15	National Westminster Bank Plc, London	107,831,802,000
21	Barclays Plc, London	96,793,866,000
36	Midland Bank Plc, London	68,293,524,000
39	Lloyds Bank Plc, London	63,171,732,000
66	Standard Chartered Bank, London	40,479,644,400
98	International Westminster Bank Plc, London	22,481,940,000
101	Royal Bank of Scotland Plc., Edinburgh (e)	20,693,981,100
166	Bank of Scotland, Edinburgh	12,480,160,000
189	Trustee Savings Bank England & Wales, London	11,075,785,600
251	Kleinwort, Benson, Lonsdale Plc, London	7,773,155,208
313	Grindlays Bank Plc., London(e)	6,171,180,070
413	S.G. Warburg & Co. Ltd., London	4,576,226,355
417	Hambros Bank Ltd., London	4,492,274,560
424	Saudi International Bank, London	4,399,207,332
429	Scandinavian Bank Ltd., London	4,347,243,966
468	N.M. Rothschild & Sons Ltd., London(g)	3,827,052,740
471	Lombard North Central Plc, London(c)	3,810,222,000
477	Banque Nationale de Paris Plc, London	3,775,110,456
485	Morgan Grenfell & Co. Ltd., London	3,729,432,252
498	Hill, Samuel & Co., Ltd., London	3,616,178,700

Yugoslavia-4 Banks

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
234	Udruzena Banka Hrvatske, Zagreb	8,140,311,291
354	Udruzena Beogradska Banka, Belgrade	5,375,031,200
363	Ljubljanska Banka, Ljubljana	5,279,037,390
436	Jugobanka-United Bank, Belgrade	4,226,895,200

Deposits of Banks in Top 500 by Country

(Dollar Figures in Millions)

	Total Deposits (a) 12/31/86	Total Deposits (a) 12/31/85	Banks in Top 500 (b) 12/31/86	Banks in Top 500 (b) 12/31/85
Argentina	3,709	3,939	1	1
Australia	97,103	89,887	10 (4)	10 (4)
Austria	97,410	73,318	7	7
Bahrain	19,377	17,831	2	2
Belgium	169,720	120,003	8	8
Brazil	44,770	32,717	4	3
Canada	249,024	248,840	6	7
Cayman Islands	6,880	6,097	1	1
Denmark	67,126	52,221	8	8
Egypt	24,306	11,276	3	2
Finland	46,607	28,766	4	3
France	649,469	501,759	23 (6)	20 (5)
Germany	912,145	683,608	38 (2)	39 (3)
Greece	21,491	16,467	2	2
Hong Kong	77,976	59,589	2 (1)	2 (1)
India	53,227	49,363	6	6
Indonesia	5,489	16,422	1	3
Iran	43,544	37,850	2	2
Iraq	41,142	30,703	1	1
Ireland	21,745	17,697	2	2
Israel	53,767	48,482	4	4
Italy	526,491	395,324	31 (6)	29 (4)
Japan	3,349,881	2,178,630	108	96
Jordan	11,720	11,350	1	1
Korea (South)	39,647	32,557	6	6
Kuwait	23,922	26,748	4	5
Luxembourg	32,151	24,186	13 (8)	12 (7)
Malaysia	5,574	5,655	1	1
Mexico	13,905	18,778	2	4
Netherlands	187,256	147,005	7 (3)	8 (3)
New Zealand	5,389	3,574	2 (1)	2
Norway	35,089	23,447	4	3
Pakistan	4,350	10,844	1	3
Portugal	17,624	14,002	3	3
Saudi Arabia	22,802	23,973	2	3
Singapore	11,438	14,133	3	4
South Africa	22,877	14,591	4	4 (1)
Spain	168,702	140,993	11	11
Sweden	80,898	59,622	7	5
Switzerland	288,919	204,727	14 (1)	14 (1)
Syria	5,283	4,751	1	1
Taiwan	65,342	47,262	8	7
Thailand	11,592	14,012	2	3
Turkey	8,928	7,145	2	2
United Arab Emirates	9,338	9,429	2	2
United Kingdom	457,581	402,850	20 (4)	22 (6)
Yugoslavia	23,021	16,953	4	4

(a) — Excludes the deposits of banks whose figures appear in the consolidated data of parent bank. (b) — Figures in parenthesis are the number of banks whose figures also appear in the deposits reported by their parent banks. Therefore, the deposits of these banks are not included in the deposit total.

Top 500 Banks: Total Deposits

(Dollar Figures in Billions)

	Yearend 1986 Number Of Banks	Yearend 1986 Total Deposits	Yearend 1985 Number Of Banks	Yearend 1985 Total Deposits	Deposit Percent Change
U.S. Banks	102	$1,084.5	110	$1,013.8	+ 6.97
Foreign Banks	398	8,135.6	390	6,007.7	+35.4
Top 500 Banks	500	9,220.1	500	7,021.5	+31.3

To avoid double counting, deposits for banks owned by other banks in the tbp 500 are excluded.

10 Countries with Most Deposits Among the Top 500 Banks

(Dollar Figures in Billions)

	Yearend 1986 No. of Banks	Yearend 1986 Total Deposits	Yearend 1986 % of 500's Deposits	Yearend 1985 No. of Banks	Yearend 1985 Total Deposits	Yearend 1985 % of 500's Deposits
1 Japan	108	3,349.9	36.3	96	2,178.6	31.0
2 United States	102	1,051.2	11.4	110	1,013.9	14.4
3 Germany	38	912.1	9.9	39	683.6	9.7
4 France	23	649.5	7.0	20	501.8	7.1
5 Italy	31	526.5	5.7	29	395.3	5.6
6 United Kingdom	20	457.6	5.0	22	402.8	5.7
7 Switzerland	14	288.9	3.1	14	204.7	2.9
8 Canada	6	249.0	2.7	7	248.8	3.5
9 Netherlands	7	187.3	2.0	8	147.0	2.1
10 Belgium	8	169.7	1.8	8	120.0	1.7

102 Largest Banks in United States

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86		12/31/86 Deposits (U.S. Dollars)
	Alabama	
420	AmSouth Bank NA, Birmingham	4,446,849,000
	Arizona	
210	Valley National Bank, Phoenix	9,218,623,000
335	First Interstate Bank of Arizona NA, Phoenix	5,702,441,000
463	MeraBank, FSB, Phoenix	3,905,887,000
480	Arizona Bank, Phoenix	3,763,043,000
	California	
29	Bank of America NT&SA, San Francisco	76,084,000,000
72	Security Pacific National Bank, Los Angeles	34,574,626,000
75	Wells Fargo Bank NA, San Francisco	33,286,916,000
116	Great Western Bank, FSB, Beverly Hills	18,130,530,000
117	First Interstate Bank of California, Los Angeles	18,115,591,000
188	First Nationwide Bank, FSB, San Francisco	11,079,351,000
219	Great American First Savings Bank, San Diego	8,877,414,000
236	Union Bank, Los Angeles	8,122,922,000t
365	California First Bank, San Francisco	5,268,106,000t
378	Sears Savings Bank, Glendale	5,054,267,728
464	Sanwa Bank California, San Francisco	3,898,471,000t
	Connecticut	
269	Connecticut Bank & Trust Co. NA, Hartford	7,215,016,000
278	Connecticut National Bank, Hartford	7,045,299,000
427	Peoples Bank, Bridgeport	4,352,744,000
	Disctrict of Columbia	
397	Riggs National Bank, Washington, D.C.	4,832,701,000
486	American Security Bank NA, Washington, D.C.	3,714,283,000
	Florida	
207	Southeast Bank NA, Miami	9,461,003,000
293	NCNB National Bank of Florida, Tampa	6,746,423,000
329	Florida National Bank, Jacksonville	5,795,374,000
356	First Union National Bank of Florida, Jacksonville	5,346,832,000
448	First Florida Bank NA, Tampa	4,072,068,000
454	Barnett Bank of South Florida NA, Miami	4,004,588,000
	Georgia	
271	Citizens & Southern National Bank, Atlanta	7,198,662,000
381	First National Bank, Atlanta	4,976,636,000
	Hawaii	
433	Bank of Hawaii, Honolulu	4,320,112,000
	Illinois	
92	First National Bank, Chicago	24,909,690,000
112	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,695,628,000
317	Harris Trust & Savings Bank, Chicago	6,096,175,000t
380	Northern Trust Co., Chicago	5,013,678,000
	Maryland	
330	Maryland National Bank, Baltimore	5,789,068,000
495	First National Bank of Maryland, Baltimore	3,640,641,000t
	Massachusetts	
131	First National Bank, Boston	16,689,981,000
261	Bank of New England NA, Boston	7,337,376,000
290	Boston Safe Deposit & Trust Co.	6,830,142,000
366	State Street Bank & Trust Co., Boston	5,254,894,000
474	Shawmut Bank of Boston NA	3,790,637,000
	Michigan	
203	National Bank of Detroit	9,714,319,000
323	Comerica Bank-Detroit	5,911,414,000
368	Manufacturers National Bank, Detroit	5,237,695,000
419	Standard Federal Bank, Troy	4,450,335,801
	Minnesota	
327	First National Bank, Minneapolis	5,826,850,000
446	Norwest Bank Minneapolis NA	4,104,098,000
	New Jersey	
270	First Fidelity Bank NA, Newark	7,209,772,000
279	City Federal Savings Bank, Elizabeth	6,998,588,000
444	Carteret Savings Bank, FA, Morristown	4,123,994,000
489	Howard Savings Bank, Newark	3,704,461,000
	New York	
17	Citibank NA, New York	102,933,000,000
40	Chase Manhattan Bank NA, New York	60,899,893,000
55	Manufacturers Hanover Trust Co., New York	46,117,000,000
59	Morgan Guaranty Trust Co., New York	44,935,863,000
67	Chemical Bank, New York	39,163,000,000
73	Bankers Trust Co., New York	34,162,759,000
125	Marine Midland Bank NA, Buffalo	17,034,413,000t
141	Bank of New York	14,970,194,000
154	American Express Bank Ltd. New York	13,406,000,000
162	Irving Trust Co., New York	12,662,578,000
185	Republic National Bank, New York	11,139,069,000
190	Goldome FSB, Buffalo	11,016,213,000
220	National Westminster Bank USA, New York	8,784,311,000t
286	CrossLand Savings FSB, Brooklyn, New York	6,876,465,000
303	Anchor Savings Bank FSB, Northport	6,468,025,000
304	Dime Savings Bank of New York FSB	6,464,274,000
372	Bank of Tokyo Trust Co., New York	5,168,657,000t
373	Bowery Savings Bank, New York	5,136,413,000
383	Empire of America FSB, Buffalo	4,967,439,000
411	European American Bank, New York	4,593,372,000
437	Long Island Savings Bank FSB, Syosset	4,194,343,000
460	Dollar-Dry Dock Savings Bank, Bronx, New York	3,956,983,000
478	Citibank (New York) NA, Rochester	3,767,240,000
	North Carolina	
201	NCNB National Bank of North Carolina, Charlotte	9,847,559,000
225	Wachovia Bank & Trust Co. NA, Winston-Salem	8,608,158,058
256	First Union National Bank, Charlotte	7,597,348,000
	Ohio	
319	AmeriTrust Co. NA, Cleveland	6,081,623,000
352	Huntington National Bank, Columbus	5,414,927,000
449	National City Bank, Cleveland	4,020,597,000
457	Society National Bank, Cleveland	3,968,552,000
	Oregon	
337	United States National Bank, Portland	5,638,056,000
405	First Interstate Bank of Oregon NA, Portland	4,711,130,000
	Pennsylvania	
140	Mellon Bank NA, Pittsburgh	15,049,613,000
160	Meritor Savings Bank, Philadelphia	12,676,100,000
259	Pittsburgh National Bank	7,421,031,000
267	Fidelity Bank NA, Malvern	7,242,812,000
305	Philadelphia National Bank	6,442,770,000
355	Meridian Bank, Reading	5,359,657,000
426	Provident National Bank, Philadelphia	4,384,556,000
452	First Pennsylvania Bank NA, Philadelphia	4,007,509,000
	Puerto Rico	
469	Banco Popular de Puerto Rico, San Juan	3,820,226,000
	Rhode Island	
409	Fleet National Bank, Providence	4,620,169,000
	Tennessee	
435	First Tennessee Bank NA, Memphis	4,255,373,000
	Texas	
224	RepublicBank Dallas NA	8,623,009,000
340	Texas Commerce Bank NA, Houston	5,607,112,000
349	MBank Dallas NA	5,465,342,000
	Virginia	
229	Sovran Bank NA, Richmond	8,352,879,000
316	United Virginia Bank, Richmond	6,111,774,000
425	Signet Bank/Virginia, Richmond	4,394,393,000
	Washington	
252	Seattle-First National Bank	7,753,514,000
308	Rainier National Bank, Seattle	6,316,803,000

The 25 Largest Banks in the World

Based on Deposits (In Millions of Dollars)

20 Years Ago

December 31, 1966	Deposits
1. Bank of America NT&SA, San Francisco	16,417
2. Chase Manhattan Bank, New York	13,751
3. First National City Bank, New York	12,940
4. Manufacturers Hanover Trust Co., New York	6,787
5. Barclays Bank Ltd., London	6,554
6. Morgan Guaranty Trust Co., New York	6,445
7. Chemical Bank New York Trust Co., New York	6,141
8. Midland Bank Ltd., London, New York	6,019
9. Banque National de Paris	5,988
10. Royal Bank of Canada, Montreal	5,835
11. Canadian Imperial Bank of Commerce, Toronto	5,679
12. Banca Nazionale del Lavoro, Rome	5,630
13. Credit Lyonnais, Paris	5,483
14. Bankers Trust Co., New York	5,094
15. Fuji Bank Ltd., Tokyo	5,087
16. Lloyds Bank Ltd., London	5,042
17. Societe Generale, Paris	4,952
18. Sumitomo Bank Ltd., Osaka	4,868
19. Continental Illinois National B & T Co., Chicago	4,823
20. Mitsubishi Bank Ltd., Tokyo	4,746
21. Bank of Montreal	4,683
22. Sanwa Bank Ltd., Osaka	4,627
23. Security First National Bank, Los Angeles	4,627
24. Banca Commerciale Italiana, Milan	4,412
25. First National Bank, Chicago	4,389

15 Years Ago

December 31, 1971	Deposits
1. Bank of America NT&SA, San Francisco	29,101
2. First National City Bank, New York	24,369
3. Chase Manhattan Bank NA, New York	20,374
4. Barclays Bank Ltd., London	16,297
5. National Westminster Bank Ltd., London	15,489
6. Banque Nationale de Paris	15,399
7. Dai-Ichi Kangyo Bank, Ltd., Tokyo	15,218
8. Deutsche Bank, Frankfurt	14,235
9. Banca Nazionale del Lavoro, Rome	13,283
10. Credit Lyonnais, Paris	13,025
11. Sumitomo Bank Ltd., Osaka	12,913
12. Fuji Bank Ltd., Tokyo	12,897
13. Royal Bank of Canada, Montreal	12,438
14. Manufacturers Hanover Trust Co., New York	12,210
15. Mitsubishi Bank Ltd., Tokyo	12,199
16. Westdeutsche Landesbank Giro, Duesseldorf	12,147
17. Dresdner Bank, Frankfurt	11,697
18. Societe Generale, Paris	11,541
19. Sanwa Bank Ltd., Osaka	11,253
20. Canadian Imperial Bank of Commerce, Toronto	11,071
21. Industrial Bank of Japan Ltd., Tokyo	10,772
22. Morgan Guaranty Trust Co., New York	10,670
23. Banca Commerciale Italiana, Milan	10,543
24. Lloyds Bank Ltd., London	10,478
25. Chemical Bank, New York	10,477

Last Year

December 31, 1986	Deposits
1 Dai-Ichi Kangyo Bank Ltd., Tokyo	186,030
2 Fuji Bank, Ltd., Tokyo	166,547
3 Sumitomo Bank Ltd., Osaka	164,507
4 Mitsubishi Bank Ltd., Tokyo	158,671
5 Sanwa Bank Ltd., Osaka	151,872
6 Norinchukin Bank, Tokyo	144,234
7 Industrial Bank of Japan, Ltd., Tokyo	137,424
8 Credit Agricole Mutuel, Paris	133,396
9 Banque Nationale de Paris	121,830
10 Deutsche Bank, Frankfurt	121,574
11 Credit Lyonnais, Paris	115,235
12 Tokai Bank Ltd., Nagoya	113,261
13 Mitsubishi Trust & Banking Corp., Tokyo	110,529
14 Sumitomo Trust & Banking Co., Ltd., Osaka	110,137
15 National Westminster Bank Plc, London	107,832
16 Mitsui Bank, Ltd., Tokyo	104,352
17 Citibank NA, New York	102,933
18 Societe Generale, Paris	99,065
19 Mitsui Trust & Banking Co., Ltd., Tokyo	98,919
20 Long-Term Credit Bank of Japan Ltd., Tokyo	98,648
21 Barclays Plc, London	96,794
22 Dresdner Bank, Frankfurt	95,666
23 Taiyo Kobe Bank, Ltd., Kobe	91,240
24 Daiwa Bank, Ltd., Osaka	88,296
25 Bank of Tokyo, Ltd.	86,864

Alphabetical Listing of the Top 500 Banks in Deposits

With Deposit and Asset Ranks on Dec. 31, 1986

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		Deposit Rank 12/31/86	Asset Rank 12/31/86
Akita Bank, Ltd.	Japan	309	340
Alahli Bank of Kuwait	Kuwait	414	456
Algemene Bank Nederland, Amsterdam	Netherlands	45	45
Allied Irish Banks Ltd., Dublin	Ireland	183	205
AmSouth Bank NA, Birmingham, Ala.	United States	420	417
AmeriTrust Co. NA, Cleveland	United States	319	288
American Express Bank Ltd. New York	United States	154	154
American Security Bank NA, Washington, D.C.	United States	486	491
Amsterdam-Rotterdam Bank, Amsterdam	Netherlands	48	48
Anchor Savings Bank FSB, Northport, N.Y.	United States	303	336
Andelsbanken-Danebank, Copenhagen	Denmark	351	359
Aomori Bank, Ltd.	Japan	318	349
Arab Bank Ltd., Amman	Jordan	180	206
Arab Banking Corp., Manama	Bahrain	170	174
Arizona Bank, Phoenix	United States	480	504
Ashikaga Bank, Ltd., Utsunomiya	Japan	97	109
Australia & New Zealand Banking Group, Ltd., Melbourne	Australia	96	95
Awa Bank, Ltd., Tokushima	Japan	262	295
BFG Luxembourg	Luxembourg	432	474
Baden-Wuerttembergische Bank, Stuttgart	Germany	341	404
Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	159	199
Banca Cattolica del Veneto, Vicenza	Italy	400	353
Banca Commerciale Italiana, Milan	Italy	52	58
Banca Nazionale del Lavoro, Rome	Italy	37	36
Banca Nazionale dell'Agricoltura, Rome	Italy	111	117
Banca Popolare di Bergamo	Italy	404	342
Banca Popolare di Milano, Milan	Italy	171	156
Banca Popolare di Novara	Italy	158	160
Banca Provinciale Lombarda, Bergamo	Italy	389	418
Banca S. Paolo-Brescia, Brescia	Italy	490	526
Banca Toscana, Florence	Italy	240	248
Banca d'America e d'Italia, Milan	Italy	499	493
Banca della Svizzera Italiana, Lugano	Switzerland	422	463
Banco Brasileiro de Descontos, Osasco	Brazil	250	186
Banco Central, Madrid	Spain	88	99
Banco Espanol de Credito, Madrid	Spain	110	73
Banco Espirito Santo e Comercial, Lisbon	Portugal	491	484
Banco Exterior de Espana, Madrid	Spain	119	135
Banco Hispano-Americano, Madrid	Spain	102	120
Banco Itau, Sao Paulo	Brazil	345	266
Banco Lariano, Como	Italy	416	369
Banco Nacional de Mexico, Mexico City	Mexico	297	246
Banco Popular Espanol, Madrid	Spain	187	200
Banco Popular de Puerto Rico, San Juan	United States	469	497
Banco Portugues do Atlantico, Oporto	Portugal	387	388
Banco de Bilbao	Spain	105	123
Banco de Santander	Spain	137	128
Banco de Vizcaya, Bilbao	Spain	147	130
Banco de la Nacion Argentina, Buenos Aires	Argentina	487	256
Banco di Napoli, Naples	Italy	69	71
Banco di Roma, Rome	Italy	58	64
Banco di Santo Spirito, Rome	Italy	142	81
Banco di Sardegna, Sassari	Italy	418	439
Banco di Sicilia, Palermo	Italy	108	110
Banco do Brasil, Brasilia	Brazil	84	42
Banco do Estado de Sao Paulo	Brazil	458	292
Bancomer, Mexico City	Mexico	263	289
Bangkok Bank, Ltd.	Thailand	249	237
Bank Hapoalim, Tel-Aviv	Israel	118	107
Bank Leu, Ltd., Zurich	Switzerland	258	282
Bank Leumi le-Israel, Tel-Aviv	Israel	106	113
Bank Mees & Hope, Amsterdam	Netherlands	359	278
Bank Melli Iran, Tehran	Iran	85	83
Bank Negara Indonesia 1946, Jakarta	Indonesia	348	333
Bank Saderat Iran, Tehran	Iran	133	145
Bank fuer Arbeit und Wirtschaft, Vienna	Austria	182	202
Bank fuer Gemeinwirtschaft, Frankfurt	Germany	81	94
Bank fuer Handel und Industrie, Berlin	Germany	391	443
Bank of America NT&SA, San Francisco	United States	29	29
Bank of Baroda, Bombay	India	339	394
Bank of Communications, Taipei	Taiwan	386	324
Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	Cayman Islands	285	328
Bank of Credit & Commerce International, Luxembourg	Luxembourg	326	380
Bank of Fukuoka, Ltd.	Japan	104	114
Bank of Hawaii, Honolulu	United States	433	475
Bank of Hiroshima, Ltd.	Japan	107	122
Bank of Ikeda, Ltd.	Japan	393	441
Bank of India, Bombay	India	289	337
Bank of Ireland, Dublin	Ireland	196	214
Bank of Iwate, Ltd., Morioka	Japan	306	327
Bank of Kyoto, Ltd.	Japan	155	171
Bank of Montreal	Canada	47	53
Bank of New England NA, Boston	United States	261	255
Bank of New York	United States	141	144
Bank of New Zealand, Ltd., Wellington	New Zealand	353	400
Bank of Nova Scotia, Toronto	Canada	68	74
Bank of Okinawa, Ltd., Naha	Japan	443	479
Bank of Osaka, Ltd.	Japan	280	307
Bank of Saga, Ltd.	Japan	371	406
Bank of Scotland, Edinburgh	United Kingdom	166	177
Bank of Seoul	Korea	145	147
Bank of Taiwan, Taipei	Taiwan	157	158
Bank of Tokyo Trust Co., New York	United States	372	425
Bank of Tokyo, Ltd.	Japan	25	23
Bank of Yokohama, Ltd.	Japan	62	57
Bank of the Ryukyus, Ltd., Naha	Japan	344	379
Bankers Trust Co., New York	United States	73	63
Banque Bruxelles Lambert, Brussels	Belgium	76	84
Banque Cantonale Vaudoise, Lausanne	Switzerland	360	399
Banque Cantonale de Berne	Switzerland	324	377
Banque Cantonale de St. Gall	Switzerland	374	423
Banque Cantonale de Zurich	Switzerland	124	140
Banque Commerciale pour l'Europe du Nord, Paris	France	325	398
Banque Francaise du Commerce Exterieur, Paris	France	212	105
Banque Generale du Luxembourg	Luxembourg	300	331
Banque Indosuez, Paris	France	82	76
Banque Internationale a Luxembourg	Luxembourg	265	299
Banque Internationale pour l'Afrique Occidentale, Paris	France	462	487
Banque Misr, Cairo	Egypt	213	233
Banque Nationale de Paris	France	9	10
Banque Nationale de Paris Plc, London	United Kingdom	477	551
Banque Paribas Belgique, Brussels (q)	Belgium	376	414
Banque Paribas, Paris	France	70	75
Banque Populaire Suisse, Berne	Switzerland	132	146
Banque Regionale d'Escompte et de Depots, Vincennes	France	406	385
Banque Worms, Paris	France	310	320
Banque de l'Union Europeenne, Paris	France	384	396
Banque du Caire, Cairo	Egypt	392	382
Barclays Bank, Paris	France	479	527
Barclays National Bank Ltd., Johannesburg	South Africa	257	290
Barclays Plc, London	United Kingdom	21	19
Barnett Bank of South Florida NA, Miami	United States	454	492
Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	42	49
Bayerische Landesbank Girozentrale, Munich	Germany	46	56
Bayerische Landesbank International, Luxembourg	Luxembourg	470	524
Bayerische Vereinsbank, Munich	Germany	35	38
Bergen Bank	Norway	227	227
Berliner Bank, Berlin	Germany	149	173
Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	230	184
Bikuben, Copenhagen	Denmark	358	370
Boston Safe Deposit & Trust Co.	United States	290	314
Bowery Savings Bank, New York	United States	373	383
Bremer Landesbank Kreditanstalt Oldenburg, Bremen	Germany	168	190
C.O.B.-Caisse d'Epargne Privee, Brussels	Belgium	301	326
CIC-Union Europeenne, International & Cie, Paris	France	346	395
Caisse Centrale des Banques Populaires, Paris	France	193	183
Caisse Generale d'Epargne et de Retraite, Brussels	Belgium	87	96
Caisse d'Epargne de l'Etat, Luxembourg	Luxembourg	307	355
Caixa Geral de Depositos, Lisbon	Portugal	216	225
Caja de Ahorros y Monte de Piedad de Barcelona	Spain	430	454
Caja de Madrid	Spain	231	231
Caja de Pensiones para la Vejez, Barcelona	Spain	169	170
California First Bank, San Francisco	United States	365	405
Canadian Imperial Bank of Commerce, Toronto	Canada	53	60
Canara Bank, Bangalore	India	369	387
Carteret Savings Bank, FA, Morristown, N.J.	United States	444	428
Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo	Italy	282	293
Cassa di Risparmio delle Provincie Lombarde, Milan	Italy	65	62
Cassa di Risparmio di Firenze, Florence	Italy	395	378
Cassa di Risparmio di Genova e Imperia, Genoa	Italy	439	437
Cassa di Risparmio di Padova e Rovigo, Padua	Italy	423	427
Cassa di Risparmio di Roma, Rome	Italy	164	103
Cassa di Risparmio di Torino, Turin	Italy	197	194
Cassa di Risparmio di Verona, Vicenza & Belluno, Verona	Italy	334	310
Central Bank of India, Bombay	India	350	413
Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	Belgium	232	268
Chang Hwa Commercial Bank, Ltd., Taichung	Taiwan	331	354
Chase Manhattan Bank NA, New York	United States	40	37
Chemical Bank, New York	United States	67	55
Chiba Bank, Ltd.	Japan	93	98
Chiba Kogyo Bank, Ltd.	Japan	322	360
Chiba Sogo Bank, Ltd.	Japan	298	332
Cho-Heung Bank Ltd., Seoul	Korea	415	313
Christiania Bank og Kreditkasse, Oslo	Norway	211	223
Chugoku Bank, Ltd., Okayama	Japan	152	157
Chukyo Sogo Bank, Ltd., Nagoya	Japan	299	344
Chuo Sogo Bank, Ltd., Nagoya	Japan	274	311
Chuo Trust & Banking Co., Ltd., Tokyo	Japan	61	67
Citibank (New York) NA, Rochester	United States	478	444
Citibank NA, New York	United States	17	9
Citizens & Southern National Bank, Atlanta	United States	271	241
City Federal Savings Bank, Elizabeth, N.J.	United States	279	229
Comerica Bank-Detroit	United States	323	329
Commercial Bank of Greece, Athens	Greece	434	462
Commercial Bank of Korea Ltd., Seoul	Korea	399	270
Commercial Bank of Kuwait	Kuwait	382	438
Commercial Bank of Syria, Damascus	Syria	362	224
Commerzbank International, Luxembourg	Luxembourg	238	279
Commerzbank, Frankfurt	Germany	31	34
Commonwealth Bank of Australia, Sydney	Australia	126	119
Commonwealth Banking Corp., Sydney	Australia	122	112
Commonwealth Savings Bank of Australia, Sydney	Australia	242	275
Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	218	250
Connecticut Bank & Trust Co. NA, Hartford	United States	269	259
Connecticut National Bank, Hartford	United States	278	260
Continental Illinois Nat'l Bank & Trust Co., Chicago	United States	112	93
Cooperative Bank of Taiwan, Taipei	Taiwan	175	195
Copenhagen Handelsbank	Denmark	178	187
Credit Agricole Mutuel, Paris	France	8	8
Credit Commercial de France, Paris	France	89	91
Credit Foncier Vaudois, Lausanne	Switzerland	438	500
Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	412	448
Credit Industriel et Commercial, Paris (h)	France	151	168
Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	295	350
Credit Lyonnais, Paris	France	11	12
Credit Suisse, Zurich	Switzerland	44	46
Credit du Nord, Lille	France	172	164
Creditanstalt-Bankverein, Vienna	Austria	99	88
Credito Italiano, Milan	Italy	63	69
Credito Romagnolo, Bologna	Italy	273	216

Alphabetical Listing of the Top 500 Banks in Deposits

With Deposit and Asset Ranks on Dec. 31, 1986

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		Deposit Rank 12/31/86	Asset Rank 12/31/86
CrossLand Savings FSB, Brooklyn, New York	United States	286	243
Dai-Ichi Kangyo Bank Ltd., Tokyo	Japan	1	1
Dai-Ichi Sogo Bank Ltd., Tokyo	Japan	467	516
Dai-San Sogo Bank, Ltd., Matsuzaka	Japan	320	363
Daishi Bank, Ltd., Niigata	Japan	179	189
Daiwa Bank, Ltd., Osaka	Japan	24	24
Danske Bank, Copenhagen	Denmark	139	151
Deutsche Bank Compagnie Financiere Luxembourg	Luxembourg	195	203
Deutsche Bank, Frankfurt	Germany	10	13
Deutsche Genossenschaftsbank, Frankfurt	Germany	74	54
Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	275	138
Development Bank of Singapore Ltd.	Singapore	497	412
Dime Savings Bank of New York FSB	United States	304	294
Dollar-Dry Dock Savings Bank, Bronx, New York	United States	460	511
Dresdner Bank, Frankfurt	Germany	22	25
Ehime Sogo Bank, Ltd., Matsuyama	Japan	328	367
Eighteenth Bank, Ltd., Nagasaki	Japan	294	325
Empire of America FSB, Buffalo, N.Y.	United States	383	384
Erste Oesterreichische Spar-Casse, Vienna	Austria	228	253
European American Bank, New York	United States	411	366
Fidelity Bank NA, Malvern, Pa.	United States	267	271
First Commercial Bank, Taipei	Taiwan	223	192
First Fidelity Bank NA, Newark, N.J.	United States	270	264
First Florida Bank NA, Tampa	United States	448	472
First Interstate Bank of Arizona NA, Phoenix	United States	335	371
First Interstate Bank of California, Los Angeles	United States	117	124
First Interstate Bank of Oregon NA, Portland	United States	405	422
First National Bank of Maryland, Baltimore	United States	495	477
First National Bank, Atlanta	United States	381	335
First National Bank, Boston	United States	131	111
First National Bank, Chicago	United States	92	87
First National Bank, Minneapolis	United States	327	249
First Nationwide Bank, FSB, San Francisco	United States	188	167
First Pennsylvania Bank NA, Philadelphia	United States	452	409
First Tennessee Bank NA, Memphis	United States	435	429
First Union National Bank of Florida, Jacksonville	United States	356	351
First Union National Bank, Charlotte, N.C.	United States	256	159
Fleet National Bank, Providence, R.I.	United States	409	362
Florida National Bank, Jacksonville	United States	329	358
Forsta Sparbanken, Stockholm	Sweden	466	510
Frankfurter Sparkasse von 1822, Frankfurt	Germany	441	505
Fuji Bank, Ltd., Tokyo	Japan	2	2
Fukui Bank, Ltd.	Japan	235	257
Fukuoka Sogo Bank, Ltd.	Japan	214	238
Fukutoku Sogo Bank, Ltd., Osaka	Japan	247	285
Generale de Banque, Brussels	Belgium	54	65
Genossenschaftliche Zentralbank, Stuttgart	Germany	255	308
Genossenschaftliche Zentralbank, Vienna	Austria	184	212
Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	Austria	136	142
Goldome FSB, Buffalo, N.Y.	United States	190	172
Gotabanken, Stockholm	Sweden	314	287
Great American First Savings Bank, San Diego, Calif.	United States	219	197
Great Western Bank, FSB, Beverly Hills	United States	116	104
Grindlays Bank Plc., London	United Kingdom	313	364
Groupe Des Banques Populaires, Paris	France	77	77
Gulf Bank, Kuwait	Kuwait	338	391
Gulf International Bank B.S.C., Manama	Bahrain	276	306
Gunma Bank, Ltd., Maebashi	Japan	128	137
Habib Bank Ltd., Karachi	Pakistan	428	455
Hachijuni Bank, Ltd., Nagano	Japan	115	129
Hambros Bank Ltd., London	United Kingdom	417	457
Hamburger Sparkasse, Hamburg	Germany	181	204
Hamburgische Landesbank-Girozentrale, Hamburg	Germany	120	139
Hang Seng Bank Ltd., Hong Kong	Hong Kong	192	221
Hanil Bank Ltd., Seoul	Korea	375	291
Hanshin Sogo Bank, Ltd., Kobe	Japan	455	506
Harris Trust & Savings Bank, Chicago	United States	317	297
Heiwa Sogo Bank, Ltd., Tokyo	Japan	292	254
Hessische Landesbank-Girozentrale, Frankfurt	Germany	79	92
Higo Bank, Ltd., Kumamoto	Japan	209	232
Hill, Samuel & Co., Ltd., London	United Kingdom	498	538
Hiroshima Sogo Bank, Ltd.	Japan	284	309
Hokkaido Bank, Ltd., Sapporo	Japan	156	162
Hokkaido Takushoku Bank, Ltd., Sapporo	Japan	80	82
Hokkoku Bank, Ltd., Kanazawa	Japan	204	226
Hokuetsu Bank, Ltd., Nagaoka	Japan	283	316
Hokuriku Bank Ltd., Toyama	Japan	90	97
Hokuyo Sogo Bank, Ltd., Sapporo	Japan	315	356
Hongkong and Shanghai Banking Corp., Hong Kong	Hong Kong	28	28
Howard Savings Bank, Newark, N.J.	United States	489	515
Hua Nan Commercial Bank, Ltd., Taipei	Taiwan	296	304
Huntington National Bank, Columbus, Ohio	United States	352	357
Hyakugo Bank, Ltd., Tsu	Japan	199	217
Hyakujushi Bank, Ltd., Takamatsu	Japan	176	182
Hyogo Sogo Bank, Ltd., Kobe	Japan	150	166
Industrial Bank of Japan, Ltd., Tokyo	Japan	7	7
International Commercial Bank of China, Taipei	Taiwan	302	317
International Westminster Bank Plc, London	United Kingdom	98	80
Irving Trust Co., New York	United States	162	133
Israel Discount Bank, Ltd., Tel-Aviv	Israel	191	201
Istituto Bancario italiano, Milan	Italy	396	392
Istituto Bancario San Paolo di Torino, Turin	Italy	57	52
Iyo Bank, Ltd., Matsuyama	Japan	165	175
Joyo Bank, Ltd., Mito	Japan	94	101
Jugobanka-United Bank, Belgrade	Yugoslavia	436	338
Juroku Bank, Ltd., Gifu	Japan	167	179
Jyske Bank, Silkeborg	Denmark	408	430
Kagawa Sogo Bank, Ltd., Takamatsu	Japan	476	523
Kagoshima Bank, Ltd.	Japan	245	261
Kansai Sogo Bank, Ltd., Osaka	Japan	496	534
Kansallis-Osake Pankki, Helsinki	Finland	121	127
Kinki Sogo Bank, Ltd., Osaka	Japan	206	234
Kitanippon Sogo Bank, Ltd., Morioka	Japan	494	532
Kiyo Bank, Ltd., Wakayama	Japan	200	219
Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	251	196
Kofuku Sogo Bank, Ltd., Osaka	Japan	237	267
Korea Exchange Bank, Seoul	Korea	332	153
Korea First Bank, Seoul	Korea	390	276
Kouchi Sogo Bank, Ltd.	Japan	484	531
Kredietbank International Group, Brussels	Belgium	71	79
Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	312	341
Kreissparkasse Koeln, Cologne	Germany	379	446
Kyowa Bank, Ltd., Tokyo	Japan	43	39
Kyushu Sogo Bank, Ltd., Sasebo	Japan	459	514
Land Bank of Taiwan, Taipei	Taiwan	244	244
Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	114	134
Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	146	165
Landesbank Stuttgart Girozentrale	Germany	113	141
Landesgirokasse, Stuttgart	Germany	254	283
Ljubljanska Banka, Ljubljana	Yugoslavia	363	284
Lloyds Bank Plc, London	United Kingdom	39	41
Lombard North Central Plc, London	United Kingdom	471	323
Long Island Savings Bank FSB, Syosset, N.Y.	United States	437	426
Long-Term Credit Bank of Japan Ltd., Tokyo	Japan	20	22
Luzerner Kantonalbank, Lucerne	Switzerland	361	419
MBank Dallas NA	United States	349	330
Malayan Banking Berhad, Kuala Lumpur	Malaysia	342	372
Manufacturers Hanover Trust Co., New York	United States	55	51
Manufacturers National Bank, Detroit	United States	368	345
Marine Midland Bank NA, Buffalo, N.Y.	United States	125	125
Maryland National Bank, Baltimore	United States	330	318
Mellon Bank NA, Pittsburgh	United States	140	116
MeraBank, FSB, Phoenix, Ariz.	United States	463	386
Meridian Bank, Reading, Pa.	United States	355	374
Meritor Savings Bank, Philadelphia	United States	160	143
Michinoku Bank, Ltd., Hirosaki	Japan	357	408
Midland Bank Plc, London	United Kingdom	36	32
Mitsubishi Bank Ltd., Tokyo	Japan	4	4
Mitsubishi Trust & Banking Corp., Tokyo	Japan	13	15
Mitsui Bank, Ltd., Tokyo	Japan	16	14
Mitsui Trust & Banking Co., Ltd., Tokyo	Japan	19	21
Miyazaki Bank, Ltd.	Japan	370	390
Monte dei Paschi di Siena	Italy	60	61
Morgan Grenfell & Co. Ltd., London	United Kingdom	485	482
Morgan Guaranty Trust Co., New York	United States	59	44
Musashino Bank, Ltd., Omiya	Japan	268	296
N.M. Rothschild & Sons Ltd., London	United Kingdom	468	546
NCNB National Bank of Florida, Tampa	United States	293	263
NCNB National Bank of North Carolina, Charlotte	United States	201	180
Nagoya Sogo Bank, Ltd.	Japan	217	251
Nanto Bank, Ltd., Nara	Japan	163	181
Nassauische Sparkasse Wiesbaden, Wiesbaden	Germany	347	416
National Australia Bank Ltd, Melbourne	Australia	109	121
National Australia Savings Bank Ltd., Melbourne	Australia	465	512
National Bank of Abu Dhabi	United Arab Emirate	401	445
National Bank of Canada, Montreal	Canada	130	132
National Bank of Detroit	United States	203	176
National Bank of Dubai Ltd., Dubai	United Arab Emirate	410	431
National Bank of Egypt, Cairo	Egypt	198	208
National Bank of Greece, Athens	Greece	123	131
National Bank of Kuwait	Kuwait	221	239
National Bank of New Zealand, Ltd., Wellington	New Zealand	488	544
National City Bank, Cleveland	United States	449	373
National Commercial Bank, Jeddah	Saudi Arabia	138	150
National Westminster Bank Plc, London	United Kingdom	15	17
National Westminster Bank USA, New York	United States	220	228
Nedbank Ltd., Johannesburg	South Africa	394	450
Nederlandsche Middenstandsbank, Amsterdam	Netherlands	83	89
Nederlandse Credietbank, Amsterdam	Netherlands	431	476
Niigata Sogo Bank, Ltd.	Japan	461	509
Nippon Credit Bank, Ltd., Tokyo	Japan	34	33
Nippon Trust & Banking Co., Ltd., Tokyo	Japan	135	136
Nishi-Nippon Sogo Bank, Ltd., Fukuoka	Japan	148	155
Nordbanken, Stockholm	Sweden	440	471
Norddeutsche Genossenschaftsbank, Hannover	Germany	233	273
Norddeutsche Landesbank Girozentrale, Hannover	Germany	56	66
Norinchukin Bank, Tokyo	Japan	6	6
Norske Creditbank, Oslo	Norway	161	149
Northern Trust Co., Chicago	United States	380	322
Norwest Bank Minneapolis NA	United States	446	343
Nuovo Banco Ambrosiano, Milan	Italy	202	188
Oesterreichische Laenderbank, Vienna	Austria	129	148
Ogaki-Kyoritsu Bank, Ltd., Ogaki	Japan	222	242
Oita Bank, Ltd.	Japan	277	303
Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	492	495
PKbanken, Stockholm	Sweden	100	106
Peoples Bank, Bridgeport, Conn.	United States	427	466
Philadelphia National Bank	United States	305	301
Pittsburgh National Bank	United States	259	210
Postipankki, Helsinki	Finland	215	213
Privatbanken, Copenhagen	Denmark	194	207
Provident National Bank, Philadelphia	United States	426	410
Provinsbank, Aarhus	Denmark	281	312
Rabobank Nederland, Utrecht	Netherlands	50	47
Rafidain Bank, Baghdad	Iraq	64	72
Rainier National Bank, Seattle	United States	308	315
Republic National Bank, New York	United States	185	169
RepublicBank Dallas NA	United States	224	178
Riggs National Bank, Washington, D.C.	United States	397	420
Riyad Bank Ltd., Jeddah	Saudi Arabia	266	277

Alphabetical Listing of the Top 500 Banks in Deposits

With Deposit and Asset Ranks on Dec. 31, 1986

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		Deposit Rank 12/31/86	Asset Rank 12/31/86
Royal Bank of Canada, Montreal	Canada	41	43
Royal Bank of Scotland Plc., Edinburgh	United Kingdom	101	115
S.G. Warburg & Co. Ltd., London	United Kingdom	413	440
Saitama Bank Ltd., Urawa	Japan	49	50
Sal. Oppenheim jr. & Cie., Cologne	Germany	336	381
San-in Godo Bank, Ltd., Matsue	Japan	253	274
Sanwa Bank California, San Francisco	United States	464	460
Sanwa Bank Ltd., Osaka	Japan	5	5
Saudi International Bank, London	United Kingdom	424	480
Scandinavian Bank Ltd., London	United Kingdom	429	473
Sears Savings Bank, Glendale, Calif.	United States	378	368
Seattle-First National Bank	United States	252	245
Security Pacific National Bank, Los Angeles	United States	72	70
Senshu Bank, Ltd., Kishiwada	Japan	385	433
Shawmut Bank of Boston NA	United States	474	415
Shichijushichi Bank, Ltd., Sendai	Japan	153	163
Shiga Bank, Ltd., Otsu	Japan	173	193
Shiga Sogo Bank, Ltd., Otsu	Japan	453	499
Shikoku Bank, Ltd., Kochi	Japan	243	265
Shinwa Bank, Ltd., Sasebo	Japan	311	346
Shizuoka Bank Ltd.	Japan	95	102
Shoko Chukin Bank, Tokyo	Japan	38	40
Signet Bank/Virginia, Richmond	United States	425	403
Skandinaviska Enskilda Banken, Stockholm	Sweden	103	100
Skopbank, Helsinki	Finland	472	393
Societe Generale Alsacienne de Banque, Strasbourg	France	241	280
Societe Generale, Paris	France	18	18
Societe Lyonnaise de Banque, Lyons	France	367	352
Societe Nationale de Credit a l'Industrie, Brussels	Belgium	205	211
Societe de Banque Suisse (Luxembourg)	Luxembourg	493	563
Society National Bank, Cleveland	United States	457	465
Southeast Bank NA, Miami	United States	207	215
Sovran Bank NA, Richmond	United States	229	236
Sparbankernas Bank, Stockholm	Sweden	248	108
Sparekassen SDS, Copenhagen	Denmark	272	281
Sparkasse der Stadt Berlin West, Berlin	Germany	239	272
Sparkasse in Bremen	Germany	483	478
Stadt-Sparkasse Duesseldorf	Germany	482	553
Stadtsparkasse Koeln, Cologne	Germany	291	339
Stadtsparkasse Munchen, Munich	Germany	398	424
Standard Bank of South Africa Ltd., Johannesburg	South Africa	333	397
Standard Chartered Bank, London	United Kingdom	66	68
Standard Federal Bank, Troy, Mich.	United States	419	361
State Bank of India, Bombay	India	86	90
State Bank of New South Wales, Sydney	Australia	456	376
State Bank of Victoria, Melbourne	Australia	264	305
State Street Bank & Trust Co., Boston	United States	366	347
Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt	Germany	208	235
Sumitomo Bank Ltd., Osaka	Japan	3	3
Sumitomo Trust & Banking Co., Ltd., Osaka	Japan	14	16
Suruga Bank, Ltd., Numazu	Japan	186	209
Svenska Handelsbanken, Stockholm	Sweden	127	118
Swiss Bank Corp., Basle	Switzerland	30	30
Syndicate Bank, Manipal	India	473	518
Taisei Sogo Bank, Ltd., Maebashi	Japan	321	365
Taiyo Kobe Bank, Ltd., Kobe	Japan	23	20
Texas Commerce Bank NA, Houston	United States	340	220
Thai Farmers Bank, Bangkok	Thailand	475	498
Thurgauische Kantonalbank, Weinfelden	Switzerland	447	496
Tochigi Sogo Bank, Ltd., Utsunomiya	Japan	450	503
Toho Bank, Ltd., Fukushima	Japan	246	269
Tokai Bank Ltd., Nagoya	Japan	12	11
Tokiwa Sogo Bank, Ltd., Tokyo	Japan	402	449
Tokuyo Sogo Bank, Ltd., Sendai	Japan	481	520
Tokyo Sogo Bank, Ltd.	Japan	144	161
Tokyo Tomin Bank, Ltd.	Japan	260	286
Toronto Dominion Bank	Canada	78	86
Toyo Trust & Banking Co. Ltd., Tokyo	Japan	32	31
Trade Development Bank, Geneva	Switzerland	500	525
Trustee Savings Bank England & Wales, London	United Kingdom	189	198
Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	388	334
Turkiye Is Bankasi, Ankara	Turkey	451	467
Udruzena Banka Hrvatske, Zagreb	Yugoslavia	234	218
Udruzena Beogradska Banka, Belgrade	Yugoslavia	354	252
Union Bank of Finland, Ltd., Helsinki	Finland	134	126
Union Bank of Norway, Oslo	Norway	403	434
Union Bank of Switzerland (Luxembourg)	Luxembourg	343	407
Union Bank of Switzerland, Zurich	Switzerland	27	27
Union Bank, Los Angeles	United States	236	258
Union de Banques Arabes et Francaises, Neuilly (w)	France	287	319
United Mizrahi Bank Ltd., Tel-Aviv	Israel	377	402
United Overseas Bank Ltd., Singapore	Singapore	442	447
United States National Bank, Portland	United States	337	302
United Virginia Bank, Richmond	United States	316	298
Valley National Bank, Phoenix	United States	210	240
Vereins-und Westbank, Hamburg	Germany	226	262
Volkskas, Ltd., Pretoria	South Africa	407	469
Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	225	230
Wells Fargo Bank NA, San Francisco	United States	75	78
West LB International, Luxembourg	Luxembourg	421	459
Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	177	191
Westdeutsche Landesbank Girozentrale, Duesseldorf	Germany	33	35
Westpac Banking Corp., Sydney	Australia	91	85
Westpac Savings Bank Ltd., Sydney	Australia	445	502
Yamagata Bank, Ltd.	Japan	364	389
Yamaguchi Bank, Ltd., Shimonoseki	Japan	143	152
Yamanashi Chuo Bank, Ltd., Kofu	Japan	288	321
Yasuda Trust & Banking Co. Ltd., Tokyo	Japan	26	26
Zenshinren Bank, Tokyo	Japan	51	59
Zentralsparkasse und Kommerzialbank, Wien, Vienna	Austria	174	185

Foreign Currency Exchange Guide and Exchange Rate Comparisons

Name of Country	Currency	Symbol	Exchange Rate (a) 12/31/86	Exchange Rate (a) 12/31/85	Gain /Loss
Argentina (b)	Austral	AP	0.806200	1.250000	–35.5
Australia (e)	Dollar	A$	0.629000	0.703000	–10.5
Austria	Shilling	AS	0.073700	0.057900	+27.3
Bahamas	Dollar	B$	1.000000	1.000000	......
Bahrain	Dinar	BaD	2.640000	2.650000	–0.4
Belgium	Franc	BF	0.024800	0.019000	+30.5
Bermuda	Dollar	Be$	1.000000	1.000000	......
Brazil (l)	Cruzado	BC	0.069500	0.000099	......
Canada (c)	Dollar	C$	0.719800	0.731600	–1.6
Cayman Isles	(d)	...	....	....	......
Chile	Peso	CP	0.004980	0.005700	–12.6
Colombia	Peso	CoP	0.004500	0.005800	–22.4
Denmark	Krone	DK	0.137000	0.112000	+22.3
Egypt (f)	Pound	EP	1.220000	1.200000	+1.7
Ethiopia	Birr	EB	0.488000	0.480000	+1.7
Finland	Markka	FM	0.209000	0.185000	+13.0
France	Franc	FF	0.156900	0.133000	+18.0
Germany	Deutsche Mark	DM	0.520100	0.409000	+27.2
Greece	Drachma	GD	0.007200	0.006690	+7.6
Hong Kong	Dollar	H$	0.128500	0.128300	+0.2
India	Rupee	InR	0.76600	0.083000	–7.7
Indonesia	Rupiah	IR	0.000614	0.000890	–31.0
Iran (g)	Rial	Ri	0.011000	0.010000	+10.0
Iraq	Dinar	ID	3.200000	3.200000	.....
Ireland (i)	Pound	IP	1.470000	1.310000	+12.2
Israel (j)	Shekel	IS	0.677000	0.000680	( )
Italy	Lira	L	0.000747	0.000600	+24.5
Japan (e)	Yen	Y	0.006479	0.004626	+40.1
Jordan	Dinar	JD	2.880000	2.770000	+4.0
Korea (South)	Won	KW	0.001100	0.001100	.....
Kuwait	Dinar	KD	3.410000	3.440000	–0.9
Libya	Dinar	LD	3.100000	3.300000	–6.1
Liechtenstein	(h)	...	....	....	......
Luxembourg	Franc	LF	0.024900	0.020000	+24.5
Malaysia (f)	Dollar	M$	0.385800	0.413900	–6.8
Mexico	Peso	MP	0.001088	0.002190	–50.3
Morocco	Dirham	MD	0.116000	0.100000	+16.0
Netherlands	Guilder	G	0.460200	0.360000	+27.8
New Zealand (e)	Dollar	N$	0.486000	0.547000	–11.2
Nigeria	Naira	NN	0.385000	1.050000	–63.3
Norway	Krone	NK	0.136000	0.132200	+2.9
Pakistan	Rupee	PR	0.058000	0.063000	–7.9
Peru	Sol	PS	0.070700	0.000071	( )
Philippines	Peso	PP	0.049400	0.053000	–6.8
Portugal	Escudo	PE	0.006880	0.006350	+8.4
Qatar	Riyal	QR	0.270000	0.270000	.....
Saudi Arabia	Riyal	SAR	0.266000	0.273000	–2.6
Singapore	Dollar	S$	0.460800	0.475000	–3.0
South Africa (f)	Rand	SR	0.405400	0.512000	–20.8
Spain	Peseta	SP	0.007630	0.006500	+17.4
Sweden	Krona	SK	0.148400	0.131900	+12.5
Switzerland	Franc	SF	0.621000	0.486000	+27.8
Syria	Pound	SyP	0.250000	0.250000	.....
Taiwan	NT Dollar	T$	0.028300	0.025700	+10.1
Tanzania (k)	Shilling	TS	0.038300	0.061000	–37.2
Thailand	Baht	TB	0.038700	0.038700	.....
Tunisia	Dinar	TD	1.210000	1.306000	–7.4
Turkey	Pound	TP	0.001320	0.001740	–24.1
United Arab Emirates	Dirham	UD	0.274000	0.273000	+0.4
United Kingdom	Pound	P	1.482000	1.440000	+2.9
Venezuela	Bolivar	VB	0.456000	0.068000	–32.9
Yugoslavia	Dinar	YD	0.002200	0.003300	–33.3

(a) — Figures shown are the dollar values per unit of foreign currency. The currencies are converted into dollars using the New York cable rate for the date shown. (b) — On June 15, 1985, a new monetary unit was introduced. It is called the "austral". One austral is worth 1,000 old pesos. (c) — The date comparisons are 10/31/86 to 10/31/85. (d) — Banks in country are dollar-denominated. (e) — The date comparisons are 9/30/86 to 9/30/85. (f) — The date comparisons are 6/30/86 to 6/30/85. (g)— The date comparisons are 3/20/87 to 3/20/86. (h) — Banks in country use Swiss francs. (i) — The date comparisons are 3/31/87 to 3/31/86. (j) — At yearend 1985, the new Israel shekel (NIS) replaced the old shekel. One new Israel shekel is worth 1,000 old shekels. The exchange rate for 12/31/85 is for the old shekel. (k) — The data comparisons are 6/30/86 to 12/31/85. (l) — On Feb. 28, 1986, a new monetary unit was introduced. It is called the "cruzado". One cruzado is worth 1,000 old cruzieros.

Lincoln Savings Drops Bank Board Suit

➸ **Continued from Page 3**

In addition, Mr. Keating hired lobbyists in 1985 and 1986 to challenge Mr. Gray's crusade to curb the types of business activities Lincoln so ardently chose to pursue. Even economist Alan Greenspan was hired to defend the institution's direct investment strategy. Mr. Greenspan is expected to succeed Paul A. Volcker as chairman of the Federal Reserve Board next month.

Gray Found Investments Risky

Mr. Gray maintained the investments were too risky to be funded by federally insured deposits.

Lincoln, according to the suit, also had petitioned the Bank Board to disqualify Mr. Gray, while he was agency chairman, from participating in any deliberations relating to the thrift.

Mr. Fishbein said the leaks were an attempt by the Bank Board to coerce the institution into making traditional home loans.

Confidential information appeared in three stories over the past seven months, the suit alleges, including pieces last December in *The Wall Street Journal* and the *Mesa* (Ariz.) *Tribune.* Lincoln officials had not seen some of the confidential reports prior to publication, according to the suit.

But the most grievous disclosure, according to the suit, was the release of about 300 pages of audit reports, which appeared in part in the July issue of *Regardie's*, a Washington magazine.

Lincoln's lawyers claim that the article's headlines inaccurately depicted Lincoln on the verge of bankruptcy, which could threaten its business dealings. In addition, elements of the S&L's business plan were disclosed to competitors, and the company is unable to pursue these strategies, the suit said.

The magazine was not sued, because Mr. Fishbein said the First Amendment makes such actions difficult to win.

Lincoln said it first detected Bank Board leaks in August 1986, when William Coleman of Salomon Brothers Inc. mentioned that an officer of the securities firm had gotten wind of a $15 million foreclosure by the thrift in New Orleans.

The securities firm officer, Paul Hart, refused to identify his source, other than to say it was an executive at a competing California S&L, according to the suit. Lincoln's lawyers wrote the Bank Board, advising them of the leak and requesting an investigation. According to the suit, the S&L's directors were unaware of whether the Bank Board acted on the request. ■

Management Team Named for Freedom Savings

➸ **Continued from Page 69**

30, 1986, and named prominent Tampa businessman George H. Gage Jr. to replace him.

Freedom had been operating under a supervisory agreement with the Federal Home Loan Bank Board, one that severely restricted its lending ability. The frustrated Mr. Gage said the agreement was blocking any real chance of turning the thrift around. But he was unable to develop a plan to salvage Freedom.

The FSLIC notified Freedom's attorney that it would be taking over the thrift, and Mr. Gage resigned the morning that action was taken.

The insolvent thrift had a negative net worth of $80 million as of March 31, according to the latest earnings report it filed. It suffered serious runoffs in deposits, dropping from $1.8 billion as of yearend 1986 to $1.4 million as of March 31. Freedom has not yet issued a report for the period ending June 30.

Shareholders do not expect to recover anything on their stock. Even if the regulators were able to obtain a buyer who would pay enough to cover the negative net worth, there would still be millions of dollars in fees associated with the FSLIC action.

"They're finished," Mr. Perkins said of the shareholders.

One of these, the estate of Harold Vernon, held more than $5 million worth of Freedom stock it could not sell. Mr. Handy, the former chairman, and his group calculate their losses at about $4.5 million. ■

Correction

It was incorrectly reported in the July 9, page 1 article, "Wall Names Five Top Key Positions With Bank Board," that Patrick McKelvey was replaced as director of communications at the Federal Home Loan Bank Board by Karl T. Hoyle. Mr. Hoyle was appointed to a new, senior-level post of executive director of public affairs. Mr. McKelvey reports to Mr. Hoyle. ■

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Keeping pace with the growth of Taiwan's dynamic economy, we have built up a solid position in all major sectors of banking and finance in this country. A glance at our annual financial report (as at December 31, 1986) demonstrates that we are a leading Taiwan bank you can count on.

Total assets	US$15,655,702,990
Total deposits	12,900,637,489
Deposits by other banks	2,250,550,070
Deposits with other banks	1,595,627,644
Capital and reserves	489,788,434
Net interest income	155,994,358
Pre-tax profits	132,778,561

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Citibank Drops Out of Top 10; Japanese Nab 7 Highest Slots

➸ **Continued from Page 1**

deposits in U.S. dollars on Dec. 31, 1986. Deposits as of Sept. 30, 1986, are used for all Japanese banks.

Other listings include the banks ranked 501 through 1,000 by deposits and an alphabetical listing of the top 500. Summary tables show the largest deposit gainers and the losers; the 10 countries with the most banks in the top 500; and, for the first time, a comparison of the top 25 world banks in 1986 with those in 1971 and 1966.

The survey is presented in two parts. Today, the banks are ranked by deposits. Part two of the survey, which will appear Friday, lists the top 500 banks in the world by assets.

The number of U.S. banks ranking among the top 25 in deposits has declined substantially since 1956, when the *American Banker* began keeping track of the international deposit ranking of banks. In that year, 15 U.S. banks ranked among the top 25, including the three largest banks in the world; and five U.S. banks appeared among the top 10.

Ten years later, 10 U.S. banks were among the top 25; however, among the top 10, seven were U.S. banks. By 1971, only six U.S. banks were among the top 25, but the top three were still U.S. banks.

Last year, Bank of America fell out of the top 25, and Citibank dropped out of the top 10. Citibank, at 17th place with deposits of $102.9 billion, is now the only U.S. bank in the top 25.

Part of the reason for the continued dominance of Japanese banks is the appreciation of the yen against the dollar. From September 1985 to September 1986, the Japanese yen appreciated 40.1% against the dollar. From September 1984 to September 1986, the yen appreciated 59.8% against the dollar.

Thus, while the yen-denominated deposits of the 16 Japanese banks in the top 25 increased by only 8.5% last year, to 310.5 trillion yen, these deposits, as denominated in dollars, soared 52% to $2 trillion. For the 108 Japanese banks in the top 500, deposits were up 53.8% in 1986 from a year earlier.

Dai-Ichi Kangyo Bank Ltd., Tokyo, was the largest bank in the world for the third consecutive year, with $186 billion in deposits. Deposits increased 49.2% from the year-earlier period. In yen-denominated deposits, Dai-Ichi reported a 6.7% increase to 28.7 trillion yen.

The following three bank positions remained unchanged from a year ago: Fuji Bank Ltd., Tokyo, with deposits of $166.5 billion, up 51.8% (8.4% yen-denominated); Sumitomo Bank Ltd., Osaka, $164.5 billion, an increase of 51.6% (8.2%); and Mitsubishi Bank Ltd., Tokyo, with $158.7 billion, a jump of 54.3% (10.2%).

Rounding out the top five was Sanwa Bank Ltd., Osaka, with deposits of $151.9 billion, a 53.3% increase. In yen, Sanwa's deposits were up 9.5%.

The other Japanese banks in the top 10 are Norinchukin Bank and Industrial Bank of Japan Ltd., both of Tokyo, with $144.2 billion and $137.4 billion in deposits, respectively.

The largest non-Japanese bank was Credit Agricole Mutuel, Paris, which ranked eighth. Credit Agricole reported deposits of $133.4 billion, up 57.2%. The franc appreciated 18% against the dollar in 1986. Franc-denominated deposits increased 33.3% to 850.2 billion francs.

Total deposits at the top 500 world banks were $9.2 trillion, a 31.3% increase over the previous year. In 1985, deposits of the top 500 grew 19.9%. Deposits at the 102 U.S. banks increased 7% to $1.1 trillion. At non-U.S. banks, deposits were up 36.4% to $8.1 trillion.

Other Survey Findings

- The largest deposit gainer in the top 500 was Sanwa Bank California, San Francisco, the U.S. commercial bank subsidiary of fifth-ranked Sanwa Bank. The bank, formerly known as Golden State Sanwa Bank, had a deposit gain of 191.4% to $3.9 billion last year. The deposit increase was attributed to its acquisition of Lloyds Bank of California, Los Angeles, a former subsidiary of Lloyds Bank PLC, London.

  Sanwa was followed by International Commercial Bank of China, Taipei, Taiwan, whose deposits rose 162.6% to $6.5 billion, and Boston Safe Deposit & Trust Co., which reported an increase of 127.1% to $6.8 billion.
- Among the world's top 1,000 banks, the biggest deposit loser was First Bank of Nigeria Ltd., Lagos, whose deposits dropped 71.3% to $1.2 billion. The naira, the nation's currency, fell more than 63% against the dollar in 1986. Other big losers were Westfalenbank, Bochum, West Germany, which reported deposits of $3 billion, off 66.9% from the previous year; and Banca Serfin, Mexico City, which registered a 52.9% drop to $1.6 billion.
- Of the 55 currencies represented by the top 500 banks, 26 appreciated against the dollar, 22 depreciated, and seven were unchanged. Of the recognized major world currencies — the British pound; Canadian dollar; Dutch guilder; Italian lira; Japanese yen; Swedish krona; West German mark; and French, Belgian and Swiss franc — only the Canadian dollar did not appreciate against the U.S. dollar. ■

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure its survey of the world's top 500 banks, ranked by deposits, meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make them more useful? What would you add?

____

____

(2.) What do you like **best** about the survey?

____

____

(3.) What do you like **least** about it?

____

____

(4.) How do you use the survey in your work?

____

____

(5.) What other types of information about the world's largest banks would you like to see in the survey?

____

____

Name (optional)________________

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American Banker

TOP 500 BANKS IN ASSETS
— TABLES BEGIN ON P. 27

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INTERNATIONAL BOOK REVIEW: Want a business book with a global slant? We've reviewed the most recent — from industry studies to thrillers about high finance and crime. See **Page 9.**

TODAY

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We are dealing with a series of issues surrounded by an awful lot of veto power.

Sen. Timothy Wirth, D-Colo., warning a Senate Banking subcommittee that changes in the bank bill will not come without tough opposition from special-interest groups [Page 1]

Unquote

The World's Seven Largest Banks

Japan Fills Top Positions in Yearend 1986 Asset Ranking[1]

	Assets (Bil. of Dollars) 12/31/86	Assets (Bil. of Dollars) 12/31/85	% Incr.	Assets (Bil. of Yen) 12/31/86	Assets (Bil. of Yen) 12/31/85	% Incr.
1 **Dai-Ichi Kangyo Bank Ltd.**	$239.6	$158.3	51.3%	Y36,978	Y34,212	8.1%
2 **Fuji Bank, Ltd.**	212.4	142.7	48.9	32,789	30,842	6.3
3 **Sumitomo Bank Ltd.**	205.1	135.9	50.9	31,660	29,379	7.8
4 **Mitsubishi Bank Ltd.**	203.8	133.5	52.7	31,456	28,848	9.0
5 **Sanwa Bank Ltd., Osaka**	191.4	123.5	55.0	29,536	26,693	10.7
6 **Norinchukin Bank, Tokyo**	161.6	106.3	51.9	24,937	22,987	8.5
7 **Industrial Bank of Japan, Ltd.**	160.8	103.2	55.9	24,824	22,301	11.3

[1] Japanese bank data are reported as of Sept. 30.

Japanese Banks Get Asset Boost From Yen's Rise Against Dollar

By L. MICHAEL CACACE

NEW YORK — Japan is now the home of the world's seven largest banks in terms of assets and deposits.

Helped by the sharp appreciation of the yen against the dollar, three Japanese banks each posted more than 50% gains in dollar-denominated assets to vault into fifth, sixth, and seventh positions. The three banks are Sanwa Bank Ltd., Osaka; Norinchukin Bank, Tokyo; and Industrial Bank of Japan Ltd., Tokyo.

Sanwa Bank posted a 55% gain in assets for the year ended Sept. 30, 1986, to $191.4 billion,moving up three places to fifth; Norinchukin Bank had a 52% gain, to $161.6 billion, to advance four places to sixth; and Industrial Bank's assets rose 56%, to $160.8 billion, to advance five places to seventh.

These three banks join four other Japanese institutions that have ranked as the largest in total assets since 1984: Dai-Ichi Kangyo Bank Ltd., Tokyo, the world's largest bank with assets of $239.6 billion on Sept. 30, 1986, up 51% from $158.3 billion a year earlier; Fuji Bank Ltd., Tokyo, the second largest bank with assets of $212.4 billion, up 49%; Sumitomo Bank Ltd., Osaka, the third largest bank with $205.1 billion in assets, up 51%; and Mitsubishi Bank Ltd., Tokyo, the fourth largest bank with $203.8 billion in assets, up 53%.

The yen surged 40.1% against the dollar from Sept. 30, 1985, to Sept. 30, 1986, up from $0.004626 per yen to $0.006479 per yen. Because the assets of Japanese banks are converted into dollars, a rise in the yen against the dollar increases these banks' dollar-denominated assets.

Assets on Sept. 30, 1986, are used for all Japanese banks in the *American Banker's* world bank rankings. These assets are compared with the Dec. 31, 1986, assets of U.S. banks and most other foreign banks in the survey.

Citibank, New York; Banque National de Paris; and Credit Agricole Mutuel, Paris, were the banks supplanted by the Japanese banks. Citibank fell four places to ninth position with total assets of $145.9 billion on Dec. 31; Banque Nationale de Paris also dropped four places to 10th position with $143.7 billion in assets; and Credit Agricole moved down one notch to eighth position with $156.4 billion.

These are some of the findings of part two of the *American Banker's* 31st annual world banking survey. Part one of the survey, published Thursday, listed the top 500 banks in deposits. The

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Veto Avoided, Banking Bill Nears Passage

US League Acquiesces On Compromise Measure

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON — With the deadlock between Congress and the White House finally broken, House Speaker Jim Wright, D-Tex., said Thursday that major financial services industry legislation was likely to go to the floor on Monday for a final vote.

Senate action would follow later in the week, clearing the way for President Reagan to sign into law the most sweeping banking legislation in seven years. Opposition planned by the thrift industry's major trade group, to thwart passage of the compromise bill, appears to have been dropped.

Wednesday evening, a House-Senate conference committee unexpectedly reconvened for 45 minutes to incorporate into the bill a compromise worked out the previous day with Treasury Secretary James A. Baker 3d. The unusual session was called after Mr. Baker told the two banking committees that President Reagan had agreed to sign the bill if the compromise was incorporated.

As part of the compromise, the omnibus financial institutions bill authorizes a $10.8 billion recapitalization of the Federal Savings and Loan Insurance Corp., $2.3 billion more than was originally approved. In addition, provisions requiring the Federal Home Loan Bank Board to give troubled institutions time to work out their problems will expire when the FSLIC capitalization is exhausted, in three years at the latest.

The bill also permits securities firms and companies owning nonbank banks to purchase failing thrifts with assets of

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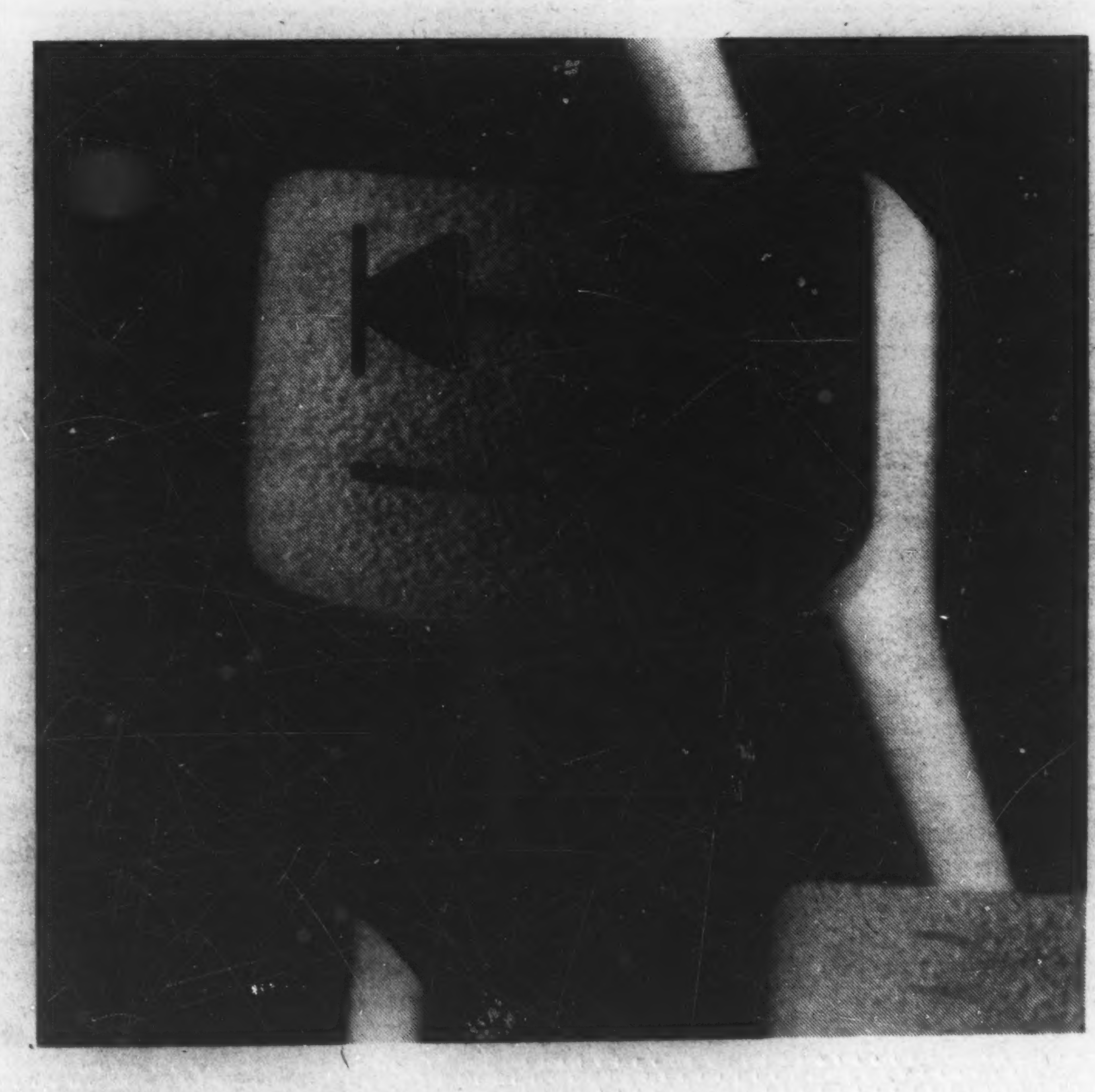

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CENTRAL BANK OF EGYPT
ONE EGYPTIAN POUND

American Banker STATISTICS REVIEW

THE WORLD'S Top 500 Banks BY ASSETS

Guide to World Assets Data

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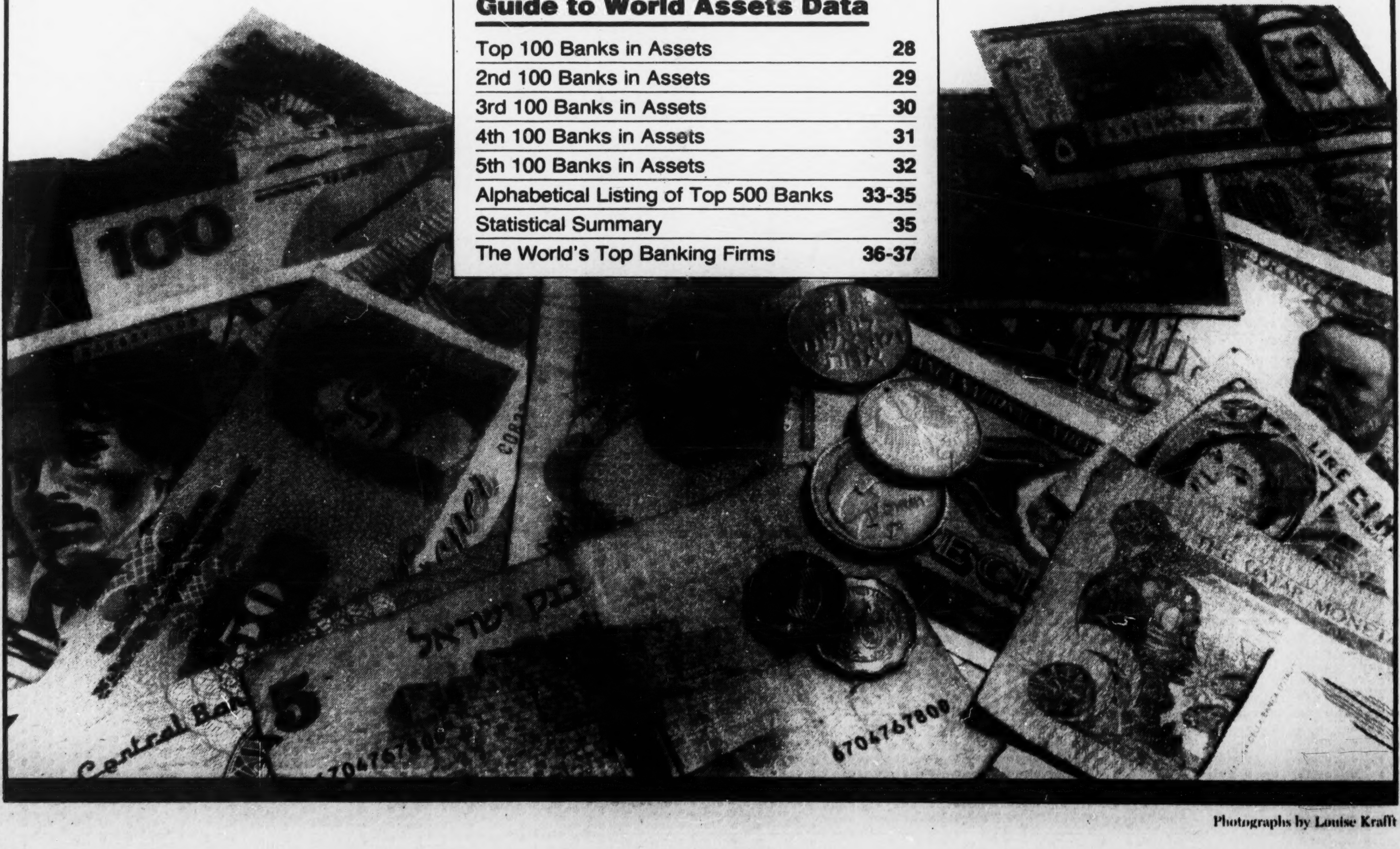
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The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Assets on Dec. 31, 1986 or Nearest Fiscal Yearend

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Asset Rank 1986			Assets in US Dollars 12/31/86 (a)	Assets in US Dollars 12/31/85 (a,d)	Asset Rank 12/31/85	Gain in Rank	Bank Branches 12/31/86	Employees 12/31/86	Operating Since
1	**Dai-Ichi Kangyo Bank Ltd., Tokyo (e)**	Japan	239,579,956,638s	158,264,739,756s	1		367	20,024	1971
2	**Fuji Bank, Ltd., Tokyo (e)**	Japan	212,440,935,245s	142,674,217,686s	2		383	15,403	1880
3	**Sumitomo Bank Ltd., Osaka (e)**	Japan	205,125,658,320s	135,907,984,908s	3		265	13,989	1912
4	**Mitsubishi Bank Ltd., Tokyo (e)**	Japan	203,806,229,407s	133,450,033,824s	4		237	13,345	1880
5	**Sanwa Bank Ltd., Osaka (e)**	Japan	191,362,046,502s	123,480,582,858s	8	+3	280	15,341	1933
6	**Norinchukin Bank, Tokyo (e)**	Japan	161,569,466,432	106,336,057,860	10	+4	40	2,916	1923
7	**Industrial Bank of Japan, Ltd., Tokyo (e)**	Japan	160,836,885,902s	103,164,879,348s	12	+5	30	5,447	1902
8	**Credit Agricole Mutuel, Paris**	France	156,382,230,000	123,581,206,000u	7		10,160	73,228	1920
9	**Citibank NA, New York**	United States	145,892,000,000	129,482,000,000	5		587#	57,669e	1812
10	**Banque Nationale de Paris**	France	143,685,189,600s	123,772,346,418s	6		2,578	58,623	1966
11	**Tokai Bank Ltd., Nagoya (e)**	Japan	137,789,365,967s	90,769,951,818s	17	+6	244	13,296	1941
12	**Credit Lyonnais, Paris**	France	133,765,413,664s	112,083,642,615s	9		2,591	54,557	1863
13	**Deutsche Bank, Frankfurt**	Germany	133,048,118,177s	96,389,543,704s	15	+2	1,510	50,590	1870
14	**Mitsui Bank, Ltd., Tokyo (e)**	Japan	131,405,672,057	88,841,127,240s	18	+4	228	10,787	1876
15	**Mitsubishi Trust & Banking Corp., Tokyo (e)**	Japan	125,032,558,354u	80,573,627,934u	20	+5	62	5,208	1927
16	**Sumitomo Trust & Banking Co., Ltd., Osaka (e)**	Japan	124,085,082,352u	79,215,744,276u	21	+5	59	4,894	1925
17	**National Westminster Bank Plc, London**	United Kingdom	123,487,650,000s	104,353,920,000s	11		3,754	94,000	1968
18	**Societe Generale, Paris**	France	117,496,317,102s	98,174,931,540s	14		2,236	43,655	1864
19	**Barclays Plc, London**	United Kingdom	117,006,864,000s	93,877,920,000s	16		4,000	110,000	1896
20	**Taiyo Kobe Bank, Ltd., Kobe (e)**	Japan	115,952,421,266u	74,784,730,176u	26	+6	362	14,126	1936
21	**Mitsui Trust & Banking Co., Ltd., Tokyo (e)**	Japan	114,979,165,323u	73,098,992,646u	27	+6	59	4,814	1924
22	**Long-Term Credit Bank of Japan Ltd., Tokyo (e)**	Japan	114,971,034,178u	79,184,282,850	22		27	3,230	1952
23	**Bank of Tokyo, Ltd. (e)**	Japan	111,455,055,811s	78,494,574,006s	23		84	8,312	1946
24	**Daiwa Bank, Ltd., Osaka (e)**	Japan	102,338,474,348u	67,101,712,092u	31	+7	196	9,478	1918
25	**Dresdner Bank, Frankfurt**	Germany	102,137,238,000s	76,912,548,391s	24		955	36,769	1872
26	**Yasuda Trust & Banking Co. Ltd., Tokyo (e)**	Japan	100,852,541,614	62,918,434,170u	34	+8	61	4,244	1925
27	**Union Bank of Switzerland, Zurich**	Switzerland	94,496,003,217u	67,774,215,834u	29	+2	263	19,990	1912
28	**Hongkong and Shanghai Banking Corp., Hong Kong**	Hong Kong	90,862,735,500s	68,955,091,600s	28		1,324	50,000	1865
29	**Bank of America NT&SA, San Francisco**	United States	89,604,000,000	102,579,000,000	13		962	58,621	1904
30	**Swiss Bank Corp., Basle**	Switzerland	85,591,057,499u	62,175,399,290u	35	+5	229	15,775	1872
31	**Toyo Trust & Banking Co. Ltd., Tokyo (e)**	Japan	80,764,013,374	48,012,273,288u	49	+18	63	4,331	1959
32	**Midland Bank Plc, London**	United Kingdom	78,796,458,000s	83,626,560,000s	19		2,100	67,534	1921
33	**Nippon Credit Bank, Ltd., Tokyo (e)**	Japan	77,882,931,654u	50,038,114,338u	46	+13	24	2,173	1957
34	**Commerzbank, Frankfurt**	Germany	76,980,401,610s	56,068,236,755s	41	+7	881	25,653	1870
35	**Westdeutsche Landesbank Girozentrale, Duesseldorf**	Germany	76,960,757,300s	58,042,417,000s	39	+4	8	7,400	1969
36	**Banca Nazionale del Lavoro, Rome**	Italy	75,899,141,183s	59,322,951,506s	37	+1	418	26,154	1913
37	**Chase Manhattan Bank NA, New York**	United States	75,736,907,000	74,987,838,000	25		351	40,044f	1799
38	**Bayerische Vereinsbank, Munich**	Germany	72,803,327,548s	54,110,291,000s	42	+4	409	11,787	1869
39	**Kyowa Bank, Ltd., Tokyo (e)**	Japan	72,397,959,271s	48,324,912,246s	47	+8	238	9,431	1945
40	**Shoko Chukin Bank, Tokyo (e)**	Japan	71,192,687,753	45,388,753,038	54	+14	91	6,256	1936
41	**Lloyds Bank Plc, London**	United Kingdom	70,882,578,000s	63,083,520,000s	33		3,000	71,297	1765
42	**Banco do Brasil, Brasilia**	Brazil	69,581,270,450s	58,241,241,828s	38		3,577	118,281	1853
43	**Royal Bank of Canada, Montreal**	Canada	67,782,710,878s	67,219,115,360s	30		1,496	38,186	1869
44	**Morgan Guaranty Trust Co., New York**	United States	67,652,033,000	65,754,569,000	32		19	14,518	1839
45	**Algemene Bank Nederland, Amsterdam**	Netherlands	67,337,384,400s	51,235,920,000s	44		797	29,000	1824
46	**Credit Suisse, Zurich**	Switzerland	64,423,161,000u	43,089,535,340u	58	+12	187	14,060	1856
47	**Rabobank Nederland, Utrecht**	Netherlands	64,284,737,439s	47,427,943,320s	51	+4	2,345	31,967	1898
48	**Amsterdam-Rotterdam Bank, Amsterdam**	Netherlands	63,994,031,400s	48,187,800,000s	48		891	23,489	1863
49	**Bayerische Hypotheken-und Wechsel-Bank, Munich**	Germany	62,554,819,038s	46,032,950,000s	53	+4	491	11,506	1835
50	**Saitama Bank Ltd., Urawa (e)**	Japan	61,244,218,233s	43,173,093,330s	57	+7	204	8,520	1943
51	**Manufacturers Hanover Trust Co., New York**	United States	60,276,000,000	59,744,823,000	36		243	23,166	1812
52	**Istituto Bancario San Paolo di Torino, Turin**	Italy	59,433,241,284s	42,483,356,400s	60	+8	687	17,845	1563
53	**Bank of Montreal**	Canada	59,417,270,137s	57,204,848,725s	40		1,220	32,998	1817
54	**Deutsche Genossenschaftsbank, Frankfurt**	Germany	57,982,670,481s	42,247,380,839s	61	+7	23	4,859	1949
55	**Chemical Bank, New York**	United States	56,513,000,000	52,304,810,000	43		293	18,343	1824
56	**Bayerische Landesbank Girozentrale, Munich**	Germany	56,395,949,210s	42,137,290,462u	62	+6	5	4,255	1972
57	**Bank of Yokohama, Ltd. (e)**	Japan	55,999,357,590s	34,848,361,152s	71	+14	201	7,063	1920
58	**Banca Commerciale Italiana, Milan**	Italy	55,595,026,800s	46,561,680,000s	52		556	21,584	1894
59	**Zenshinren Bank, Tokyo (e)**	Japan	54,293,274,915	32,104,847,088	79	+20	17	993	N.A.
60	**Canadian Imperial Bank of Commerce, Toronto**	Canada	54,260,910,857s	51,125,513,773s	45		1,630	33,914	1867
61	**Monte dei Paschi di Siena**	Italy	53,635,139,863s	39,624,797,028s	64	+3	772	16,523	1472
62	**Cassa di Risparmio delle Provincie Lombarde, Milan**	Italy	53,547,320,573s	39,604,393,201s	65	+3	515	13,907	1823
63	**Bankers Trust Co., New York**	United States	52,779,223,000	47,916,148,000	50		20	10,882	1917
64	**Banco di Roma, Rome**	Italy	52,751,571,300s	38,806,364,400	66	+2	359	14,712	1880
65	**Generale de Banque, Brussels**	Belgium	51,025,156,800s	34,663,961,000s	73	+8	1,165	15,625	1822
66	**Norddeutsche Landesbank Girozentrale, Hannover**	Germany	49,064,539,514s	37,879,535,000s	67	+1	219	6,000	1970
67	**Chuo Trust & Banking Co., Ltd., Tokyo (e)**	Japan	48,853,862,860u	29,023,574,886u	85	+18	53	3,287	1962
68	**Standard Chartered Bank, London**	United Kingdom	47,756,709,000s	41,520,096,000s	63		842	56,500	1858
69	**Credito Italiano, Milan**	Italy	47,124,789,625s	37,483,689,619s	68		481	17,200	1870
70	**Security Pacific National Bank, Los Angeles**	United States	46,585,708,000	43,591,670,000	56		593	23,826	1871
71	**Banco di Napoli, Naples**	Italy	45,141,230,419u	30,345,005,400u	83	+12	499	13,600	1539
72	**Rafidain Bank, Baghdad**	Iraq	43,979,417,386	33,214,767,350	76	+4	234	12,684	1941
73	**Banco Espanol de Credito, Madrid**	Spain	43,875,552,000s	44,559,970,000s	55		2,600	16,300	1902
74	**Bank of Nova Scotia, Toronto**	Canada	43,814,407,390s	42,693,310,323s	59		1,194	26,215	1832
75	**Banque Paribas, Paris (q)**	France	41,285,504,940s	32,738,736,828s	77	+2	116	5,093	1872
76	**Banque Indosuez, Paris**	France	40,888,783,290s	33,250,532,000s	75		100	N.A.	1875
77	**Groupe Des Banques Populaires, Paris**	France	39,695,700,000s	30,435,138,790s	82	+5	1,825	28,500	1921
78	**Wells Fargo Bank NA, San Francisco**	United States	38,976,311,000t	18,888,382,000t	114	+36	389	20,833	1870
79	**Kredietbank International Group, Brussels**	Belgium	38,800,333,200s	25,317,633,000s	90	+11	861	12,144	1935
80	**International Westminster Bank Plc, London**	United Kingdom	38,720,214,000t	35,445,549,600t	70		N.A.	N.A.	1913
81	**Banco di Santo Spirito, Rome**	Italy	37,169,869,933s	26,083,860,000s	88	+7	237	6,058	1605
82	**Hokkaido Takushoku Bank, Ltd., Sapporo (e)**	Japan	37,045,804,698u	35,979,108,210u	69		204	6,876	1900
83	**Bank Melli Iran, Tehran (g)**	Iran	36,803,756,000	33,346,368,000	74		1,593	20,158	1928
84	**Banque Bruxelles Lambert, Brussels (e)**	Belgium	35,611,626,661s	27,033,690,827s	86	+2	985	11,817	1935
85	**Westpac Banking Corp., Sydney (e)**	Australia	34,715,900,719s	31,677,868,940s	80		1,954	33,815	1817
86	**Toronto Dominion Bank**	Canada	34,159,363,611s	34,758,160,901s	72		979	20,211	1955
87	**First National Bank, Chicago**	United States	33,207,022,000	32,546,217,000	78		18	13,884‡	1863
88	**Creditanstalt-Bankverein, Vienna**	Austria	33,142,153,000	24,371,783,310	93	+5	340	9,253	1855
89	**Nederlandsche Middenstandsbank, Amsterdam**	Netherlands	32,912,583,600s	25,267,680,000s	91	+2	502	11,948	1927
90	**State Bank of India, Bombay**	India	32,834,053,800s	31,631,881,000s	81		11,171	280,023	1955
91	**Credit Commercial de France, Paris**	France	32,448,068,822s	21,636,437,340s	103	+12	8	12,504	1986
92	**Hessische Landesbank-Girozentrale, Frankfurt**	Germany	31,966,294,142s	24,527,599,120s	92		5	2,825	1953
93	**Continental Illinois Nat'l Bank & Trust Co., Chicago**	United States	31,210,460,000	29,514,489,000	84		14	9,477	1857
94	**Bank fuer Gemeinwirtschaft, Frankfurt**	Germany	31,103,947,280s	26,005,400,036s	89		293	8,950	1958
95	**Australia & New Zealand Banking Group, Ltd., Melbourne (e)**	Australia	31,042,348,874s	26,774,252,724s	87		1,659	39,000	1835
96	**Caisse Generale d'Epargne et de Retraite, Brussels**	Belgium	30,969,000,000u	21,425,236,000s	105	+9	1,100	8,905	1865
97	**Hokuriku Bank Ltd., Toyama (e)**	Japan	29,420,044,049	20,530,928,160	108	+11	178	5,279	1977
98	**Chiba Bank, Ltd. (e)**	Japan	29,103,784,622	19,409,150,916	111	+13	162	5,235	1943
99	**Banco Central, Madrid**	Spain	28,483,247,800s	23,230,519,000s	97		2,825	24,592	1919
100	**Skandinaviska Enskilda Banken, Stockholm**	Sweden	28,352,265,200	23,069,046,200s	98		348	8,461	1972

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. (c) — Latest figures are for a different date than previous year. (d) — Or date one year prior to latest figures unless otherwise noted after name of bank. (e) — Data are for 9/30/86. (f) — Data are for 6/30/86. (g) — Latest data are prior to 6/30/86. (h) — A subsidiary of the $44.0 billion-asset Compagnie Financiere de Credit Industriel et Commercial. (q) — A subsidiary the $94.4 billion-asset Compagnie Financiere de Paribas, Paris, a financial holding company. (s) — Consolidated data. (t) — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. (u) — Data are not consolidated for affiliates more than 50% owned. (w) — Member of the $12.5 billion-asset Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. (x)— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated assets of $17.5 billion. (#) — Includes representative offices. (‡) — Data are for First Chicago Corp., the bank's parent holding company. N.A. — Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Assets on Dec. 31, 1986 or Nearest Fiscal Yearend

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Asset Rank 1986			Assets in US Dollars 12/31/86 (a)	Assets in US Dollars 12/31/85 (a,d)	Asset Rank 12/31/85	Gain in Rank	Bank Branches 12/31/86	Employees 12/31/86	Operating Since
101	Joyo Bank, Ltd., Mito (e)	Japan	27,826,119,343	18,337,520,402	117	+16	148	5,193	1935
102	Shizuoka Bank Ltd.(e)	Japan	27,795,693,959	18,368,064,990	116	+14	191	5,678	1943
103	Cassa di Risparmio di Roma, Rome	Italy	27,479,277,954	9,645,593,400s	201	+98	153	3,906	1836
104	Great Western Bank, FSB, Beverly Hills	United States	27,405,368,000	....	...		899	11,909	1919
105	Banque Francaise du Commerce Exterieur, Paris	France	26,477,918,385	24,160,005,275	94		29	2,889	1947
106	PKbanken, Stockholm	Sweden	26,374,538,400s	20,844,948,400s	107	+1	134	3,854	1974
107	Bank Hapoalim, Tel-Aviv	Israel	26,287,379,909s	22,401,240,000s	100		350	8,315	1921
108	Sparbankernas Bank, Stockholm	Sweden	25,678,245,600	17,337,199,800	119	+11	0	1,196	1942
109	Ashikaga Bank, Ltd., Utsunomiya (e)	Japan	25,669,674,899	17,041,120,020	124	+15	135	4,353	1895
110	Banco di Sicilia, Palermo	Italy	24,786,785,925	18,844,160,400	115	+5	343	9,117	1860
111	First National Bank, Boston	United States	24,537,731,000	19,498,593,000	110		353	14,700	1784
112	Commonwealth Banking Corp., Sydney(f)	Australia	24,293,835,284s	20,899,649,020s	106		1,300	33,364	1960
113	Bank Leumi le-Israel, Tel-Aviv	Israel	24,189,860,597s	22,614,865,400s	99		416	13,037	1902
114	Bank of Fukuoka, Ltd. (e)	Japan	24,078,160,381	15,939,040,284	131	+17	196	4,832	1945
115	Royal Bank of Scotland Plc., Edinburgh(e)	United Kingdom	24,016,293,100s	19,402,460,000s	112		864	16,500	1968
116	Mellon Bank NA, Pittsburgh	United States	23,737,166,000	23,296,690,000	95		139	18,419‡	1869
117	Banca Nazionale dell'Agricoltura, Rome	Italy	23,589,898,093	17,135,188,373	122	+5	227	7,630	1921
118	Svenska Handelsbanken, Stockholm	Sweden	23,232,465,200s	21,730,525,000s	102		448	6,163	1871
119	Commonwealth Bank of Australia, Sydney(f)	Australia	23,187,813,416S	9,739,593,690tu	199	+80	1,277	33,364	1953
120	Banco Hispano-Americano, Madrid	Spain	22,741,878,810s	19,267,579,500s	113		1,716	19,274	1900
121	National Australia Bank Ltd, Melbourne(e)	Australia	22,646,482,034s	21,436,354,040s	104		1,219	21,622	1858
122	Bank of Hiroshima, Ltd. (e)	Japan	22,328,059,380	14,303,402,334	140	+18	176	4,516	1878
123	Banco de Bilbao	Spain	22,127,473,060s	17,542,856,500s	118		1,674	18,386	1857
124	First Interstate Bank of California, Los Angeles	United States	22,054,460,000	20,137,342,000	109		320	12,411	1920
125	Marine Midland Bank NA, Buffalo, N.Y.	United States	21,991,585,000t	21,892,491,000t	101		321	12,543	1929
126	Union Bank of Finland, Ltd., Helsinki	Finland	21,876,134,500s	16,507,143,000s	127	+1	446	9,763	1862
127	Kansallis-Osake Pankki, Helsinki	Finland	21,204,220,400s	15,047,604,000s	134	+7	468	6,441	1889
128	Banco de Santander	Spain	21,159,882,240s	15,026,238,500s	135	+7	1,424	N.A.	1857
129	Hachijuni Bank, Ltd., Nagano(e)	Japan	20,982,934,753	13,949,814,024	142	+13	134	4,211	1931
130	Banco de Vizcaya, Bilbao	Spain	20,594,400,050s	16,179,657,000s	130		1,025	N.A.	1901
131	National Bank of Greece, Athens	Greece	20,446,876,800s	16,311,852,360s	128		494	N.A.	1841
132	National Bank of Canada, Montreal	Canada	20,062,472,902	16,275,087,271s	129		579	11,274	1986
133	Irving Trust Co., New York	United States	19,546,388,000	17,250,051,000	120		13	7,765	1851
134	Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	19,383,086,800s	13,969,190,091s	141	+7	2	2,015	1958
135	Banco Exterior de Espana, Madrid	Spain	19,336,838,710s	17,075,734,000s	123		747	13,034	1929
136	Nippon Trust & Banking Co., Ltd., Tokyo (e)	Japan	19,257,130,002	11,913,453,450	161	+25	37	1,962	1927
137	Gunma Bank, Ltd., Maebashi(e)	Japan	19,066,388,242u	12,618,798,174	155	+18	131	4,094	1932
138	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	18,973,069,819u	13,894,935,407u	143	+5	2	332	1918
139	Hamburgische Landesbank-Girozentrale, Hamburg	Germany	18,961,764,192	13,867,570,812	144	+5	3	N.A.	1938
140	Banque Cantonale de Zurich	Switzerland	18,852,175,170	13,554,858,129	147	+7	86	3,431	1870
141	Landesbank Stuttgart Girozentrale	Germany	18,824,126,282	13,017,545,211	152	+11	1	1,042	1916
142	Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	Austria	18,524,396,855	13,680,727,800	145	+3	1	N.A.	1937
143	Meritor Savings Bank, Philadelphia	United States	18,447,272,000	17,153,011,000	121		142	5,014	1816
144	Bank of New York	United States	18,422,492,000	16,904,879,000	125		146	9,304	1784
145	Bank Saderat Iran, Tehran (g)	Iran	18,253,316,793s	16,785,580,347s	126		2,236	15,190	1952
146	Banque Populaire Suisse, Berne	Switzerland	17,953,136,082	12,454,076,832	156	+10	158	5,366	1869
147	Bank of Seoul	Korea	17,515,257,446	14,306,237,772	139		191	9,101	1959
148	Oesterreichische Laenderbank, Vienna	Austria	17,484,072,100s	13,040,006,400s	151	+3	130	5,014	1880
149	Norske Creditbank, Oslo	Norway	17,193,827,200s	12,067,401,080s	158	+9	155	5,169	1857
150	National Commercial Bank, Jeddah(e)	Saudi Arabia	16,895,971,295	15,102,999,976	133		173	N.A.	1954
151	Danske Bank, Copenhagen	Denmark	16,820,380,500s	13,635,417,600s	146		323	6,211	1871
152	Yamaguchi Bank, Ltd., Shimonoseki (e)	Japan	16,716,118,034	11,226,844,026	170	+18	153	3,654	1944
153	Korea Exchange Bank, Seoul	Korea	16,673,861,380s	15,904,191,600s	132		163	7,809	1967
154	American Express Bank Ltd. New York	United States	16,579,000,000	14,550,000,000s	136		99	6,827	1919
155	Nishi-Nippon Sogo Bank, Ltd., Fukuoka (e)	Japan	16,243,805,413	11,048,405,328	173	+18	188	3,897	1944
156	Banca Popolare di Milano, Milan	Italy	16,236,792,000s	11,936,750,563s	160	+4	164	5,465	1865
157	Chugoku Bank, Ltd., Okayama (e)	Japan	15,818,193,424	10,587,035,844	180	+23	160	3,617	1930
158	Bank of Taiwan, Taipei	Taiwan	15,706,349,189	11,675,477,926	165	+7	64	5,932	1946
159	First Union National Bank, Charlotte, N.C.	United States	15,620,392,000	12,404,688,000	157		311	7,033	1908
160	Banca Popolare di Novara	Italy	15,587,088,404u	11,575,172,564u	166	+6	378	7,328	1871
161	Tokyo Sogo Bank, Ltd. (e)	Japan	15,541,779,847	8,520,139,044	231	+70	82	3,089	1950
162	Hokkaido Bank, Ltd., Sapporo(e)	Japan	15,386,549,486	9,926,475,426	194	+32	129	2,988	1951
163	Shichijushichi Bank, Ltd., Sendai (e)	Japan	15,377,103,104	10,446,252,786	182	+19	130	3,499	1878
164	Credit du Nord, Lille	France	15,361,038,753st	12,672,197,573s	154		617	10,452	1848
165	Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	15,275,665,836s	11,250,737,462s	168	+3	3	1,363	1917
166	Hyogo Sogo Bank, Ltd., Kobe (e)	Japan	15,162,615,809	8,367,013,818	233	+67	134	3,239	1944
167	First Nationwide Bank, FSB, San Francisco	United States	15,044,316,000	....	...		253	4,400	1885
168	Credit Industriel et Commercial, Paris (h)	France	14,862,344,027s	13,188,014,000s	148		116	4,965	1859
169	Republic National Bank, New York	United States	14,797,278,000	13,162,270,000	149		48	2,296	1966
170	Caja de Pensiones para la Vejez, Barcelona	Spain	14,757,526,350	10,002,148,000	191	+21	N.A.	N.A.	1904
171	Bank of Kyoto, Ltd. (e)	Japan	14,746,093,857	9,799,820,172	197	+26	115	3,056	1941
172	Goldome FSB, Buffalo, N.Y.	United States	14,669,199,000	11,512,584,000	167		111	5,000	1846
173	Berliner Bank, Berlin	Germany	14,636,438,879s	10,884,289,371s	174	+1	90	4,652	1950
174	Arab Banking Corp., Manama	Bahrain	14,582,000,000s	13,066,000,000s	150		7	5,365	1980
175	Iyo Bank, Ltd., Matsuyama (e)	Japan	14,503,494,181	9,967,466,412	192	+17	138	3,031	1941
176	National Bank of Detroit	United States	14,398,417,000	12,693,474,000	153		108	5,934	1933
177	Bank of Scotland, Edinburgh	United Kingdom	14,388,220,000s	11,700,864,000s	164		547	12,074	1695
178	RepublicBank Dallas NA	United States	14,273,563,000	14,514,605,000	137		3	3,731	1920
179	Juroku Bank, Ltd., Gifu (e)	Japan	14,240,006,209	9,555,548,868	202	+23	123	3,100	1877
180	NCNB National Bank of North Carolina, Charlotte	United States	14,188,974,000	11,743,864,000	163		243	3,443	1960
181	Nanto Bank, Ltd., Nara(e)	Japan	14,178,190,070	9,472,544,550	207	+26	119	3,042	1934
182	Hyakujushi Bank, Ltd., Takamatsu(e)	Japan	14,148,535,687	9,552,906,608	203	+21	118	2,865	1878
183	Caisse Centrale des Banques Populaires, Paris	France	14,132,244,631t	11,074,717,118t	172		N.A.	1,220	1921
184	Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	14,131,117,000s	10,622,652,305s	179		18	3,051	1854
185	Zentralsparkasse und Kommerzialbank, Wien, Vienna	Austria	14,022,971,856	10,440,975,863u	183		171	4,494	1905
186	Banco Brasileiro de Descontos, Osasco	Brazil	14,006,960,500s	10,199,984,850s	187	+1	3,251	147,090	1943
187	Copenhagen Handelsbank	Denmark	13,792,820,925s	14,421,512,000s	138		351	6,044	1873
188	Nuovo Banco Ambrosiano, Milan	Italy	13,753,251,558s	10,295,108,813s	185		125	3,492	1925
189	Daishi Bank, Ltd., Niigata(e)	Japan	13,722,120,302	9,425,717,134u	209	+20	136	3,433	1873
190	Bremer Landesbank Kreditanstalt Oldenburg, Bremen	Germany	13,648,209,351t	10,062,346,598t	190		3	1,317	1938
191	Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	13,546,004,500	9,169,998,371	216	+25	3	1,250	1970
192	First Commercial Bank, Taipei	Taiwan	13,444,424,768	10,196,740,455	188		111	5,400	1899
193	Shiga Bank, Ltd., Otsu(e)	Japan	13,419,129,867	8,942,071,878	222	+29	121	2,822	1933
194	Cassa di Risparmio di Torino, Turin	Italy	13,342,366,771	9,248,953,080	214	+20	221	4,638	1827
195	Cooperative Bank of Taiwan, Taipei	Taiwan	13,290,778,412	11,133,253,344	171		89	5,251	1946
196	Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	13,203,075,756s	8,107,200,000s	244	+48	N.A.	N.A.	1793
197	Great American First Savings Bank, San Diego, Calif.	United States	13,064,815,000	8,271,797,000	240	+43	180	3,394	1885
198	Trustee Savings Bank England & Wales, London	United Kingdom	13,014,781,800	10,330,235,000	184		1,246	15,242	1983
199	Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	12,966,931,470u	10,113,852,491u	189		3	1,038	1917
200	Banco Popular Espanol, Madrid	Spain	12,720,751,260s	9,868,605,500s	195		1,570	11,676	1926

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/86. **(f)** — Data are for 6/30/86. **(g)** — Latest data are prior to 6/30/86. **(h)** — A subsidiary of the $44.0 billion-asset Compagnie Financiere de Credit Industriel et Commercial. **(q)** — A subsidiary the $94.4 billion-asset Compagnie Financiere de Paribas, Paris, a financial holding company. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(w)** — Member of the $12.5 billion-asset Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. **(x)**— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated assets of $17.5 billion. **(‡)** — Data are for Mellon Bank Corp., the bank's parent holding company. **N.A.** — Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Assets on Dec. 31, 1986 or Nearest Fiscal Yearend

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Asset Rank 1986			Assets in US Dollars 12/31/86 (a)	Assets in US Dollars 12/31/85 (a,d)	Asset Rank 12/31/85	Gain in Rank	Bank Branches 12/31/86	Employees 12/31/86	Operating Since
201	Israel Discount Bank, Ltd., Tel-Aviv	Israel	12,704,375,515s	11,828,517,720s	162		253	7,516	1935
202	Bank fuer Arbeit und Wirtschaft, Vienna	Austria	12,699,834,516u	9,283,453,525u	213	+11	122	1,920	1922
203	Deutsche Bank Compagnie Financiere Luxembourg	Luxembourg	12,616,088,194t	10,778,562,145t	177		0	81	1970
204	Hamburger Sparkasse, Hamburg	Germany	12,593,981,559	9,513,740,356	206	+2	202	5,583	1827
205	Allied Irish Banks Ltd., Dublin	Ireland	12,584,255,460	10,801,310,250s	176		331	N.A.	1966
206	Arab Bank Ltd., Amman	Jordan	12,527,899,828s	11,958,182,853s	159		70	3,500	1930
207	Privatbanken, Copenhagen	Denmark	12,324,288,881s	8,977,427,312s	219	+12	215	5,263	1857
208	National Bank of Egypt, Cairo (f)	Egypt	12,268,320,000u	9,427,200,000u	208		223	6,857	1898
209	Suruga Bank, Ltd., Numazu (e)	Japan	12,151,280,273	8,322,289,650	237	+28	125	2,810	1895
210	Pittsburgh National Bank	United States	12,105,623,000	9,835,597,000	196		116	3,980	1852
211	Societe Nationale de Credit a l'Industrie, Brussels	Belgium	12,095,395,696	8,767,330,717	228	+17	16	1,113	1919
212	Genossenschaftliche Zentralbank, Vienna	Austria	11,800,549,200u	8,488,429,500u	232	+20	3	888	1927
213	Postipankki, Helsinki	Finland	11,791,445,600s	7,363,666,000s	262	+49	3,228	7,261	1886
214	Bank of Ireland, Dublin	Ireland	11,784,990,000s	9,211,920,000s	215	+1	365	8,775	1783
215	Southeast Bank NA, Miami	United States	11,742,490,000	10,507,761,000	181		170	6,014	1903
216	Credito Romagnolo, Bologna	Italy	11,717,628,403u	10,741,438,800u	178		187	4,145	1896
217	Hyakugo Bank, Ltd., Tsu (e)	Japan	11,664,862,869	7,839,043,812	250	+33	126	2,992	1878
218	Udruzena Banka Hrvatske, Zagreb	Yugoslavia	11,619,776,139	10,274,568,962	186		80	16,381	1983
219	Kiyo Bank, Ltd., Wakayama (e)	Japan	11,511,848,326	7,590,188,142	256	+37	96	2,699	1895
220	Texas Commerce Bank NA, Houston	United States	11,498,750,000	11,228,310,000	169		2	2,782	1886
221	Hang Seng Bank Ltd., Hong Kong	Hong Kong	11,459,373,000st	8,662,495,250st	229	+8	110	5,600	1933
222	Westfalenbank, Bochum	Germany	11,407,866,889st	8,362,852,775st	234	+12	1	N.A.	1921
223	Christiania Bank og Kreditkasse, Oslo	Norway	11,376,584,465s	9,770,336,184s	198		5	4,350	1848
224	Commercial Bank of Syria, Damascus	Syria	11,235,000,000u	9,168,791,250	217		34	3,087	1967
225	Caixa Geral de Depositos, Lisbon	Portugal	11,158,395,220s	8,280,678,629s	239	+14	350	10,000	1876
226	Hokkoku Bank, Ltd., Kanazawa(e)	Japan	11,013,295,755	7,445,787,552	260	+34	128	2,717	1943
227	Bergen Bank	Norway	10,955,956,000s	6,535,065,745s	294	+67	125	3,892	1975
228	National Westminster Bank USA, New York	United States	10,746,092,000t	9,383,470,000t	212		150	4,644	1905
229	City Federal Savings Bank, Elizabeth, N.J.	United States	10,728,053,000	....	...		120	6,900	1887
230	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	10,634,348,000	9,547,307,000	204		214	7,500	1879
231	Caja de Madrid	Spain	10,621,959,530	7,697,370,087s	253	+22	699	5,164	1702
232	Higo Bank, Ltd., Kumamoto (e)	Japan	10,591,972,864	7,118,687,718	271	+39	116	2,753	1925
233	Banque Misr, Cairo(f)	Egypt	10,565,037,740s	8,254,609,200s	243‡	+10	303	N.A.	1920
234	Kinki Sogo Bank, Ltd., Osaka(e)	Japan	10,509,631,253	7,085,565,558	273	+39	93	2,857	1942
235	Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt	Germany	10,496,965,965	7,184,615,238	269	+34	1	729	1883
236	Sovran Bank NA, Richmond	United States	10,377,227,000	9,412,632,000	210		271	7,392	1867
237	Bangkok Bank, Ltd.	Thailand	10,371,204,674	9,962,254,482	193		344	19,947	1944
238	Fukuoka Sogo Bank, Ltd. (e)	Japan	10,359,383,243	6,731,658,054	281	+43	127	2,414	1924
239	National Bank of Kuwait	Kuwait	10,335,639,110s	8,909,128,008u	223		54	2,000	1952
240	Valley National Bank, Phoenix	United States	10,288,491,000	9,518,200,000	205		260	7,300	1899
241	Citizens & Southern National Bank, Atlanta	United States	10,273,736,000	9,081,675,000	218		195	7,075	1887
242	Ogaki-Kyoritsu Bank, Ltd., Ogaki(e)	Japan	10,126,204,033	6,891,759,288	277	+35	105	2,622	1896
243	CrossLand Savings FSB, Brooklyn, New York	United States	10,095,697,000	8,022,494,000	247	+4	78	2,757	1860
244	Land Bank of Taiwan, Taipei	Taiwan	10,073,922,700	8,289,509,300	238		58	4,111	1946
245	Seattle-First National Bank	United States	10,029,545,000	9,711,157,000	200		157	N.A.	1870
246	Banco Nacional de Mexico, Mexico City	Mexico	10,025,815,552	8,961,319,961	220		705	27,440	1884
247	Citibank (South Dakota) NA, Sioux Falls	United States	10,025,662,000	8,355,589,000	235		0	N.A.	1981
248	Banca Toscana, Florence	Italy	9,993,140,269t	7,441,720,837t	261	+13	182	3,801	1904
249	First National Bank, Minneapolis	United States	9,977,280,000	8,800,944,000	227		7	1,340	1857
250	Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	9,935,612,908t	9,400,148,947t	211		0	152	1967
251	Nagoya Sogo Bank, Ltd.(e)	Japan	9,888,968,969	6,614,162,280	290	+39	110	2,808	1949
252	Udruzena Beogradska Banka, Belgrade	Yugoslavia	9,704,417,800	8,893,767,300	224		500	14,776	1978
253	Erste Oesterreichische Spar-Casse, Vienna	Austria	9,617,054,040	7,080,515,730u	274	+21	110	2,119	1819
254	Heiwa Sogo Bank, Ltd., Tokyo (e,k)	Japan	9,579,065,441	6,449,906,898	295	+41	100	N.A.	1950
255	Bank of New England NA, Boston	United States	9,440,144,000	6,073,591,000	321	+66	71	4,677	1831
256	Banco de la Nacion Argentina, Buenos Aires	Argentina	9,387,652,521	8,957,413,179	221		569	19,383	1891
257	Fukui Bank, Ltd.(e)	Japan	9,356,531,228	6,348,981,456	299	+42	131	2,513	1899
258	Union Bank, Los Angeles	United States	9,345,215,000t	8,852,396,000t	226		33	4,539	1914
259	Connecticut Bank & Trust Co. NA, Hartford	United States	9,306,495,000	7,630,594,000	254		157	4,332	1792
260	Connecticut National Bank, Hartford	United States	9,306,058,000	7,042,764,000	275	+15	158	5,251	1792
261	Kagoshima Bank, Ltd.(e)	Japan	9,299,632,650	6,297,420,060	302	+41	130	2,625	1879
262	Vereins-und Westbank, Hamburg	Germany	9,293,428,236s	6,677,440,730s	285	+23	309	5,257	1856
263	NCNB National Bank of Florida, Tampa	United States	9,288,390,000	5,444,255,000	350	+87	200	5,000	1982
264	First Fidelity Bank NA, Newark, N.J.	United States	9,260,982,000	8,084,958,000	245		142	5,466	1812
265	Shikoku Bank, Ltd., Kochi (e)	Japan	9,196,085,272	6,293,455,578u	305	+40	123	2,600	1878
266	Banco Itau, Sao Paulo	Brazil	9,188,941,874s	6,212,258,909s	310	+44	1,008	74,696	1944
267	Kofuku Sogo Bank, Ltd., Osaka (e)	Japan	9,134,644,915	6,207,610,896	311	+44	105	2,921	1926
268	Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	Belgium	9,105,760,908	6,078,962,855	319	+51	1,036	3,460	1935
269	Toho Bank, Ltd., Fukushima(e)	Japan	9,092,952,550	6,170,824,944	312	+43	110	2,603	1941
270	Commercial Bank of Korea Ltd., Seoul	Korea	9,028,262,265s	7,941,435,492s	248		164	8,731	1899
271	Fidelity Bank NA, Malvern, Pa.	United States	8,990,144,000	6,614,408,000	289	+16	129	5,681‡	1814
272	Sparkasse der Stadt Berlin West, Berlin	Germany	8,984,383,035	6,593,513,295	292	+20	91	3,949	1818
273	Norddeutsche Genossenschaftsbank, Hannover	Germany	8,982,179,010	6,247,761,300u	308	+35	N.A.	N.A.	1982
274	San-in Godo Bank, Ltd., Matsue(e)	Japan	8,966,475,991	6,007,300,470	323	+49	128	2,217	1941
275	Commonwealth Savings Bank of Australia, Sydney(f)	Australia	8,925,875,686t	8,880,847,990t	225		1,301	N.A.	1960
276	Korea First Bank, Seoul	Korea	8,892,228,842s	8,594,615,638s	230		163	8,535	1929
277	Riyad Bank Ltd., Jeddah	Saudi Arabia	8,849,820,000u	8,255,419,536	242		146	4,826	1957
278	Bank Mees & Hope, Amsterdam	Netherlands	8,836,053,533st	6,318,259,200st	300	+22	26	2,400	1720
279	Commerzbank International, Luxembourg	Luxembourg	8,825,924,841t	6,846,914,713t	279		0	93	1969
280	Societe Generale Alsacienne de Banque, Strasbourg	France	8,817,780,000st	7,123,902,807st	270		148	2,450	1881
281	Sparekassen SDS, Copenhagen	Denmark	8,808,308,312u	6,160,678,088u	313	+32	358	4,357	1973
282	Bank Leu, Ltd., Zurich	Switzerland	8,804,467,206u	6,295,514,724u	303	+21	22	1,395	1755
283	Landesgirokasse, Stuttgart	Germany	8,640,863,057	6,392,746,838	298	+15	238	4,248	1975
284	Ljubljanska Banka, Ljubljana	Yugoslavia	8,614,384,524s	6,825,013,031s	280		22	14,110	1955
285	Fukutoku Sogo Bank, Ltd., Osaka (e)	Japan	8,568,717,223	5,916,769,650	327	+42	97	2,256	1949
286	Tokyo Tomin Bank, Ltd.(e)	Japan	8,545,509,445	5,680,492,074	335	+49	75	2,448	1951
287	Gotabanken, Stockholm	Sweden	8,545,465,600s	5,991,161,800s	324	+37	150	2,574	1848
288	AmeriTrust Co. NA, Cleveland	United States	8,523,802,000	7,539,435,000	258		139	4,039f	1894
289	Bancomer, Mexico City	Mexico	8,497,212,581s	8,080,942,320	246		730	32,896	1932
290	Barclays National Bank Ltd., Johannesburg (e)	South Africa	8,438,175,000s	7,219,848,992s	266		520	25,000	1971
291	Hanil Bank Ltd., Seoul	Korea	8,414,963,700s	7,710,787,700s	252		170	8,284	1932
292	Banco do Estado de Sao Paulo	Brazil	8,385,002,814s	6,576,080,247	293	+1	867	30,855	1926
293	Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo	Italy	8,382,487,274	6,293,458,200	304	+11	229	4,204	1861
294	Dime Savings Bank of New York FSB	United States	8,366,595,000	8,261,799,000	241		62	2,550	1859
295	Awa Bank, Ltd., Tokushima (e)	Japan	8,355,519,249	5,705,097,768	332	+37	90	2,006	1896
296	Musashino Bank, Ltd., Omiya (e)	Japan	8,268,337,825	5,219,256,744	364	+68	76	2,159	1952
297	Harris Trust & Savings Bank, Chicago	United States	8,254,304,000t	7,458,404,000	259		2	3,843	1882
298	United Virginia Bank, Richmond	United States	8,193,865,000	6,849,809,000	278		187	5,302f	1963
299	Banque Internationale a Luxembourg	Luxembourg	8,154,616,436s	5,747,025,767s	331	+32	55	1,877	1856
300	InterFirst Bank Dallas NA	United States	8,147,279,000	10,846,856,000	175		7	1,298	1875

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/86. **(f)** — Data are for 6/30/86. **(g)** — Latest data are prior to 6/30/86. **(h)** — A subsidiary of the $44.0 billion-asset Compagnie Financiere de Credit Industriel et Commercial. **(k)** — Acquired by Sumitomo Bank Ltd., Osaka, 10/1/86. **(q)** — A subsidiary the $94.4 billion-asset Compagnie Financiere de Paribas, Paris, a financial holding company. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(w)** — Member of the $12.5 billion-asset Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. **(x)**— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated assets of $17.5 billion. **(‡)** — Data are for Fidelcor, Inc., Philadelphia, the bank's parent holding company. **N.A.** — Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Assets on Dec. 31, 1986 or Nearest Fiscal Yearend

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Asset Rank 1986			Assets in US Dollars 12/31/86 (a)	Assets in US Dollars 12/31/85 (a,d)	Asset Rank 12/31/85	Gain in Rank	Bank Branches 12/31/86	Employees 12/31/86	Operating Since
301	**Philadelphia National Bank**	United States	8,050,098,000	7,933,210,000	249		66	1,912	1803
302	**United States National Bank, Portland**	United States	8,047,059,000	7,088,231,000	272		197	5,468‡	1891
303	**Oita Bank, Ltd. (e)**	Japan	8,015,864,153	5,502,492,846	345	+42	115	2,275	1893
304	**Hua Nan Commercial Bank, Ltd., Taipei (f)**	Taiwan	7,990,278,416u	7,195,355,168	268		114	N.A.	1947
305	**State Bank of Victoria, Melbourne (f)**	Australia	7,985,993,470s	5,680,659,990	334	+29	527	9,480	1842
306	**Gulf International Bank B.S.C., Manama**	Bahrain	7,984,294,560	7,733,516,200	251		N.A.	N.A.	1976
307	**Bank of Osaka, Ltd. (e)**	Japan	7,971,197,927	5,453,915,220	349	+42	72	1,843	1950
308	**Genossenschaftliche Zentralbank, Stuttgart**	Germany	7,969,110,527	5,491,621,240	346	+38	0	485	1970
309	**Hiroshima Sogo Bank, Ltd. (e)**	Japan	7,962,509,588	5,213,719,422	366	+57	95	2,150	1923
310	**Cassa di Risparmio di Verona, Vicenza & Belluno, Verona**	Italy	7,957,900,062	5,791,674,586	330	+20	158	2,870	1825
311	**Chuo Sogo Bank, Ltd., Nagoya(e)**	Japan	7,891,000,865	5,489,220,852	347	+36	102	2,560	1944
312	**Provinsbank, Aarhus**	Denmark	7,876,047,800s	4,883,939,200s	394	+82	228	3,578	1967
313	**Cho-Heung Bank Ltd., Seoul**	Korea	7,836,764,870u	6,950,214,049	276		171	8,200	1897
314	**Boston Safe Deposit & Trust Co.**	United States	7,825,930,000	3,468,799,000	525	+211	1	1,971	1867
315	**Rainier National Bank, Seattle**	United States	7,808,031,000	7,339,941,000	263		160	4,872	1889
316	**Hokuetsu Bank, Ltd., Nagaoka(e)**	Japan	7,799,096,250	5,008,283,388	387	+71	93	2,041	1942
317	**International Commercial Bank of China, Taipei**	Taiwan	7,797,731,160u	3,924,905,117u	483	+166	36	2,026	1912
318	**Maryland National Bank, Baltimore**	United States	7,767,838,000	6,638,724,000	287		175	4,506	1933
319	**Union de Banques Arabes et Francaises, Neuilly (w)**	France	7,764,611,030s	6,686,655,598u	283		6	502	1970
320	**Banque Worms, Paris**	France	7,763,032,930s	5,635,675,234u	339	+19	27	1,747	1928
321	**Yamanashi Chuo Bank, Ltd., Kofu (e)**	Japan	7,723,972,245	5,035,257,594	383	+62	73	2,068	1941
322	**Northern Trust Co., Chicago**	United States	7,711,707,000	6,625,909,000	288		7	3,867	1889
323	**Lombard North Central Plc, London**	United Kingdom	7,660,458,000t	6,076,840,000st	320		N.A.	N.A.	1861
324	**Bank of Communications, Taipei**	Taiwan	7,640,143,185	5,435,142,062	351	+27	12	820	1907
325	**Eighteenth Bank, Ltd., Nagasaki (e)**	Japan	7,569,661,902	5,065,497,756	381	+56	110	1,938	1877
326	**C.O.B.-Caisse d'Epargne Privee, Brussels**	Belgium	7,534,815,815	5,099,695,000	378	+52	529	2,464	1924
327	**Bank of Iwate, Ltd., Morioka(e)**	Japan	7,514,052,645	5,067,907,902	380	+53	108	2,059	1932
328	**Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown (x)**	Cayman Islands	7,502,200,415	6,658,831,549	286		65	3,034	1975
329	**Comerica Bank-Detroit**	United States	7,463,894,000	7,283,585,000	265		89	3,321	1849
330	**MBank Dallas NA**	United States	7,461,916,000	7,311,258,000	264		1	1,360	1914
331	**Banque Generale du Luxembourg**	Luxembourg	7,449,369,762s	5,278,950,978s	361	+30	51	1,513	1919
332	**Chiba Sogo Bank, Ltd. (e)**	Japan	7,447,701,206	4,732,925,364	405	+73	94	2,119	1943
333	**Bank Negara Indonesia 1946, Jakarta**	Indonesia	7,438,952,144	7,611,647,682	255		250	12,865	1946
334	**Turkiye Cumhuriyeti Ziraat Bankasi, Ankara**	Turkey	7,401,156,904	6,041,526,582	322		1,233	39,038	1863
335	**First National Bank, Atlanta**	United States	7,362,850,000	7,198,500,000	267		97	4,587	1865
336	**Anchor Savings Bank FSB, Northport, N.Y.**	United States	7,359,381,000	6,418,498,000	297		132	3,280	1868
337	**Bank of India, Bombay**	India	7,271,121,797s	6,714,756,629s	282		1,927	49,162	1906
338	**Jugobanka-United Bank, Belgrade**	Yugoslavia	7,263,938,000	6,678,801,631	284		438	12,040	1955
339	**Stadtsparkasse Koeln, Cologne**	Germany	7,239,040,879	5,415,528,100	353	+14	121	3,053	1826
340	**Akita Bank, Ltd.(e)**	Japan	7,224,512,614	4,962,874,572	390	+50	97	1,929	1941
341	**Kredietbank S.A. Luxembourgeoise, Luxembourg**	Luxembourg	7,174,518,000s	5,183,117,500s	369	+28	0	4	1949
342	**Banca Popolare di Bergamo**	Italy	7,168,024,350u	5,410,049,429u	354	+12	123	2,614	1869
343	**Norwest Bank Minneapolis NA**	United States	7,151,326,000	6,277,558,000	306		10	2,083	1929
344	**Chukyo Sogo Bank, Ltd., Nagoya(e)**	Japan	7,085,764,829	4,473,795,348	421	+77	94	2,165	1943
345	**Manufacturers National Bank, Detroit**	United States	7,029,449,000	6,121,200,000	315		77	3,864	1933
346	**Shinwa Bank, Ltd., Sasebo (e)**	Japan	7,029,267,949	4,828,937,994	399	+53	114	2,093	1939
347	**State Street Bank & Trust Co., Boston**	United States	7,000,819,000	6,314,790,000	301		13	5,732	1792
348	**Barclays de Zoete Wedd Ltd., London**	United Kingdom	6,956,508,000t	1,990,539,360st	772	+424	N.A.	N.A.	1972
349	**Aomori Bank, Ltd. (e)**	Japan	6,933,106,631	4,758,928,110	402	+53	106	2,185	1943
350	**Credit Lyonnais Bank Nederland, Rotterdam**	Netherlands	6,900,190,000st	5,811,904,398st	329		77	2,559	1983
351	**First Union National Bank of Florida, Jacksonville**	United States	6,885,523,000	4,457,959,000	424	+73	190	4,804	1908
352	**Societe Lyonnaise de Banque, Lyons**	France	6,861,614,517s	5,454,985,291st	348		309	4,295	1865
353	**Banca Cattolica del Veneto, Vicenza**	Italy	6,859,223,667t	4,871,530,621	396	+43	201	3,382	1892
354	**Chang Hwa Commercial Bank, Ltd., Taichung (f)**	Taiwan	6,820,385,600	6,240,488,135	309		126	5,001	1905
355	**Caisse d'Epargne de l'Etat, Luxembourg**	Luxembourg	6,806,856,465	4,990,387,687	389	+34	92	1,296	1856
356	**Hokuyo Sogo Bank, Ltd., Sapporo (e)**	Japan	6,802,055,898	4,684,315,356	410	+54	102	2,238	1917
357	**Huntington National Bank, Columbus, Ohio**	United States	6,772,687,000	6,099,616,000	318		201	4,855	1866
358	**Florida National Bank, Jacksonville**	United States	6,764,247,000	5,911,862,000	328		12	4,689	1889
359	**Andelsbanken-Danebank, Copenhagen**	Denmark	6,750,409,083	4,539,505,936	417	+58	233	3,182	1925
360	**Chiba Kogyo Bank, Ltd.(e)**	Japan	6,747,645,256	4,221,562,698	450	+90	72	1,821	1952
361	**Standard Federal Bank, Troy, Mich.**	United States	6,736,680,682	5,395,607,977	355		83	1,333	1893
362	**Fleet National Bank, Providence, R.I.**	United States	6,718,744,000	5,674,802,000	336		48	8,410	1791
363	**Dai-San Sogo Bank, Ltd., Matsuzaka(e)**	Japan	6,670,402,618	4,450,966,038	426	+63	96	2,123	1912
364	**Grindlays Bank Plc., London (e)**	United Kingdom	6,651,592,752t	5,812,758,000t	329†		N.A.	N.A.	1828
365	**Taisei Sogo Bank, Ltd., Maebashi(e)**	Japan	6,641,337,824	4,372,407,306	435	+70	81	2,200	1942
366	**European American Bank, New York**	United States	6,609,739,000	6,429,087,000	296		94	3,261	1968
367	**Ehime Sogo Bank, Ltd., Matsuyama(e)**	Japan	6,582,456,672	4,467,573,378	422	+55	81	1,742	1943
368	**Sears Savings Bank, Glendale, Calif.**	United States	6,577,588,093	6,157,387,000	314		91	959	1946
369	**Banco Lariano, Como**	Italy	6,562,447,883t	4,706,014,890t	408	+39	125	2,345	1908
370	**Bikuben, Copenhagen**	Denmark	6,562,160,534	4,653,636,736	412	+42	297	3,596	1857
371	**First Interstate Bank of Arizona NA, Phoenix**	United States	6,504,303,000	6,109,369,000	317		187	4,598	1877
372	**Malayan Banking Berhad, Kuala Lumpur(f)**	Malaysia	6,459,838,500s	6,611,292,000s	291		205	10,284	1960
373	**National City Bank, Cleveland**	United States	6,440,799,000	5,419,713,000	352		86	2,800	1845
374	**Meridian Bank, Reading, Pa.**	United States	6,439,137,000	3,758,498,000	497	+123	150	3,222f	1932
375	**Banco de Chile, Santiago**	Chile	6,425,127,023	4,997,810,468	388	+13	98	4,200	1894
376	**State Bank of New South Wales, Sydney (f)**	Australia	6,402,534,266	4,036,750,000s	469	+93	264	5,974	1933
377	**Banque Cantonale de Berne**	Switzerland	6,394,534,497	4,701,000,240	409	+32	65	N.A.	1834
378	**Cassa di Risparmio di Firenze, Florence**	Italy	6,379,011,791	4,749,121,769	403	+25	170	3,433	1829
379	**Bank of the Ryukyus, Ltd., Naha (e)**	Japan	6,360,628,670	4,003,682,724	477	+98	75	1,951	1948
380	**Bank of Credit & Commerce International, Luxembourg (x)**	Luxembourg	6,329,241,576	5,525,891,094s	344		70	3,555	1972
381	**Sal. Oppenheim jr. & Cie., Cologne**	Germany	6,323,166,991s	4,793,293,214s	400	+19	1	765	1789
382	**Banque du Caire, Cairo**	Egypt	6,313,500,000	5,033,925,600	384	+2	125	8,254	1952
383	**Bowery Savings Bank, New York**	United States	6,303,939,000	5,701,143,000	333		24	1,179	1834
384	**Empire of America FSB, Buffalo, N.Y.**	United States	6,301,574,000	5,950,535,000	325		141	3,841	1854
385	**Banque Regionale d'Escompte et de Depots, Vincennes**	France	6,276,000,000	4,335,933,000	437	+52	190	3,300	1910
386	**MeraBank, FSB, Phoenix, Ariz.**	United States	6,257,802,000	5,219,438,000	363		74	2,054	1925
387	**Canara Bank, Bangalore**	India	6,222,064,800	5,535,342,878	343		1,844	48,078	1906
388	**Banco Portugues do Atlantico, Oporto**	Portugal	6,200,174,583	5,022,645,898u	385		153	6,011	1975
389	**Yamagata Bank, Ltd. (e)**	Japan	6,191,306,484	4,218,726,960	452	+63	87	1,921	1881
390	**Miyazaki Bank, Ltd. (e)**	Japan	6,188,196,564	4,211,168,076	453	+63	99	1,798	1932
391	**Gulf Bank, Kuwait**	Kuwait	6,175,797,115	6,263,536,128	307		31	968	1960
392	**Istituto Bancario Italiano, Milan**	Italy	6,129,340,987t	4,961,347,705t	391		70	2,936	1918
393	**Skopbank, Helsinki**	Finland	6,096,266,928s	4,048,750,077s	466	+73	4	1,445	1908
394	**Bank of Baroda, Bombay**	India	6,059,739,130u	5,619,649,373s	342		1,965	42,362	1908
395	**CIC-Union Europeenne, International & Cie, Paris**	France	6,054,472,576s	....	...		4	595	1984
396	**Banque de l'Union Europeenne, Paris**	France	6,038,007,754t	4,867,653,833st	397	+1	6	1,404	1984
397	**Standard Bank of South Africa Ltd., Johannesburg**	South Africa	6,025,535,020	4,550,245,200t	416	+19	900	23,000	1862
398	**Banque Commerciale pour l'Europe du Nord, Paris**	France	6,014,585,701t	5,386,887,542t	356		0	327	1921
399	**Banque Cantonale Vaudoise, Lausanne**	Switzerland	6,010,400,857	4,400,512,889	434	+35	57	1,449	1845
400	**Bank of New Zealand, Ltd., Wellington (g)**	New Zealand	5,980,190,056s	4,021,017,285s	471		381	8,771	1861

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/86. **(f)** — Data are for 6/30/86. **(g)** — Latest data are prior to 6/30/86. **(h)** — A subsidiary of the $44.0 billion-asset Compagnie Financiere de Credit Industriel et Commercial. **(q)** — A subsidiary the $94.4 billion-asset Compagnie Financiere de Paribas, Paris, a financial holding company. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(w)** — Member of the $12.5 billion-asset Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. **(x)**— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated assets of $17.5 billion. **(†)** — Rank based on revised data. **(‡)** — Data are for US Bancorp, the bank's parent holding company. **N.A.** — Not available.

The Top 500 Banks in the World

U.S. and Overseas Banks Ranked by Assets on Dec. 31, 1986 or Nearest Fiscal Yearend

Compiled by American Banker Copyright 1987

Asset Rank 1986			Assets in US Dollars 12/31/86 (a)	Assets in US Dollars 12/31/85 (a,d)	Asset Rank 12/31/85	Gain in Rank	Bank Branches 12/31/86	Employees 12/31/86	Operating Since
401	**First National Bank, St. Paul, Minn.**	United States	5,979,334,000	5,290,061,000	360		2	N.A.	1853
402	**United Mizrahi Bank Ltd., Tel-Aviv**	Israel	5,962,114,236	5,181,472,840	370		85	1,870	1923
403	**Signet Bank/Virginia, Richmond**	United States	5,959,535,000	5,091,586,000	379		137	N.A.	1922
404	**Baden-Wuerttembergische Bank, Stuttgart**	Germany	5,950,485,578s	4,422,449,475s	432	+28	132	2,011	1871
405	**California First Bank, San Francisco**	United States	5,944,315,000t	5,335,688,000t	358		139	3,942	1953
406	**Bank of Saga, Ltd.(e)**	Japan	5,944,210,382	4,015,987,884	473	+67	104	1,801	1955
407	**Union Bank of Switzerland (Luxembourg)**	Luxembourg	5,929,031,225t	4,641,875,156t	413	+6	N.A.	N.A.	1973
408	**Michinoku Bank, Ltd., Hirosaki(e)**	Japan	5,912,460,506	4,114,632,708	461	+53	102	2,140	1921
409	**First Pennsylvania Bank NA, Philadelphia**	United States	5,882,396,000	5,664,893,000	337		81	3,603	1782
410	**Provident National Bank, Philadelphia**	United States	5,882,255,000	4,913,448,000	392		59	2,741	1847
411	**First City National Bank, Houston**	United States	5,881,441,000	8,332,533,000	236		5	2,004f	1866
412	**Development Bank of Singapore Ltd.**	Singapore	5,881,191,782	6,109,528,375	316		38	2,190	1968
413	**Central Bank of India, Bombay**	India	5,869,401,746	5,626,011,493	341		2,499	47,123	1911
414	**Banque Paribas Belgique, Brussels (q)**	Belgium	5,846,580,160s	4,292,451,500s	441	+27	63	1,177	1968
415	**Shawmut Bank of Boston NA**	United States	5,843,971,000	4,221,447,000	451	+36	33	2,900	1836
416	**Nassauische Sparkasse Wiesbaden, Wiesbaden**	Germany	5,831,045,970	4,273,935,855	443	+27	171	2,346	1840
417	**AmSouth Bank NA, Birmingham, Ala.**	United States	5,811,265,000	5,159,886,000	373		140	3,932	1873
418	**Banca Provinciale Lombarda, Bergamo**	Italy	5,802,258,643t	4,733,450,653t	404		144	2,934	1932
419	**Luzerner Kantonalbank, Lucerne**	Switzerland	5,795,594,901	4,335,747,158	438	+19	29	922	1850
420	**Riggs National Bank, Washington, D.C.**	United States	5,713,314,000	5,225,835,000	362		30	1,876	1836
421	**Trust Company Bank, Atlanta**	United States	5,704,490,000	5,928,565,000	326		55	2,614	1891
422	**First Interstate Bank of Oregon NA, Portland**	United States	5,685,312,000	5,376,226,000	357		171	4,039	1865
423	**Banque Cantonale de St. Gall**	Switzerland	5,650,441,740	3,998,940,192	478	+55	N.A.	N.A.	1868
424	**Stadtsparkasse Munchen, Munich**	Germany	5,646,843,804u	4,163,344,592	458	+34	113	2,750	1824
425	**Bank of Tokyo Trust Co., New York**	United States	5,645,716,000t	5,130,560,000t	376		5	455	1955
426	**Long Island Savings Bank FSB, Syosset, N.Y.**	United States	5,635,827,000	4,710,782,000	407		54	1,391	1876
427	**Cassa di Risparmio di Padova e Rovigo, Padua**	Italy	5,550,225,687	3,702,579,600	504	+77	110	2,100	1822
428	**Carteret Savings Bank, FA, Morristown, N.J.**	United States	5,541,090,000	....	...		110	1,945	1939
429	**First Tennessee Bank NA, Memphis**	United States	5,538,700,000	5,215,500,000	365		146	3,944	1864
430	**Jyske Bank, Silkeborg**	Denmark	5,535,582,363s	4,437,204,595	427		126	2,291	1967
431	**National Bank of Dubai Ltd., Dubai**	United Arab Emirates	5,534,288,168	5,144,587,539	374		15	730	1963
432	**NatWest Investment Bank Ltd., London**	United Kingdom	5,523,768,198t	2,227,645,440t	719	+287	0	2,000	1986
433	**Senshu Bank, Ltd., Kishiwada(e)**	Japan	5,517,354,425	3,474,334,170	524	+91	56	1,411	1951
434	**Union Bank of Norway, Oslo**	Norway	5,500,546,112s	4,267,416,000u	444	+10	108	2,563	1985
435	**Privredna Banka Sarajevo-Udruzena Banka, Sarajevo**	Yugoslavia	5,478,985,600	4,889,481,300	393		22	8,174	1971
436	**Banco Nacional Ultramarino, Lisbon**	Portugal	5,454,484,725	N.A.	...		153	5,500	1864
437	**Cassa di Risparmio di Genova e Imperia, Genoa**	Italy	5,420,151,709u	3,948,774,785	481	+44	125	2,811	1846
438	**Commercial Bank of Kuwait**	Kuwait	5,412,491,810	5,626,866,480	340		34	N.A.	1961
439	**Banco di Sardegna, Sassari**	Italy	5,400,621,756s	3,741,135,600s	498	+59	72	2,474	1955
440	**S.G. Warburg & Co. Ltd., London**	United Kingdom	5,398,602,419	4,361,837,600	436		0	N.A.	1946
441	**Bank of Ikeda, Ltd. (e)**	Japan	5,394,804,140	3,256,560,594	539	+98	59	1,433	1951
442	**Washington Mutual Savings Bank, Seattle**	United States	5,392,597,000	4,238,083,000	448	+6	52	1,460	1889
443	**Bank fuer Handel und Industrie, Berlin**	Germany	5,374,395,390tu	3,984,855,420tu	480	+37	80	N.A.	1949
444	**Citibank (New York) NA, Rochester**	United States	5,361,684,000	4,463,570,000	423		N.A.	N.A.	1972
445	**National Bank of Abu Dhabi**	United Arab Emirates	5,348,753,178s	5,661,201,000s	338		36	1,339	1968
446	**Kreissparkasse Koeln, Cologne**	Germany	5,339,532,658	4,019,772,314	472	+26	124	2,524	1855
447	**United Overseas Bank Ltd., Singapore**	Singapore	5,223,749,530s	5,134,049,850s	375		98	3,868	1935
448	**Credit Industriel d'Alsace et de Lorraine, Strasbourg**	France	5,218,160,117s	2,637,588,205u	633	+185	13	3,221	1919
449	**Tokiwa Sogo Bank, Ltd., Tokyo (e)**	Japan	5,176,662,689	3,493,411,794	520	+71	68	1,867	1924
450	**Nedbank Ltd., Johannesburg(e)**	South Africa	5,174,235,000s	4,174,625,560	456	+6	0	9,872	1966
451	**MBank Houston NA**	United States	5,150,079,000	5,012,768,000	386		N.A.	988	1907
452	**IBJ Schroder Bank & Trust Co., New York**	United States	5,145,416,000t	2,034,642,000	762	+310	2	N.A.	1923
453	**Osuuspankkien Keskuspankki Oy, Helsinki**	Finland	5,138,076,900s	3,603,740,231s	512	+59	0	1,475	1902
454	**Caja de Ahorros y Monte de Piedad de Barcelona**	Spain	5,115,327,490	3,888,891,500	487	+33	571	N.A.	1844
455	**Habib Bank Ltd., Karachi**	Pakistan	5,093,270,000s	5,129,977,074s	377		1,873	24,587	1941
456	**Alahli Bank of Kuwait**	Kuwait	5,091,272,944	5,200,431,490	367		18	674	1967
457	**Hambros Bank Ltd., London**	United Kingdom	5,088,641,131s	4,194,790,823	455		2	4,118	1912
458	**Transohio Savings Bank, FSB, Cleveland**	United States	5,062,000,000	3,211,559,000	542	+84	92	1,450	1970
459	**West LB International, Luxembourg**	Luxembourg	5,054,508,449t	4,423,746,194t	431		0	74	1972
460	**Sanwa Bank California, San Francisco**	United States	5,051,560,000t	1,539,119,000t	885	+425	117	N.A.	1972
461	**Chase Manhattan Bank (USA) NA, Wilmington, Del.**	United States	5,044,733,000	4,519,557,000	418		1	957	1982
462	**Commercial Bank of Greece, Athens**	Greece	5,037,942,881u	4,207,874,607	454		271	6,776	1907
463	**Banca della Svizzera Italiana, Lugano**	Switzerland	5,010,758,955s	3,762,495,965s	496	+33	38	1,749	1873
464	**Landesbank Saar-Girozentrale, Saarbrucken**	Germany	5,005,442,400u	3,803,300,407u	494	+30	0	611	1941
465	**Society National Bank, Cleveland**	United States	4,992,806,000	2,593,716,000	640	+175	9	2,617f	1849
466	**Peoples Bank, Bridgeport, Conn.**	United States	4,956,668,000	4,235,914,000	449		64	N.A.	1842
467	**Turkiye Is Bankasi, Ankara**	Turkey	4,949,509,518	4,302,601,205	440		926	21,864	1924
468	**Banco del Estado de Chile, Santiago**	Chile	4,946,660,394	5,192,356,014	368		180	6,955	1953
469	**Volkskas, Ltd., Pretoria**	South Africa	4,941,812,072s	4,008,763,152	474	+5	288	14,324	1934
470	**Allied Bank of Texas, Houston**	United States	4,933,817,000	4,878,387,000	395		2	815	1956
471	**Nordbanken, Stockholm**	Sweden	4,929,061,480s	....	...		123	1,800	1864
472	**First Florida Bank NA, Tampa**	United States	4,901,405,000	4,059,031,000	464		131	3,577	1883
473	**Scandinavian Bank Ltd., London**	United Kingdom	4,899,406,044s	4,436,255,520s	428		3	800	1969
474	**BFG Luxembourg**	Luxembourg	4,885,881,956tu	4,004,171,516st	475	+1	0	63	1973
475	**Bank of Hawaii, Honolulu**	United States	4,873,621,000	4,281,483,000	442		70	3,021	1897
476	**Nederlandse Credietbank, Amsterdam**	Netherlands	4,841,338,515st	4,763,009,160st	401		61	2,103	1918
477	**First National Bank of Maryland, Baltimore**	United States	4,823,250,000t	4,075,748,000	463		194	4,077	1806
478	**Sparkasse in Bremen**	Germany	4,805,942,519u	3,806,023,529u	493	+15	85	2,331	1825
479	**Bank of Okinawa, Ltd., Naha (e)**	Japan	4,804,249,769	3,195,233,712	546	+67	79	1,559	1956
480	**Saudi International Bank, London**	United Kingdom	4,782,239,124s	4,413,252,960s	433.		2	302	1975
481	**Chase Lincoln First Bank NA, Rochester, N.Y.**	United States	4,779,785,000	4,050,464,000	465		106	3,419	1979
482	**Morgan Grenfell & Co. Ltd., London**	United Kingdom	4,769,320,530	3,906,270,720	485	+3	N.A.	N.A.	1838
483	**Cassa di Risparmio in Bologna**	Italy	4,752,803,934s	3,660,039,657	508	+25	70	1,500	1837
484	**Banco Espirito Santo e Comercial, Lisbon**	Portugal	4,739,327,097	3,551,508,403	516	+32	134	6,433	1937
485	**Uniao de Bancos Brasileiros, Rio de Janeiro**	Brazil	4,727,455,469s	3,479,443,946s	522	+37	674	30,013	1924
486	**Bank Bumi Daya, Jakarta**	Indonesia	4,698,833,504	5,164,220,936	371		83	7,814	1959
487	**Banque Internationale pour l'Afrique Occidentale, Paris**	France	4,687,602,610s	4,253,792,998s	446		7	639	1853
488	**Mellon Bank (East) NA, Philadelphia**	United States	4,682,867,000	4,495,476,000	420		79	3,800	1836
489	**Midlantic National Bank, Newark, N.J.**	United States	4,677,182,000	3,323,244,000	535	+46	84	2,332	1804
490	**BancOhio National Bank, Columbus**	United States	4,655,761,000	4,263,842,000	445		133	4,200	1888
491	**American Security Bank NA, Washington, D.C.**	United States	4,642,506,000	4,096,285,000	462		34	N.A.	1889
492	**Barnett Bank of South Florida NA, Miami**	United States	4,635,937,000	3,930,073,000	482		N.A.	N.A.	1933
493	**Banca d'America e d'Italia, Milan (k)**	Italy	4,618,306,469tu	3,356,586,649tu	532	+39	100	2,940	1917
494	**South Carolina National Bank, Columbia**	United States	4,615,066,000	4,144,955,000	459		160	3,823	1834
495	**Oversea-Chinese Banking Corp., Ltd., Singapore**	Singapore	4,609,822,925s	4,428,718,550s	430		78	3,029	1932
496	**Thurgauische Kantonalbank, Weinfelden**	Switzerland	4,534,532,685	3,240,341,334	540	+44	14	577	1871
497	**Banco Popular de Puerto Rico, San Juan**	United States	4,521,752,467	4,131,806,387	460		135	3,880	1893
498	**Thai Farmers Bank, Bangkok**	Thailand	4,516,261,758	4,004,037,422	476		282	10,708	1945
499	**Shiga Sogo Bank, Ltd., Otsu (e)**	Japan	4,490,977,161	3,001,922,424	565	+66	61	1,223	1942
500	**Credit Foncier Vaudois, Lausanne**	Switzerland	4,484,545,486	3,276,664,159	536	+36	54	353	1858

(a) — Consolidated data, if available, are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at New York cable rate prevailing on date of bank's figures. Unless otherwise noted after the name of the bank, all figures are for fiscal year after 9/30/86. **(c)** — Latest figures are for a different date than previous year. **(d)** — Or date one year prior to latest figures unless otherwise noted after name of bank. **(e)** — Data are for 9/30/86. **(f)** — Data are for 6/30/86. **(g)** — Latest data are prior to 6/30/86. **(h)** — A subsidiary of the $44.0 billion-asset Compagnie Financiere de Credit Industriel et Commercial. **(k)** — On, 12/4/86, BankAmerica Corp. announced the sale of this bank to Deutsche Bank, Frankfurt for $603 million. **(q)** — A subsidiary the $94.4 billion-asset Compagnie Financiere de Paribas, Paris, a financial holding company. **(s)** — Consolidated data. **(t)** — Figures are included in the consolidated figures of parent bank. For that reason, the data for the bank are not included in the aggregate data totals for the Top 500 Banks. **(u)** — Data are not consolidated for affiliates more than 50% owned. **(w)** — Member of the $12.5 billion-asset Al UBAF Banking Group, Neuilly, France, under whose name the seven UBAF banks operate in the international financial markets. **(x)**— A subsidiary of BCCI Holdings (Luxembourg) SA, a holding company with consolidated assets of $17.5 billion. **N.A.** — Not available.

Alphabetical Listing of the Top 500 Banks in Assets

With Asset and Deposit Ranks on Dec. 31, 1986

Compiled by American Banker Copyright 1987

		Asset Rank 12/31/86	Deposit Rank 12/31/86
Akita Bank, Ltd.	Japan	340	309
Alahli Bank of Kuwait	Kuwait	456	414
Algemene Bank Nederland, Amsterdam	Netherlands	45	45
Allied Bank of Texas, Houston	United States	470	582
Allied Irish Banks Ltd., Dublin	Ireland	205	183
AmSouth Bank NA, Birmingham, Ala.	United States	417	420
AmeriTrust Co. NA, Cleveland	United States	288	319
American Express Bank Ltd. New York	United States	154	154
American Security Bank NA, Washington, D.C.	United States	491	486
Amsterdam-Rotterdam Bank, Amsterdam	Netherlands	48	48
Anchor Savings Bank FSB, Northport, N.Y.	United States	336	303
Andelsbanken-Danebank, Copenhagen	Denmark	359	351
Aomori Bank, Ltd.	Japan	349	318
Arab Bank Ltd., Amman	Jordan	206	180
Arab Banking Corp., Manama	Bahrain	174	170
Ashikaga Bank, Ltd., Utsunomiya	Japan	109	97
Australia & New Zealand Banking Group, Ltd., Melbourne	Australia	95	96
Awa Bank, Ltd., Tokushima	Japan	295	262
BFG Luxembourg	Luxembourg	474	432
Baden-Wuerttembergische Bank, Stuttgart	Germany	404	341
Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	199	159
BancOhio National Bank, Columbus	United States	490	502
Banca Cattolica del Veneto, Vicenza	Italy	353	400
Banca Commerciale Italiana, Milan	Italy	58	52
Banca Nazionale del Lavoro, Rome	Italy	36	37
Banca Nazionale dell'Agricoltura, Rome	Italy	117	111
Banca Popolare di Bergamo	Italy	342	404
Banca Popolare di Milano, Milan	Italy	156	171
Banca Popolare di Novara	Italy	160	158
Banca Provinciale Lombarda, Bergamo	Italy	418	389
Banca Toscana, Florence	Italy	248	240
Banca d'America e d'Italia, Milan	Italy	493	499
Banca della Svizzera Italiana, Lugano	Switzerland	463	422
Banco Brasileiro de Descontos, Osasco	Brazil	186	250
Banco Central, Madrid	Spain	99	88
Banco Espanol de Credito, Madrid	Spain	73	110
Banco Espirito Santo e Comercial, Lisbon	Portugal	484	491
Banco Exterior de Espana, Madrid	Spain	135	119
Banco Hispano-Americano, Madrid	Spain	120	102
Banco Itau, Sao Paulo	Brazil	266	345
Banco Lariano, Como	Italy	369	416
Banco Nacional Ultramarino, Lisbon	Portugal	436	584
Banco Nacional de Mexico, Mexico City	Mexico	246	297
Banco Popular Espanol, Madrid	Spain	200	187
Banco Popular de Puerto Rico, San Juan	United States	497	469
Banco Portugues do Atlantico, Oporto	Portugal	388	387
Banco de Bilbao	Spain	123	105
Banco de Chile, Santiago	Chile	375	0
Banco de Santander	Spain	128	137
Banco de Vizcaya, Bilbao	Spain	130	147
Banco de la Nacion Argentina, Buenos Aires	Argentina	256	487
Banco del Estado de Chile, Santiago	Chile	468	823
Banco di Napoli, Naples	Italy	71	69
Banco di Roma, Rome	Italy	64	58
Banco di Santo Spirito, Rome	Italy	81	142
Banco di Sardegna, Sassari	Italy	439	418
Banco di Sicilia, Palermo	Italy	110	108
Banco do Brasil, Brasilia	Brazil	42	84
Banco do Estado de Sao Paulo	Brazil	292	458
Bancomer, Mexico City	Mexico	289	263
Bangkok Bank, Ltd.	Thailand	237	249
Bank Bumi Daya, Jakarta	Indonesia	486	596
Bank Hapoalim, Tel-Aviv	Israel	107	118
Bank Leu, Ltd., Zurich	Switzerland	282	258
Bank Leumi le-Israel, Tel-Aviv	Israel	113	106
Bank Mees & Hope, Amsterdam	Netherlands	278	359
Bank Melli Iran, Tehran	Iran	83	85
Bank Negara Indonesia 1946, Jakarta	Indonesia	333	348
Bank Saderat Iran, Tehran	Iran	145	133
Bank fuer Arbeit und Wirtschaft, Vienna	Austria	202	182
Bank fuer Gemeinwirtschaft, Frankfurt	Germany	94	81
Bank fuer Handel und Industrie, Berlin	Germany	443	391
Bank of America NT&SA, San Francisco	United States	29	29
Bank of Baroda, Bombay	India	394	339
Bank of Communications, Taipei	Taiwan	324	386
Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	Cayman Islands	328	285
Bank of Credit & Commerce International, Luxembourg	Luxembourg	380	326
Bank of Fukuoka, Ltd.	Japan	114	104
Bank of Hawaii, Honolulu	United States	475	433
Bank of Hiroshima, Ltd.	Japan	122	107
Bank of Ikeda, Ltd.	Japan	441	393
Bank of India, Bombay	India	337	289
Bank of Ireland, Dublin	Ireland	214	196
Bank of Iwate, Ltd., Morioka	Japan	327	306
Bank of Kyoto, Ltd.	Japan	171	155
Bank of Montreal	Canada	53	47
Bank of New England NA, Boston	United States	255	261
Bank of New York	United States	144	141
Bank of New Zealand, Ltd., Wellington	New Zealand	400	353
Bank of Nova Scotia, Toronto	Canada	74	68
Bank of Okinawa, Ltd., Naha	Japan	479	443
Bank of Osaka, Ltd.	Japan	307	280
Bank of Saga, Ltd.	Japan	406	371
Bank of Scotland, Edinburgh	United Kingdom	177	166
Bank of Seoul	Korea	147	145
Bank of Taiwan, Taipei	Taiwan	158	157
Bank of Tokyo Trust Co., New York	United States	425	372
Bank of Tokyo, Ltd.	Japan	23	25
Bank of Yokohama, Ltd.	Japan	57	62
Bank of the Ryukyus, Ltd., Naha	Japan	379	344
Bankers Trust Co., New York	United States	63	73
Banque Bruxelles Lambert, Brussels	Belgium	84	76
Banque Cantonale Vaudoise, Lausanne	Switzerland	399	360
Banque Cantonale de Berne	Switzerland	377	324
Banque Cantonale de St. Gall	Switzerland	423	374
Banque Cantonale de Zurich	Switzerland	140	124
Banque Commerciale pour l'Europe du Nord, Paris	France	398	325
Banque Francaise du Commerce Exterieur, Paris	France	105	212
Banque Generale du Luxembourg	Luxembourg	331	299
Banque Indosuez, Paris	France	76	82
Banque Internationale a Luxembourg	Luxembourg	299	265
Banque Internationale pour l'Afrique Occidentale, Paris	France	487	462
Banque Misr, Cairo	Egypt	233	213
Banque Nationale de Paris	France	10	9
Banque Paribas Belgique, Brussels (q)	Belgium	414	376
Banque Paribas, Paris	France	75	70
Banque Populaire Suisse, Berne	Switzerland	146	132
Banque Regionale d'Escompte et de Depots, Vincennes	France	385	406
Banque Worms, Paris	France	320	310
Banque de l'Union Europeenne, Paris	France	396	384
Banque du Caire, Cairo	Egypt	382	392
Barclays National Bank Ltd., Johannesburg	South Africa	290	257
Barclays Plc, London	United Kingdom	19	21
Barclays de Zoete Wedd Ltd., London	United Kingdom	348	751
Barnett Bank of South Florida NA, Miami	United States	492	454
Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	49	42
Bayerische Landesbank Girozentrale, Munich	Germany	56	46
Bayerische Vereinsbank, Munich	Germany	38	35
Bergen Bank	Norway	227	227
Berliner Bank, Berlin	Germany	173	149
Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	184	230
Bikuben, Copenhagen	Denmark	370	358
Boston Safe Deposit & Trust Co.	United States	314	290
Bowery Savings Bank, New York	United States	383	373
Bremer Landesbank Kreditanstalt Oldenburg, Bremen	Germany	190	168
C.O.B.-Caisse d'Epargne Privee, Brussels	Belgium	326	301
CIC-Union Europeenne, International & Cie, Paris	France	395	346
Caisse Centrale des Banques Populaires, Paris	France	183	193
Caisse Generale d'Epargne et de Retraite, Brussels	Belgium	96	87
Caisse d'Epargne de l'Etat, Luxembourg	Luxembourg	355	307
Caixa Geral de Depositos, Lisbon	Portugal	225	216
Caja de Ahorros y Monte de Piedad de Barcelona	Spain	454	430
Caja de Madrid	Spain	231	231
Caja de Pensiones para la Vejez, Barcelona	Spain	170	169
California First Bank, San Francisco	United States	405	365
Canadian Imperial Bank of Commerce, Toronto	Canada	60	53
Canara Bank, Bangalore	India	387	369
Carteret Savings Bank, FA, Morristown, N.J.	United States	428	444
Cassa di Risparmio V.E. per le Provincie Siciliane, Palermo	Italy	293	282
Cassa di Risparmio delle Provincie Lombarde, Milan	Italy	62	65
Cassa di Risparmio di Firenze, Florence	Italy	378	395
Cassa di Risparmio di Genova e Imperia, Genoa	Italy	437	439
Cassa di Risparmio di Padova e Rovigo, Padua	Italy	427	423
Cassa di Risparmio di Roma, Rome	Italy	103	164
Cassa di Risparmio di Torino, Turin	Italy	194	197
Cassa di Risparmio di Verona, Vicenza & Belluno, Verona	Italy	310	334
Cassa di Risparmio in Bologna	Italy	483	703
Central Bank of India, Bombay	India	413	350
Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	Belgium	268	232
Chang Hwa Commercial Bank, Ltd., Taichung	Taiwan	354	331
Chase Lincoln First Bank NA, Rochester, N.Y.	United States	481	505
Chase Manhattan Bank (USA) NA, Wilmington, Del.	United States	461	997
Chase Manhattan Bank NA, New York	United States	37	40
Chemical Bank, New York	United States	55	67
Chiba Bank, Ltd.	Japan	98	93
Chiba Kogyo Bank, Ltd.	Japan	360	322
Chiba Sogo Bank, Ltd.	Japan	332	298
Cho-Heung Bank Ltd., Seoul	Korea	313	415
Christiania Bank og Kreditkasse, Oslo	Norway	223	211
Chugoku Bank, Ltd., Okayama	Japan	157	152
Chukyo Sogo Bank, Ltd., Nagoya	Japan	344	299
Chuo Sogo Bank, Ltd., Nagoya	Japan	311	274
Chuo Trust & Banking Co., Ltd., Tokyo	Japan	67	61
Citibank (New York) NA, Rochester	United States	444	478
Citibank (South Dakota) NA, Sioux Falls	United States	247	832
Citibank NA, New York	United States	9	17
Citizens & Southern National Bank, Atlanta	United States	241	271
City Federal Savings Bank, Elizabeth, N.J.	United States	229	279
Comerica Bank-Detroit	United States	329	323
Commercial Bank of Greece, Athens	Greece	462	434
Commercial Bank of Korea Ltd., Seoul	Korea	270	399
Commercial Bank of Kuwait	Kuwait	438	382
Commercial Bank of Syria, Damascus	Syria	224	362
Commerzbank International, Luxembourg	Luxembourg	279	238
Commerzbank, Frankfurt	Germany	34	31
Commonwealth Bank of Australia, Sydney	Australia	119	126
Commonwealth Banking Corp., Sydney	Australia	112	122
Commonwealth Savings Bank of Australia, Sydney	Australia	275	242
Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	250	218
Connecticut Bank & Trust Co. NA, Hartford	United States	259	269
Connecticut National Bank, Hartford	United States	260	278
Continental Illinois Nat'l Bank & Trust Co., Chicago	United States	93	112
Cooperative Bank of Taiwan, Taipei	Taiwan	195	175
Copenhagen Handelsbank	Denmark	187	178
Credit Agricole Mutuel, Paris	France	8	8
Credit Commercial de France, Paris	France	91	89
Credit Foncier Vaudois, Lausanne	Switzerland	500	438
Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	448	412
Credit Industriel et Commercial, Paris (h)	France	168	151
Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	350	295

Alphabetical Listing of the Top 500 Banks in Assets

With Asset and Deposit Ranks on Dec. 31, 1986

Compiled by American Banker Copyright 1987

		Asset Rank 12/31/86	Deposit Rank 12/31/86
Credit Lyonnais, Paris	France	12	11
Credit Suisse, Zurich	Switzerland	46	44
Credit du Nord, Lille	France	164	172
Creditanstalt-Bankverein, Vienna	Austria	88	99
Credito Italiano, Milan	Italy	69	63
Credito Romagnolo, Bologna	Italy	216	273
CrossLand Savings FSB, Brooklyn, New York	United States	243	286
Dai-Ichi Kangyo Bank Ltd., Tokyo	Japan	1	1
Dai-San Sogo Bank, Ltd., Matsuzaka	Japan	363	320
Daishi Bank, Ltd., Niigata	Japan	189	179
Daiwa Bank, Ltd., Osaka	Japan	24	24
Danske Bank, Copenhagen	Denmark	151	139
Deutsche Bank Compagnie Financiere Luxembourg	Luxembourg	203	195
Deutsche Bank, Frankfurt	Germany	13	10
Deutsche Genossenschaftsbank, Frankfurt	Germany	54	74
Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	138	275
Development Bank of Singapore Ltd.	Singapore	412	497
Dime Savings Bank of New York FSB	United States	294	304
Dresdner Bank, Frankfurt	Germany	25	22
Ehime Sogo Bank, Ltd., Matsuyama	Japan	367	328
Eighteenth Bank, Ltd., Nagasaki	Japan	325	294
Empire of America FSB, Buffalo, N.Y.	United States	384	383
Erste Oesterreichische Spar-Casse, Vienna	Austria	253	228
European American Bank, New York	United States	366	411
Fidelity Bank NA, Malvern, Pa.	United States	271	267
First City National Bank, Houston	United States	411	532
First Commercial Bank, Taipei	Taiwan	192	223
First Fidelity Bank NA, Newark, N.J.	United States	264	270
First Florida Bank NA, Tampa	United States	472	448
First Interstate Bank of Arizona NA, Phoenix	United States	371	335
First Interstate Bank of California, Los Angeles	United States	124	117
First Interstate Bank of Oregon NA, Portland	United States	422	405
First National Bank of Maryland, Baltimore	United States	477	495
First National Bank, Atlanta	United States	335	381
First National Bank, Boston	United States	111	131
First National Bank, Chicago	United States	87	92
First National Bank, Minneapolis	United States	249	327
First National Bank, St. Paul, Minn.	United States	401	543
First Nationwide Bank, FSB, San Francisco	United States	167	188
First Pennsylvania Bank NA, Philadelphia	United States	409	452
First Tennessee Bank NA, Memphis	United States	429	435
First Union National Bank of Florida, Jacksonville	United States	351	356
First Union National Bank, Charlotte, N.C.	United States	159	256
Fleet National Bank, Providence, R.I.	United States	362	409
Florida National Bank, Jacksonville	United States	358	329
Fuji Bank, Ltd., Tokyo	Japan	2	2
Fukui Bank, Ltd.	Japan	257	235
Fukuoka Sogo Bank, Ltd.	Japan	238	214
Fukutoku Sogo Bank, Ltd., Osaka	Japan	285	247
Generale de Banque, Brussels	Belgium	65	54
Genossenschaftliche Zentralbank, Stuttgart	Germany	308	255
Genossenschaftliche Zentralbank, Vienna	Austria	212	184
Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	Austria	142	136
Goldome FSB, Buffalo, N.Y.	United States	172	190
Gotabanken, Stockholm	Sweden	287	314
Great American First Savings Bank, San Diego, Calif.	United States	197	219
Great Western Bank, FSB, Beverly Hills	United States	104	116
Grindlays Bank Plc., London	United Kingdom	364	313
Groupe Des Banques Populaires, Paris	France	77	77
Gulf Bank, Kuwait	Kuwait	391	338
Gulf International Bank B.S.C., Manama	Bahrain	306	276
Gunma Bank, Ltd., Maebashi	Japan	137	128
Habib Bank Ltd., Karachi	Pakistan	455	428
Hachijuni Bank, Ltd., Nagano	Japan	129	115
Hambros Bank Ltd., London	United Kingdom	457	417
Hamburger Sparkasse, Hamburg	Germany	204	181
Hamburgische Landesbank-Girozentrale, Hamburg	Germany	139	120
Hang Seng Bank Ltd., Hong Kong	Hong Kong	221	192
Hanil Bank Ltd., Seoul	Korea	291	375
Harris Trust & Savings Bank, Chicago	United States	297	317
Heiwa Sogo Bank, Ltd., Tokyo	Japan	254	292
Hessische Landesbank-Girozentrale, Frankfurt	Germany	92	79
Higo Bank, Ltd., Kumamoto	Japan	232	209
Hiroshima Sogo Bank, Ltd.	Japan	309	284
Hokkaido Bank, Ltd., Sapporo	Japan	162	156
Hokkaido Takushoku Bank, Ltd., Sapporo	Japan	82	80
Hokkoku Bank, Ltd., Kanazawa	Japan	226	204
Hokuetsu Bank, Ltd., Nagaoka	Japan	316	283
Hokuriku Bank Ltd., Toyama	Japan	97	90
Hokuyo Sogo Bank, Ltd., Sapporo	Japan	356	315
Hongkong and Shanghai Banking Corp., Hong Kong	Hong Kong	28	28
Hua Nan Commercial Bank, Ltd., Taipei	Taiwan	304	296
Huntington National Bank, Columbus, Ohio	United States	357	352
Hyakugo Bank, Ltd., Tsu	Japan	217	199
Hyakujushi Bank, Ltd., Takamatsu	Japan	182	176
Hyogo Sogo Bank, Ltd., Kobe	Japan	166	150
IBJ Schroder Bank & Trust Co., New York	United States	452	909
Industrial Bank of Japan, Ltd., Tokyo	Japan	7	7
InterFirst Bank Dallas NA	United States	300	504
International Commercial Bank of China, Taipei	Taiwan	317	302
International Westminster Bank Plc, London	United Kingdom	80	98
Irving Trust Co., New York	United States	133	162
Israel Discount Bank, Ltd., Tel-Aviv	Israel	201	191
Istituto Bancario Italiano, Milan	Italy	392	396
Istituto Bancario San Paolo di Torino, Turin	Italy	52	57
Iyo Bank, Ltd., Matsuyama	Japan	175	165
Joyo Bank, Ltd., Mito	Japan	101	94
Jugobanka-United Bank, Belgrade	Yugoslavia	338	436
Juroku Bank, Ltd., Gifu	Japan	179	167
Jyske Bank, Silkeborg	Denmark	430	408
Kagoshima Bank, Ltd.	Japan	261	245
Kansallis-Osake Pankki, Helsinki	Finland	127	121
Kinki Sogo Bank, Ltd., Osaka	Japan	234	206
Kiyo Bank, Ltd., Wakayama	Japan	219	200
Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	196	251
Kofuku Sogo Bank, Ltd., Osaka	Japan	267	237
Korea Exchange Bank, Seoul	Korea	153	332
Korea First Bank, Seoul	Korea	276	390
Kredietbank International Group, Brussels	Belgium	79	71
Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	341	312
Kreissparkasse Koeln, Cologne	Germany	446	379
Kyowa Bank, Ltd., Tokyo	Japan	39	43
Land Bank of Taiwan, Taipei	Taiwan	244	244
Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	134	114
Landesbank Saar-Girozentrale, Saarbrucken	Germany	464	809
Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	165	146
Landesbank Stuttgart Girozentrale	Germany	141	113
Landesgirokasse, Stuttgart	Germany	283	254
Ljubljanska Banka, Ljubljana	Yugoslavia	284	363
Lloyds Bank Plc, London	United Kingdom	41	39
Lombard North Central Plc, London	United Kingdom	323	471
Long Island Savings Bank FSB, Syosset, N.Y.	United States	426	437
Long-Term Credit Bank of Japan Ltd., Tokyo	Japan	22	20
Luzerner Kantonalbank, Lucerne	Switzerland	419	361
MBank Dallas NA	United States	330	349
MBank Houston NA	United States	451	508
Malayan Banking Berhad, Kuala Lumpur	Malaysia	372	342
Manufacturers Hanover Trust Co., New York	United States	51	55
Manufacturers National Bank, Detroit	United States	345	368
Marine Midland Bank NA, Buffalo, N.Y.	United States	125	125
Maryland National Bank, Baltimore	United States	318	330
Mellon Bank (East) NA, Philadelphia	United States	488	511
Mellon Bank NA, Pittsburgh	United States	116	140
MeraBank, FSB, Phoenix, Ariz.	United States	386	463
Meridian Bank, Reading, Pa.	United States	374	355
Meritor Savings Bank, Philadelphia	United States	143	160
Michinoku Bank, Ltd., Hirosaki	Japan	408	357
Midland Bank Plc, London	United Kingdom	32	36
Midlantic National Bank, Newark, N.J.	United States	489	533
Mitsubishi Bank Ltd., Tokyo	Japan	4	4
Mitsubishi Trust & Banking Corp., Tokyo	Japan	15	13
Mitsui Bank, Ltd., Tokyo	Japan	14	16
Mitsui Trust & Banking Co., Ltd., Tokyo	Japan	21	19
Miyazaki Bank, Ltd.	Japan	390	370
Monte dei Paschi di Siena	Italy	61	60
Morgan Grenfell & Co. Ltd., London	United Kingdom	482	485
Morgan Guaranty Trust Co., New York	United States	44	59
Musashino Bank, Ltd., Omiya	Japan	296	268
NCNB National Bank of Florida, Tampa	United States	263	293
NCNB National Bank of North Carolina, Charlotte	United States	180	201
Nagoya Sogo Bank, Ltd.	Japan	251	217
Nanto Bank, Ltd., Nara	Japan	181	163
Nassauische Sparkasse Wiesbaden, Wiesbaden	Germany	416	347
NatWest Investment Bank Ltd., London	United Kingdom	432	620
National Australia Bank Ltd, Melbourne	Australia	121	109
National Bank of Abu Dhabi	United Arab Emirate	445	401
National Bank of Canada, Montreal	Canada	132	130
National Bank of Detroit	United States	176	203
National Bank of Dubai Ltd., Dubai	United Arab Emirate	431	410
National Bank of Egypt, Cairo	Egypt	208	198
National Bank of Greece, Athens	Greece	131	123
National Bank of Kuwait	Kuwait	239	221
National City Bank, Cleveland	United States	373	449
National Commercial Bank, Jeddah	Saudi Arabia	150	138
National Westminster Bank Plc, London	United Kingdom	17	15
National Westminster Bank USA, New York	United States	228	220
Nedbank Ltd., Johannesburg	South Africa	450	394
Nederlandsche Middenstandsbank, Amsterdam	Netherlands	89	83
Nederlandse Credietbank, Amsterdam	Netherlands	476	431
Nippon Credit Bank, Ltd., Tokyo	Japan	33	34
Nippon Trust & Banking Co., Ltd., Tokyo	Japan	136	135
Nishi-Nippon Sogo Bank, Ltd., Fukuoka	Japan	155	148
Nordbanken, Stockholm	Sweden	471	440
Norddeutsche Genossenschaftsbank, Hannover	Germany	273	233
Norddeutsche Landesbank Girozentrale, Hannover	Germany	66	56
Norinchukin Bank, Tokyo	Japan	6	6
Norske Creditbank, Oslo	Norway	149	161
Northern Trust Co., Chicago	United States	322	380
Norwest Bank Minneapolis NA	United States	343	446
Nuovo Banco Ambrosiano, Milan	Italy	188	202
Oesterreichische Laenderbank, Vienna	Austria	148	129
Ogaki-Kyoritsu Bank, Ltd., Ogaki	Japan	242	222
Oita Bank, Ltd.	Japan	303	277
Osuuspankkien Keskuspankki Oy, Helsinki	Finland	453	548
Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	495	492
PKbanken, Stockholm	Sweden	106	100
Peoples Bank, Bridgeport, Conn.	United States	466	427
Philadelphia National Bank	United States	301	305
Pittsburgh National Bank	United States	210	259
Postipankki, Helsinki	Finland	213	215
Privatbanken, Copenhagen	Denmark	207	194
Privredna Banka Sarajevo-Udruzena Banka, Sarajevo	Yugoslavia	435	645
Provident National Bank, Philadelphia	United States	410	426
Provinsbank, Aarhus	Denmark	312	281
Rabobank Nederland, Utrecht	Netherlands	47	50
Rafidain Bank, Baghdad	Iraq	72	64
Rainier National Bank, Seattle	United States	315	308
Republic National Bank, New York	United States	169	185
RepublicBank Dallas NA	United States	178	224
Riggs National Bank, Washington, D.C.	United States	420	397

Alphabetical Listing of the Top 500 Banks in Assets

With Asset and Deposit Ranks on Dec. 31, 1986

Compiled by American Banker Copyright 1987

		Asset Rank 12/31/86	Deposit Rank 12/31/86
Riyad Bank Ltd., Jeddah	Saudi Arabia	277	266
Royal Bank of Canada, Montreal	Canada	43	41
Royal Bank of Scotland Plc., Edinburgh	United Kingdom	115	101
S.G. Warburg & Co. Ltd., London	United Kingdom	440	413
Saitama Bank Ltd., Urawa	Japan	50	49
Sal. Oppenheim jr. & Cie., Cologne	Germany	381	336
San-in Godo Bank, Ltd., Matsue	Japan	274	253
Sanwa Bank California, San Francisco	United States	460	464
Sanwa Bank Ltd., Osaka	Japan	5	5
Saudi International Bank, London	United Kingdom	480	424
Scandinavian Bank Ltd., London	United Kingdom	473	429
Sears Savings Bank, Glendale, Calif.	United States	368	378
Seattle-First National Bank	United States	245	252
Security Pacific National Bank, Los Angeles	United States	70	72
Senshu Bank, Ltd., Kishiwada	Japan	433	385
Shawmut Bank of Boston NA	United States	415	474
Shichijushichi Bank, Ltd., Sendai	Japan	163	153
Shiga Bank, Ltd., Otsu	Japan	193	173
Shiga Sogo Bank, Ltd., Otsu	Japan	499	453
Shikoku Bank, Ltd., Kochi	Japan	265	243
Shinwa Bank, Ltd., Sasebo	Japan	346	311
Shizuoka Bank Ltd.	Japan	102	95
Shoko Chukin Bank, Tokyo	Japan	40	38
Signet Bank/Virginia, Richmond	United States	403	425
Skandinaviska Enskilda Banken, Stockholm	Sweden	100	103
Skopbank, Helsinki	Finland	393	472
Societe Generale Alsacienne de Banque, Strasbourg	France	280	241
Societe Generale, Paris	France	18	18
Societe Lyonnaise de Banque, Lyons	France	352	367
Societe Nationale de Credit a l'Industrie, Brussels	Belgium	211	205
Society National Bank, Cleveland	United States	465	457
South Carolina National Bank, Columbia	United States	494	531
Southeast Bank NA, Miami	United States	215	207
Sovran Bank NA, Richmond	United States	236	229
Sparbankernas Bank, Stockholm	Sweden	108	248
Sparekassen SDS, Copenhagen	Denmark	281	272
Sparkasse der Stadt Berlin West, Berlin	Germany	272	239
Sparkasse in Bremen	Germany	478	483
Stadtsparkasse Koeln, Cologne	Germany	339	291
Stadtsparkasse Munchen, Munich	Germany	424	398
Standard Bank of South Africa Ltd., Johannesburg	South Africa	397	333
Standard Chartered Bank, London	United Kingdom	68	66
Standard Federal Bank, Troy, Mich.	United States	361	419
State Bank of India, Bombay	India	90	86
State Bank of New South Wales, Sydney	Australia	376	456
State Bank of Victoria, Melbourne	Australia	305	264
State Street Bank & Trust Co., Boston	United States	347	366
Sudwestdeutsche Genossenschafts-Zentralbank, Frankfurt	Germany	235	208
Sumitomo Bank Ltd., Osaka	Japan	3	3
Sumitomo Trust & Banking Co., Ltd., Osaka	Japan	16	14
Suruga Bank, Ltd., Numazu	Japan	209	186
Svenska Handelsbanken, Stockholm	Sweden	118	127
Swiss Bank Corp., Basle	Switzerland	30	30
Taisei Sogo Bank, Ltd., Maebashi	Japan	365	321
Taiyo Kobe Bank, Ltd., Kobe	Japan	20	23
Texas Commerce Bank NA, Houston	United States	220	340
Thai Farmers Bank, Bangkok	Thailand	498	475
Thurgauische Kantonalbank, Weinfelden	Switzerland	496	447
Toho Bank, Ltd., Fukushima	Japan	269	246
Tokai Bank Ltd., Nagoya	Japan	11	12
Tokiwa Sogo Bank, Ltd., Tokyo	Japan	449	402
Tokyo Sogo Bank, Ltd.	Japan	161	144
Tokyo Tomin Bank, Ltd.	Japan	286	260
Toronto Dominion Bank	Canada	86	78
Toyo Trust & Banking Co. Ltd., Tokyo	Japan	31	32
Transohio Savings Bank, FSB, Cleveland	United States	458	522
Trust Company Bank, Atlanta	United States	421	523
Trustee Savings Bank England & Wales, London	United Kingdom	198	189
Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	334	388
Turkiye Is Bankasi, Ankara	Turkey	467	451
Udruzena Banka Hrvatske, Zagreb	Yugoslavia	218	234
Udruzena Beogradska Banka, Belgrade	Yugoslavia	252	354
Uniao de Bancos Brasileiros, Rio de Janeiro	Brazil	485	625
Union Bank of Finland, Ltd., Helsinki	Finland	126	134
Union Bank of Norway, Oslo	Norway	434	403
Union Bank of Switzerland (Luxembourg)	Luxembourg	407	343
Union Bank of Switzerland, Zurich	Switzerland	27	27
Union Bank, Los Angeles	United States	258	236
Union de Banques Arabes et Francaises, Neuilly (w)	France	319	287
United Mizrahi Bank Ltd., Tel-Aviv	Israel	402	377
United Overseas Bank Ltd., Singapore	Singapore	447	442
United States National Bank, Portland	United States	302	337
United Virginia Bank, Richmond	United States	298	316
Valley National Bank, Phoenix	United States	240	210
Vereins-und Westbank, Hamburg	Germany	262	226
Volkskas, Ltd., Pretoria	South Africa	469	407
Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	230	225
Washington Mutual Savings Bank, Seattle	United States	442	536
Wells Fargo Bank NA, San Francisco	United States	78	75
West LB International, Luxembourg	Luxembourg	459	421
Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	191	177
Westdeutsche Landesbank Girozentrale, Duesseldorf	Germany	35	33
Westfalenbank, Bochum	Germany	222	616
Westpac Banking Corp., Sydney	Australia	85	91
Yamagata Bank, Ltd.	Japan	389	364
Yamaguchi Bank, Ltd., Shimonoseki	Japan	152	143
Yamanashi Chuo Bank, Ltd., Kofu	Japan	321	288
Yasuda Trust & Banking Co. Ltd., Tokyo	Japan	26	26
Zenshinren Bank, Tokyo	Japan	59	51
Zentralsparkasse und Kommerzialbank, Wien, Vienna	Austria	185	174

Statistical Summary: World Bank Assets

Top 500 Banks: Total Assets

(Dollar Figures in Billions)

	Yearend 1986		Yearend 1985		Deposit Percent Change
	Number Of Banks	Total Assets	Number Of Banks	Total Assets	
U.S. Banks	115	$ 1,509.1	114	$ 1,390.2	+8.6
Foreign Banks	385	9,795.7	386	7,258.4	+35.0
Top 500 Banks	500	11,304.8	500	8,638.7	+30.9

To avoid double counting, deposits for banks owned by other banks in the top 500 are excluded.

The Top 500: Largest Asset Gainers

(Dollar Figures in Millions)

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Percent Increase	World Rank	Reason for Increase
1	**Barclays de Zoete Wedd Ltd., London,** U.K.	6,956.5	1,990.5	249.5	348	Mergers and global expansion.
2	**Sanwa Bank California, San Francisco,** United States	5,051.6	1,539.1	228.2	460	Acquired Lloyds Bank California, Los Angeles, 9/86.
3	**Cassa di Risparmio di Roma,** Italy	27,479.3	9,645.6	184.9	103	Acquired Banca Generale di Credito, Milan. No other reasons given.
4	**IBJ Schroder Bank & Trust Co., New York,** United States	5,145.4	2,034.6	152.9	452	Acquired by Industrial Bank of Japan Ltd., Tokyo.
5	**NatWest Investment Bank Ltd., London,** U.K.	5,523.8	2,227.6	148.0	432	Deregulation and diversification.
6	**Commonwealth Bank of Australia, Sydney**	23,187.8	9,739.6	138.1	119	Reported consolidated assets for 1986, unconsolidated assets for 1985.
7	**Boston Safe Deposit & Trust Co.,** United States	7,825.9	3,468.8	125.6	314	Growth in real estate loans and consumer loans.
8	**Wells Fargo Bank NA, San Francisco,** United States	38,976.3	18,888.4	106.4	78	Merged with Crocker National Bank, under the Crocker charter, 5/86.
9	**International Commercial Bank of China, Taipei,** Taiwan	7,797.7	3,924.9	98.7	317	Deposits due Central Bank of China (which are transitory in nature) rose $3.8 bil.
10	**Credit Ind'l d'Alsace et de Lorraine, Strasbourg,** France	5,218.2	2,637.6	97.8	448	1986 figures were consolidated.

The Top 1000: Largest Asset Losers

(Dollar Figures in Millions)

Rank 12/86		Assets 12/31/86	Assets 12/31/85	Percent Decrease	World Rank	Reason for Decrease
1	**Philippine National Bank, Manila**	1,730.1	4,036.3	57.1	908	Bad loans to gov't companies and former President Marcos' associates.
2	**First Bank of Nigeria Ltd., Lagos**	2,308.4	5,305.6	56.5	798	Naira fell 63.3%
3	**Montreal City & District Savings Bank,** Canada	2,764.9	4,455.6	37.9	703	Sold a subsidiary, Credit Foncier, to Montreal Trust Co.
4	**Chemical Bank (Delaware), Wilmington,** United States	1,431.7	2,230.9	35.8	991	Decline in loan portfolio of $0.9 bil. or 38%.
5	**First City National Bank, Houston,** United States	5,881.4	8,332.5	29.4	411	Problems with its energy-related loan portfolio.
6	**InterFirst Bank Dallas NA,** United States	8,147.3	10,846.9	24.9	300	Problems with its energy-related loan portfolio.
7	**Bank of British Columbia, Vancouver,** Canada (a,b)	1,924.6	2,371.8	18.9	872	Substantial loan losses.
8	**Bank Dagang Negara, Jakarta,** Indonesia	3,858.4	4,655.8	17.1	561	Rupiah fell 31.0%.
9	**Banque Intercontinentale Arabe, Paris,** France	1,595.6	1,878.2	15.0	945	No reason available.
10	**Banco Provincial, Caracas,** Venezuela	1,443.1	1,671.3	13.7	989	Bolivar fell 32.9%.

(a)— Data are for fiscal yearended Oct. 31, 1986. (b)— On Nov.11, 1986 acquired by the Hongkong Bank of Canada, a wholly-owned subsidiary of Hongkong and Shanghai Banking Corp. for $45.7 million.

American Banker
TOP 500 WORLD BANKS IN ASSETS

The Top Banking Companies in the World

Bank Holding Companies, Commercial Banks, and Savings Banks with Assets of $25 Billion or More on 12/31/86

Compiled by American Banker Copyright 1987

Rank 12/86	Name of Banking Company	Country	Total Assets 12/31/86	Total Assets 12/31/85	Rank 12/85	Gain in Rank	Name of Holding Company's Lead Bank (Name of Non-U.S. Bank's Top U.S. Bank Subsidiary)	Rank Among Top World Banks (a) Deposits	Rank Among Top World Banks (a) Assets
1	**Dai-Ichi Kangyo Bank Ltd., Tokyo**	Japan (e)	239,580	158,265	2	+1	(Dai-Ichi Kangyo Bank of Calif. Los Angeles)	...	...
2	**Fuji Bank,Ltd.,Tokyo**	Japan (e)	212,441	142,674	3	+1	(Fuji Bank & Trust Co., New York)	575	602
3	**Sumitomo Bank Ltd., Osaka**	Japan (e)	205,126	135,908	4	+1	(Sumitomo Bank of Calif., San Francisco)	572	628
4	**Mitsubishi Bank Ltd., Tokyo**	Japan (e)	203,806	133,450	5	+1	(Bank of California NA, San Francisco)	606	569
5	**Sanwa Bank Ltd., Osaka**	Japan (e)	191,362	123,481	8	+ 3	(Golden State Sanwa Bank, San Francisco)	...	...
6	**Citicorp, New York**	United States	191,355	167,201	1		Citibank NA, New York	17	9
7	**Norinchukin Bank, Tokyo**	Japan (e)	161,569	106,336	11	+ 4	....	6	6
8	**Industrial Bank of Japan, Ltd., Tokyo**	Japan (e)	160,837	103,165	13	+ 5	(Industrial Bk of Japan Tr. Co., New York)	566	564
9	**Credit Agricole Mutuel, Paris**	France (t)	156,382	123,581	7		....	8	8
10	**Banque Nationale de Paris**	France	143,685	123,772	6		(Bank of the West, San Francisco)	992	...
11	**Tokai Bank Ltd., Nagoya**	Japan (e)	137,789	90,770	17	+ 6	(Tokai Bank of Calif., Los Angeles)	...	...
12	**Credit Lyonnais, Paris**	France	133,765	112,084	10		....	11	12
13	**Deutsche Bank, Frankfurt**	Germany	133,048	96,390	15	+ 2	....	10	13
14	**Mitsui Bank, Ltd., Tokyo**	Japan (e)	131,406	88,841	18	+ 4	(Mitsui Manufacturers Bank, Los Angeles)	833	886
15	**Mitsubishi Trust & Banking Corp., Tokyo**	Japan (e,u)	125,033	80,574	21	+ 6	....	13	15
16	**Sumitomo Trust & Banking Co., Ltd., Osaka**	Japan (e,u)	124,085	79,216	22	+ 6	....	14	16
17	**National Westminster Bank Plc, London**	United Kingdom	123,488	104,354	12		(National Westminster Bank USA, New York)	220	228
18	**Societe Generale, Paris**	France	117,496	98,175	14		....	18	18
19	**Barclays Plc, London**	United Kingdom	117,007	93,878	16		(Barclays Bank of New York NA)	749	758
20	**Taiyo Kobe Bank, Ltd., Kobe**	Japan (e,u)	115,952	74,785	26	+ 6	....	23	20
21	**Mitsui Trust & Banking Co., Ltd., Tokyo**	Japan (e,u)	114,979	73,099	30	+ 9	....	19	21
22	**Long-Term Credit Bank of Japan Ltd., Tokyo**	Japan (e,s)	114,971	79,184	23	+ 1	....	20	22
23	**Bank of Tokyo, Ltd.**	Japan (e)	111,455	78,495	24	+ 1	(Bank of Tokyo Trust Co., New York)	372	425
24	**Daiwa Bank, Ltd., Osaka**	Japan (e,u)	102,338	67,102	35	+11	(Daiwa Trust Co., New York)	978	957
25	**BankAmerica Corp., San Francisco**	United States	102,204	114,751	9		Bank of America NT & SA, San Francisco	29	29
26	**Dresdner Bank, Frankfurt**	Germany	102,137	76,913	25		....	22	25
27	**Yasuda Trust & Banking Co., Ltd., Tokyo**	Japan (e,t)	100,853	62,918	38	+11	....	26	26
28	**American Express Co., New York**	United States	99,476	74,777	27		American Express Bank Ltd., New York	154	154
29	**Union Bank of Switzerland, Zurich**	Switzerland (u)	94,496	67,774	32	+ 3	....	27	27
30	**Compagnie Financiere de Paribas, Paris**	France	94,433	73,312	29		Banque Paribas, Paris	70	75
31	**Chase Manhattan Corp., New York**	United States	92,147	84,865	19		Chase Manhattan Bank NA, New York	40	37
32	**Hongkong & Shanghai Banking Corp.**	Hong Kong	90,863	68,955	31		(Marine Midland Bank NA, Buffalo, N.Y.)	125	125
33	**Swiss Bank Corp., Basle**	Switzerland (u)	85,591	62,175	39	+ 6	....	30	30
34	**Toyo Trust & Banking Co., Ltd., Tokyo**	Japan (e,t)	80,764	48,012	55	+21	....	32	31
35	**Midland Bank Plc, London**	United Kingdom	78,796	83,627	20		....	36	32
36	**Nippon Credit Bank., Ltd., Tokyo**	Japan (e,u)	77,883	50,038	50	+14	....	34	33
37	**Commerzbank, Frankfurt**	Germany	76,980	56,068	44	+ 7	....	31	34
38	**Westdeutsche Landesbank Girozentrale, Duesseldorf**	Germany	76,961	58,042	42	+ 4	....	33	35
39	**Banca Nazionale del Lavoro, Rome**	Italy	75,899	59,323	40	+ 1	....	37	36
40	**J.P. Morgan & Co., Inc., New York**	United States	74,643	67,611	33		Morgan Guaranty Trust Co., New York	59	44
41	**Manufacturers Hanover Corp., New York**	United States	72,918	74,359	28		Manufacturers Hanover Trust Co., New York	55	51
42	**Bayerische Vereinsbank, Munich**	Germany	72,803	54,110	46	+ 4	....	35	38
43	**Kyowa Bank, Ltd., Tokyo**	Japan (e)	72,398	48,325	51	+ 8	(Kyowa Bank of Calif., Los Angeles)	...	...
44	**Shoko Chukin Bank, Tokyo**	Japan (e)	71,193	45,389	59	+15	....	38	40
45	**Lloyds Bank Plc, London**	United Kingdom	70,883	63,084	37		(Lloyds Bank California, Los Angeles)	...	...
46	**Banco do Brasil, Brasilia**	Brazil	69,581	58,241	41		....	84	42
47	**Royal Bank of Canada, Montreal**	Canada	67,783	67,219	34		(Royal Bank & Trust Co., New York)	...	..
48	**Algemene Bank Nederland, Amsterdam**	Netherlands	67,337	51,236	48		(LaSalle National Bank, Chicago)	...	954
49	**Sears, Roebuck & Co., Inc., Chicago**	United States	65,995	66,417	36		Sears Savings Bank, Glendale	378	368
50	**Credit Suisse, Zurich**	Switzerland(u)	64,423	43,090	62	+12	....	44	46
51	**Rabobank Nederland, Utrecht**	Netherlands	64,285	47,428	56	+ 5	....	50	47
52	**Amsterdam-Rotterdam Bank, Amsterdam**	Netherlands	63,994	48,188	52		....	48	48
53	**Bayerische Hypotheken-und Wechsel-Bank, Munich**	Germany	62,555	46,033	58	+ 5	....	42	49
54	**Security Pacific Corp., Los Angeles, Calif.**	United States	61,651	52,285	47		Security Pacific National Bank, Los Angeles	72	70
55	**Saitama Bank Ltd., Urawa**	Japan (e)	61,244	43,173	61	+ 6	....	49	50
56	**Istituto Bancario San Paolo di Torino, Turin**	Italy	59,433	42,483	64	+ 8	(First Los Angeles Bank)	...	...
57	**Bank of Montreal**	Canada	59,417	57,205	43		(Harris Trust & Savings Bank, Chicago)	317	297
58	**Chemical New York Corp.**	United States	58,713	54,381	45		Chemical Bank, New York	67	55
59	**Deutsche Genossenschaftsbank, Frankfurt**	Germany	57,983	42,247	65	+ 6	....	74	54
60	**Bayerische Landesbank Girozentrale, Munich**	Germany (t)	56,396	42,137	66	+ 6	....	46	56

Included in this listing are bank holding companies, commercial banks, and savings banks with total assets— excluding contra accounts and contingent liabilities— of $25 billion or more on Dec. 31, 1986, or nearest fiscal yearend. Excluded are the subsidiary banks of the holding companies and banks in the listing. The total assets of foreign banks are converted into dollars using the New York cable rate prevailing on Dec. 31, 1986, or date of figures. Unless otherwise noted after the name of the country, the data are consolidated to include subsidiaries more than 50% owned and are for fiscal year ending after 9/30/86. **(a)** — Holding companies are excluded from the listings of the top world banks. For the holding companies in this listing, the ranks shown are for their respective lead banks. For non-U.S. banks that own U.S. banks, the ranks shown are for their top U.S. bank subsidiary that was ranked among the top banks in the world. **(c)** — Latest figures are for a different date than previous year. **(e)** — Data are for Sept. 30, 1986. **(s)** — The 1985 data were consolidated to include subsidiaries more than 50% owned, but 1986 data were unconsolidated. **(t)** — The 1986 data were consolidated to include subsidiaries more then 50% owned, but 1985 data were unconsolidated. **(u)** — All data for both 1986 and 1985 were not consoliated to include subsidiaries more than 50% owned.

The Top Banking Companies in the World

Bank Holding Companies, Commercial Banks, and Savings Banks with Assets of $25 Billion or More on 12/31/86

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Rank 12/86	Name of Banking Company	Country	Total Assets		Rank 12/85	Gain in Rank	Name of Holding Company's Lead Bank (Name of Non-U.S. Bank's Top U.S. Bank Subsidiary)	Rank Among Top World Banks (a)	
			12/31/86	12/31/85				Deposits	Assets
61	**Bank of Yokohama, Ltd.**	Japan (e)	55,999	34,848	77	+16	....	62	57
62	**Banca Commerciale Italiana, Milan**	Italy	55,595	46,562	57		(Long Island Tr. Co. NA, Garden City, New York‡)	853	883
63	**First Interstate Bancorp., Los Angeles**	United States	54,821	48,036	54		First Interstate Bank of Calif., Los Angeles	117	124
64	**Zenshinren Bank, Tokyo**	Japan (e)	54,293	32,105	82	+18	....	51	59
65	**Canadian Imperial Bank of Commerce, Totonto**	Canada	54,261	51,126	49		(Calif. Canadian Bank, San Francisco)	...	...
66	**Bankers Trust New York Corp.**	United States	53,735	48,074	53		Bankers Trust Co., New York	73	63
67	**Monte dei Paschi di Siena**	Italy	53,635	39,625	69	+ 2	....	60	61
68	**Cassa di Risparmio delle Provincie Lombarde, Milan**	Italy	53,547	39,604	70	+ 2	....	65	62
69	**Banco di Roma, Rome**	Italy	52,752	38,806	71	+ 2	(Banco di Roma (Chicago)	...	...
70	**Compagnie Financiere de Suez, Paris**	France	52,300	40,001	68		Banque Indosuez, Paris	82	76
71	**Generale de Banque, Brussels (b)**	Belgium	51,025	34,664	79	+ 8	....	54	65
72	**Norddeutsche Landesbank Girozentrale, Hannover**	Germany	49,065	37,880	73	+ 1	....	56	66
73	**Chuo Trust & Banking Co., Ltd., Tokyo**	Japan (e,u)	48,854	29,024	90	+17	....	61	67
74	**Standard Chartered Plc, London**	United Kingdom	47,757	41,520	67		Standard Chartered Bank, London (Union Bank, Los Angeles)	66 236	68 258
75	**Credito Italiano, Milan**	Italy	47,125	37,484	74		....	63	69
76	**Banco di Napoli, Naples**	Italy (u)	45,141	30,345	87	+11	....	69	71
77	**Wells Fargo & Co., San Francisco**	United States	44,319	29,175	89	+12	Wells Fargo Bank NA, San Francisco	75	78
78	**Compagnie Financiere de Credit Industriel et Commercial, Paris**	France	44,019	35,472	76		Credit Industrial et Commercial, Paris	151	168
79	**Rafidain Bank, Baghdad**	Iraq	43,979	33,215	81	+ 2	....	64	72
80	**Banco Espanol de Credito, Madrid**	Spain	43,876	44,560	60		....	110	73
81	**Bank of Nova Scotia, Toronto**	Canada	43,814	42,693	63		(Scotiabank de Puerto Rico, San Juan)	...	...
82	**Group des Banques Popularies, Paris**	France	39,696	30,435	86	+ 4	....	77	77
83	**Kredietbank International Group, Brussels**	Belgium	38,800	25,318	96	+13	....	71	79
84	**First Chicago Corp.**	United States	38,638	38,042	72		First National Bank, Chicago	92	87
85	**Banco di Santo Spirito, Rome**	Italy	37,170	26,084	94	+ 9	....	142	81
86	**Hokkaido Takushoku Bank Ltd., Sapporo**	Japan (e,u)	37,046	35,979	75		....	80	82
87	**Bank Melli Iran, Tehran**	Iran	36,804	33,346	80		....	85	83
88	**Banque Bruxelles Lambert, Brussels**	Belgium (e)	35,612	27,034	92	+ 4	....	76	84
89	**Wespac Banking Corp., Sydney**	Australia (e)	34,716	31,678	83		....	91	85
90	**Toronto Dominion Bank**	Canada	34,159	34,758	78		(Toronto Dominion B&T Co., New York)	...	...
91	**Mellon Bank Corp. Pittsburgh**	United States	33,984	31,170	85		Mellon Bank NA, Pittsburgh	140	116
92	**Bank of Boston Corp.**	United States	33,427	27,639	91		First National Bank, Boston	131	111
93	**Creditanstalt-Bankverein, Vienna**	Germany	33,142	24,372	...		....	99	88
94	**Nederlandsche Middenstandsbank, Amsterdam**	Netherlands	32,913	25,268	97	+ 3	....	83	89
95	**State Bank of India, Bombay**	India	32,834	31,632	84		....	86	90
96	**Credit Commercial de France, Paris**	France	32,448	21,636	...		....	89	91
97	**Continental Illinois Corp., Chicago**	United States	32,021	29,890	88		Continental Illinois NB&T Co., Chicago	112	93
98	**Hessische Landesbank-Girozentrale, Frankfurt**	Germany	31,966	24,528	...			79	92
99	**Bank fuer Gemeinwirtschaft, Frankfurt**	Germany	31,104	26,005	95		....	81	94
100	**Australia & New Zealand Banking Group, Ltd., Melbourne**	Australia (e)	31,042	26,774	93		....	96	95
101	**Caisse Generale d'Epargne et de Retraite, Brussels**	Belgium (s)	30,969	21,425	...		....	87	96
102	**Hokuriku Bank Ltd., Toyama**	Japan (e)	29,420	20,531	...		....	90	97
103	**Chiba Bank Ltd.**	Japan (e)	29,104	19,409	...		....	93	98
104	**Banco Central, Madrid**	Spain	28,483	23,231	...		Banco Central of New York	88	99
105	**Skandinaviska Enskilda Banken, Stockholm**	Sweden	28,352	23,069	...		....	103	100
106	**Joyo Bank Ltd., Mito**	Japan (e)	27,826	18,338	...		....	94	101
107	**Shizuoka Bank Ltd.**	Japan (e)	27,796	18,368	...		....	95	102
108	**Cassa di Risparmio di Roma, Rome**	Italy	27,479	9,646	...		....	164	103
109	**Great Western Bank FSB, Beverly Hills**	United States	27,405	0	...		....	116	104
110	**NCNB Corp., Charlotte**	United States	27,306	19,448	...		NCNB National Bank of N. Carolina, Charlotte	201	180
111	**First Bank System, Minneapolis**	United States	27,226	24,846	...		First National Bank, Minneapolis	327	249
112	**First Union Corp., Charlotte**	United States	26,650	19,869	...		First Union National Bank, Charlotte	256	159
113	**Banque Francaise du Commerce Exterieur, Paris**	France	26,478	24,160	...		....	212	105
114	**PKbanken, Stockholm**	Sweden	26,375	20,845	...		....	100	106
115	**Bank Hapoalim, Tel-Aviv**	Israel	26,287	22,401	...		....	118	107
116	**SunTrust Banks, Inc., Atlanta**	United States	26,023	19,406†	...		Trust Company Bank, Atlanta	523	421
117	**Sparbankernas Bank, Stockholm**	Sweden	25,678	17,337	...		....	248	108
118	**Ashikaga Bank Ltd., Utsunomiya**	Japan (e)	25,670	17,041	...		....	97	109

Included in this listing are bank holding companies, commercial banks, and savings banks with total assets— excluding contra accounts and contingent liabilities— of $25 billion or more on Dec. 31, 1986, or nearest fiscal yearend. Excluded are the subsidiary banks of the holding companies and banks in the listing. The total assets of foreign banks are converted into dollars using the New York cable rate prevailing on Dec. 31, 1986, or date of figures. Unless otherwise noted after the name of the country the data are consolidated to include subsidiaries more than 50% owned and are for fiscal year ending after 9/30/86. **(a)** — Holding companies are excluded from the listings of the top world banks. For the holding companies in this listing, the ranks shown are for their respective lead banks. For non-U.S. banks that own U.S. banks, the ranks shown are for their top U.S. bank subsidiary that was ranked among the top banks in the world. **(b)** — Also known as Generale Banque. Formerly called Societe Generale de Banque. **(c)** — Latest figures are for a different date than previous year. **(e)** — Data are for Sept. 30, 1986. **(s)** — The 1985 data were consolidated to include subsidiaries more than 50% owned, but 1986 data were unconsolidated. **(t)** — The 1986 data were consolidated to include subsidiaries more then 50% owned, but 1985 data were unconsolidated. **(u)** — All data for both 1986 and 1985 were not consoliated to include subsidiaries more than 50% owned. **(†)** —Includes contra accounts. **(‡)**— Bank was sold to Bank of New York in Feb. 1987.

Yen's Rise Against Dollar Gives Japanese Banks Top 7 Rankings

Continued from Page 1

seven largest banks occupied the same positions in deposit rankings as they did in asset rankings.

Two major listings appear in today's edition. The first gives the top 500 commercial and savings banks in total assets less contra accounts and contingent liabilities on Dec. 31, 1986. In this listing, holding companies are excluded. The second listing identifies the 118 banking firms that had assets of $25 billion or more last year. This listing includes bank holding companies, commercial banks, and savings banks.

In the latter listing, the top five Japanese banks also rank as the top five banking firms in the world. All five surpassed last year's top-ranked banking firm, Citicorp, New York. Citicorp fell to sixth place in this year's listing with assets of $191.4 billion at yearend 1986, up 14.5% from $167.2 billion on Dec. 31, 1985.

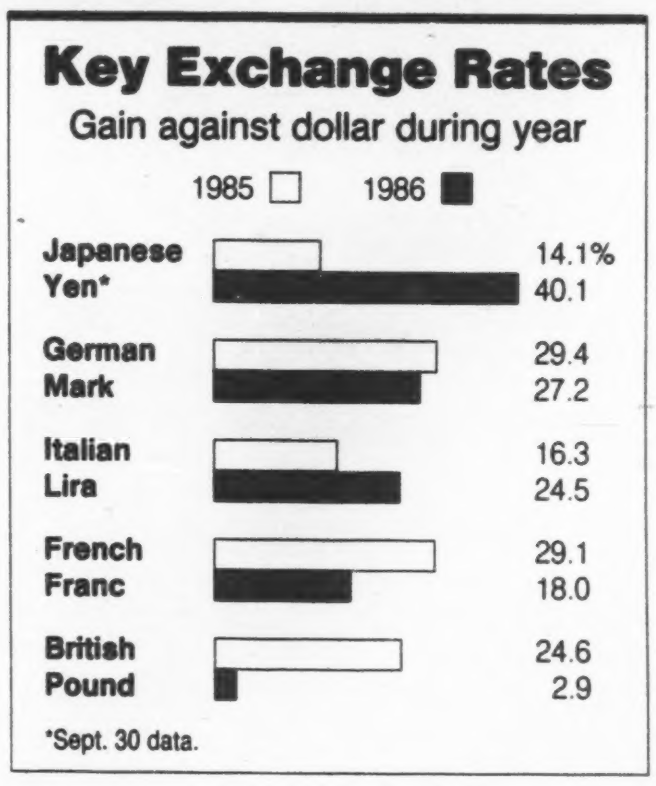
As reported in the *American Banker* on July 30, 1986, Dai-Ichi Kangyo Bank supplanted Citicorp as the top banking firm on March 31, 1986, when Dai-Ichi Kangyo's assets totaled $207 billion, compared with $176 billion for Citicorp.

Other Survey Findings

- The total assets of the top 500 banks rose 30.9% to $11.3 trillion, from $8.7 trillion in 1985. The assets of the top 500 banks rose 21.7% in 1985.
- There were 385 foreign banks among the top 500 for 1986. They had $9.8 trillion in assets, up 35% from $7.3 trillion for the 386 foreign banks ranked among the top 500 a year earlier.
- The 115 U.S. banks in the top 500 had $1.51 trillion in assets, up 8.6% from $1.39 trillion for the 114 U.S. banks ranked among the top 500 for 1985.
- The five countries with the most banks in the listing were the United States with 115, Japan with 98, Germany with 38, Italy with 31, and France with 22.
- The 98 Japanese banks had the most assets with $3.95 trillion, up 53.1% from $2.58 trillion for the 93 Japanese banks ranked among the top 500 a year earlier. Japanese banks accounted for 34.5% of the total assets of the top 500 banks last year, up from 29.7% in 1985.

US Banks' Assets Total $1.51 Trillion

- After Japan, the top four countries in assets were the U.S. with $1.51 trillion in assets at its top 500 banks; Germany with $1.01 trillion; France with $792 billion; and Italy with $678 billion.
- Last year, the top five countries had 304 of the top 500 banks, and these banks accounted for 70% of the total assets of the top 500. In 1985, 299 banks from these five countries were among the top 500 and accounted for 68% of the assets held by the top 500 banks.


Key Exchange Rates

Gain against dollar during year

*Sept. 30 data.

- Among the top 500 banks, Barclays de Zoete Wedd Ltd., London, an investment bank subsidiary of Barclays PLC, had the largest percentage gain in assets. Its assets were up 249.5% to $6.96 billion at yearend to rank as the 348th largest bank. A year earlier, assets totaled $1.99 billion and it ranked as the 772d largest in assets. According to the Barclays PLC annual report, the gain is attributable to the merger of the former Barclays Merchant Bank Group into the bank.
- Among the 1,000 largest banks, 908th-ranked Philippine National Bank, Manila, had the biggest drop in assets. Its assets fell 57.1% to $1.73 billion on Dec. 31, from $4.04 billion a year earlier, when it ranked 470th.

The drop was attributable to a sharp increase in nonperforming assets. These included loans to government companies that failed because of mismanagement and foreclosures on loans made to close associates of former president Ferdinand Marcos.

Yen: Page 43

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure its survey of the world's top 500 banks, ranked by assets, meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make them more useful? What would you add?

____

____

(2.) What do you like **best** about the survey?

____

____

(3.) What do you like **least** about it?

____

____

(4.) How do you use the survey in your work?

____

____

(5.) What other types of information about the world's largest banks would you like to see in the survey?

____

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Title____________________
Company____________________
Address____________________
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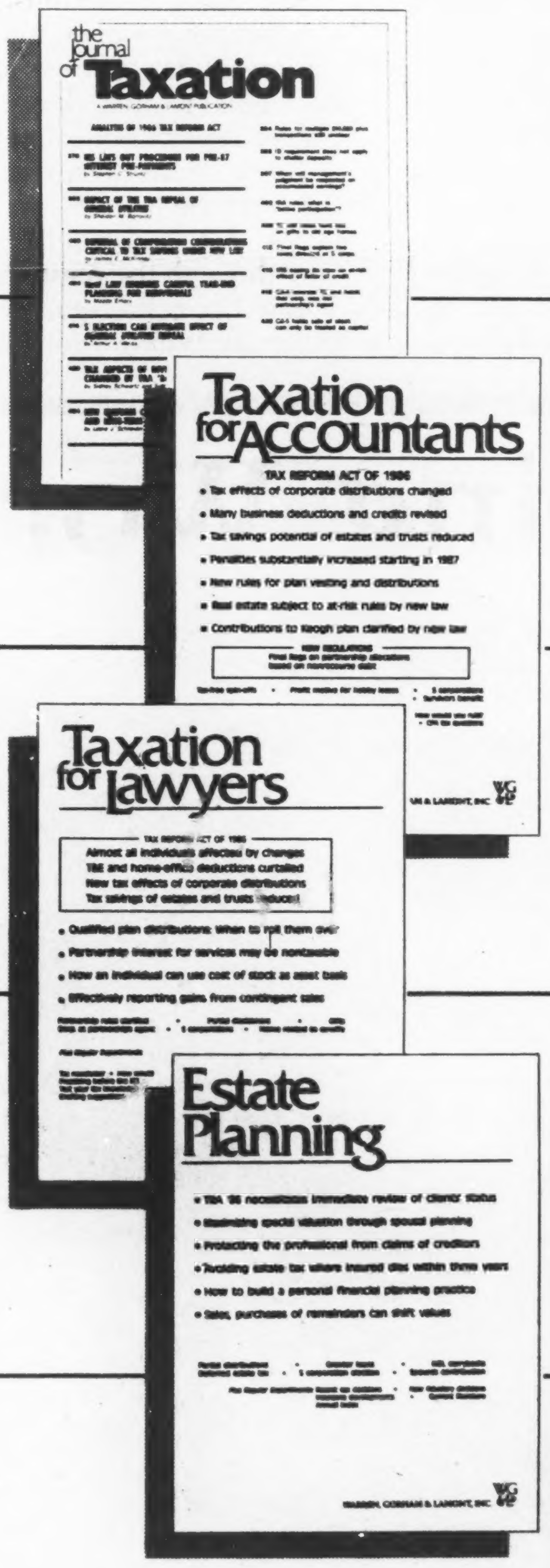

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THE MARKETS

Money Market

Thursday July 29, 1987

Federal funds range 6⅝%-6¾%
Prime rate (5/18/87).. 8.25%
Discount rate FRB of New York (8/21/86)........................ 5½%
Call Loans on Securities:
To brokers on stock exchange collateral 7.75%

Bankers Accepts. offering rate—discount basis (7/30/87)
30 days—6.50 60 days—6.61 90 days—6.62
120 days—6.68 180 days—6.70

N.Y. City Banks' CDs — Highest Offering Rate (7/30/87)
14 days—6.13 30 days—6.20 60 days—6.35
90 days—6.45 120 days—6.50 150 days—6.56
180 days—6.65 270 days—6.85 360 days—7.05

Aaa Dealer Comm'l Paper—discount basis (7/30/87)
30 days—6.50 60 days—6.525 90 days—6.55

Comm'l Paper Directly Placed—Range disc. Basis (7/30/87)
5-14 days—6.00-6.00 15-29 days—6.00-6.00
30-59 days—6.00-6.00 60-89 days—6.00-6.00
90-179 days—6.00-6.00 180-270 days—6.00-6.00

Eurodollar Deposits—London bid (7/30/87)
Overnight—6½ 7 days—6 9/16
1 mo.—6⅝ 3 mos.—6⅞
6 mos.—7⅛ 1 year—7 9/16

NIBOR (6-month) 7.25%
LIBOR (6-month).. 7.25%

American Banker Index

Selected Money Center Bank Stocks*

		High	Low	Last
July 30....362.6	1987	392.3	316.8	362.6
July 29....361.8	1986	388.7	311.2	331.3
July 28....363.3	1985	344.2	242.7	344.2
July 27....360.7	1984	269.6	178.4	246.3
July 24....360.9	1983	299.6	223.1	260.2

* Based on midday prices.

Yen . . .

➻ Continued from Page 41

Although foreign banks are surveyed directly for the top 500 listings of banks by deposits and assets, data for some savings banks have been difficult to obtain. Two savings bank associations have provided the *American Banker* with the bulk of the data for the savings banks in their respective countries.

They are the Association of Swiss Cantonal Banks, Basel, Switzerland, and the Confederacion Espanola de Cajas de Ahorros, Madrid. In addition, the Institute for Financial Affairs Inc., Tokyo, has been an invaluable source of data for Japanese savings ("sogo") banks. ■

Bank of California Plans To Broaden Market Reach Into Puget Sound Area

Special to the American Banker

SEATTLE — The Bank of California, after more than 80 years in Seattle, is broadening its reach in Washington State by expanding into the fast-growing Seattle suburb of Bellevue, across Lake Washington.

Its new office in Puget Sound's high-technology area will aim to provide financial services to well-heeled professionals, including doctors and lawyers. The new branch will epitomize Bank of California's focus on what it terms private banking.

Located in a new high-rise office building, the branch will occupy the seventh floor, rather than the traditional street-level space. Bank officials said they are not interested in walk-in retail customers, but they will aggressively solicit what they perceive to be quality business.

Although the branch will be located in an area known for high-technology industry, it does not plan to make loans to any of the many small start-up companies that flourish in the suburbs on the east side of Lake Washington, including Bellevue.

The branch, due to open in October, will be managed by M. Dean Pollock, who has spent his 23-year business career with the bank.

The Bank of California's Pacific Northwest operations will be managed by senior vice president Dale L. Jansen, who has been managing the bank's branch in Portland, Ore. Mr. Jansen replaces Nicholas Hayes, who moves to San Francisco to head the bank's national corporate division. ■

Chicago Options Exchange Develops Interest Rate Contracts

➻ Continued from Page 2

government securities themselves — if the option is exercised.

An option gives an investor the right, but not the obligation, to buy or sell a contract within a fixed period of time. The person who sells the option receives a premium for agreeing to buy or sell the contract.

"We assume that because the new contracts are the first to be cash-settled and are yield-driven, they would be much more attractive to individuals" than to instiutions, said Mitchell Hirsch, manager of marketing communications at the Chicago Board Options Exchange.

Some interest rate products already exist, but most are traded on futures exchanges. They can be sold only by brokers who have commodities licenses to customers with futures accounts. The number of licensed equity brokers far outweighs those who can sell commodities.

The options exchanges are eager to draw bond business away from the Chicago Board of Trade, whose Treasury bond future is the most successful product traded in noncash markets. Many institutional investors also use the futures contract to hedge their fixed-income portfolios.

Professional traders, however, were skeptical as to the value of the composite interest rate options.

"The T-bill rate is not a real good indicator of the cost of funds for most people," said one salesman with the Discount Corporation of New York, speaking of the short-term contract. Eurodollar futures more accurately reflect liability costs, he said.

The long-term composite, he said, is "a menagerie, an average of an average of an average." The mix of durations — the average income stream from interest and principal payments on the securities — range from 5.4 years on the current 7-year note to 10.9 years on the long bond, he said.

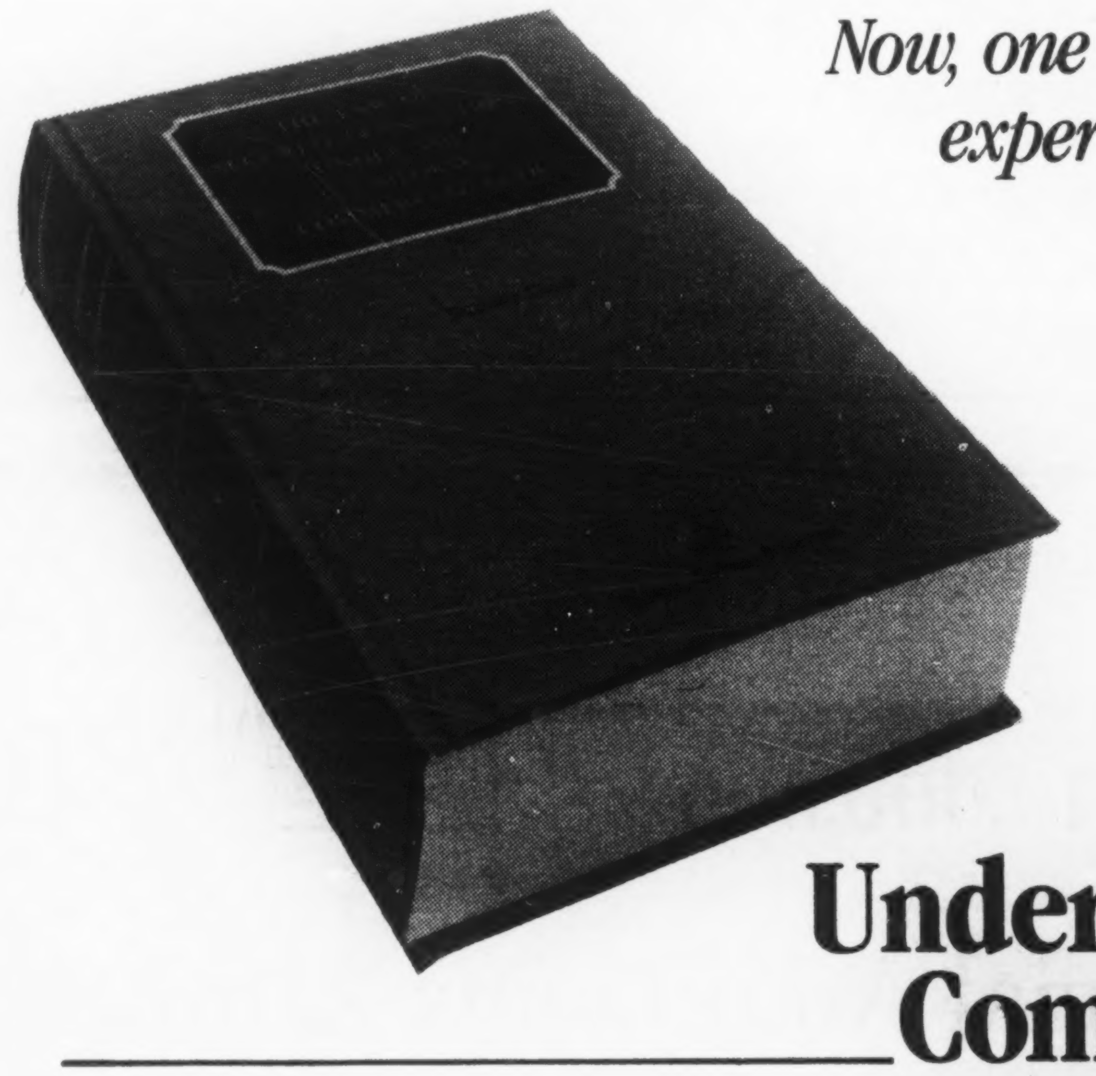
An exchange spokesman said the long-term composite "will not provide a point-for-point indication of the yield for the bonds." However, exchange officials believe the mix more accurately reflects the long-term yield curve than just the 30-year bond, he said.

The Chicago exchange has won one battle already, gaining a step on some options exchange competitors.

The American Stock Exchange is working on an alternative interest rate option product, said one source. Instead of an index, the New York mart expects to trade seven option contracts on short-term and long-term Treasury instruments themselves.

The exchange is lining up at least one primary dealer to create a market for the contracts.

The Chicago Board of Trade, which trades a Treasury note future, also is working on an intermediate-term government securities contract, sources said. The New York Cotton Exchange recently introduced a five-year Treasury note future, and the Chicago Mercantile Exchange trades a Treasury bill contract as well as Eurodollar futures. ■



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TODAY

NEWS MONDAY

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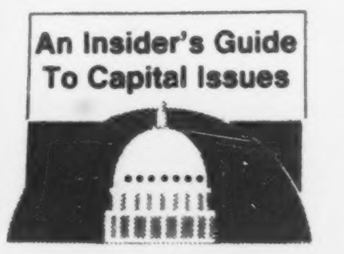

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There's nothing more useless than the documents we all waste time on.

Jess Lederman, executive vice president at Bear Stearns Mortgage Capital Corp., on streamlining mortgage conduit documentations [Page 13]

Unquote

Japan Banks Issue Equity, Bonds In Push to Boost Capital Ratios

By JAMES R. KRAUS

NEW YORK — Top Japanese commercial banks have begun issuing large amounts of new equity and convertible bonds as part of a drive to boost their capital-to-asset ratios.

Recent moves by the Long-Term Credit Bank of Japan Ltd., Sumitomo Bank Ltd., and Mitsubishi Bank Ltd. are expected to be followed other major banks, according to press reports from Japan.

According to *Nihon Keizai Shimbun,* one of the country's leading daily financial and business newspapers, Sanwa Bank Ltd., Mitsubishi Bank Ltd., Dai-Ichi Kangyo Bank Ltd., Fuji Bank Ltd., and Sumitomo Bank Ltd. will issue a combined 680 billion yen, about $4.53 billion, worth of equity and subordinated debt before the end of the year.

Japanese banking sources in New York said that the convertible bond issues will be considered as part of capital. But the sources declined to comment on reported pending issues by other banks, in the absence of official confirmation from Japan. The Japanese bankers cited concerns over rating as well as pressures to align capital-to-asset ratios with U.S. and British banks as among the reasons for the new issues.

Japanese Prepare to Sell LDC Debt
Page 2

Sumitomo announced last Wednesday it will issue 20 million new shares to raise operating funds and consolidate capital.

Japanese Banks: Page 2 ➞

EUROWEEK

Top British Banks Lose $1.2 Billion In First Half After Loan Provisions

By *JOHN J. DUFFY*

London Bureau

LONDON — The four major British banks all reported major setbacks in their mid-year profit reports from adding $4.42 billion to specific provisions against loans to third world countries.

The four — National Westminster Bank PLC, Barclays Bank PLC, Lloyds Bank PLC, and Midland Bank PLC — lost a combined $1.2 billion over the first six months.

The loss was modest, however, compared with the $5.7 billion loss reported by the four largest U.S. banks for the same period and triggered by similar loan provisions.

Even allowing for some creative accounting by Midland, the loss was still far less severe than those in the United States, analysts said.

For the British banks, a comparatively lower level of exposure to Third World debt and unexpectedly robust profits from domestic banking operations helped take some of the sting out of the housecleaning. All of the four reported higher sovereign debt reserve percentages than the major U.S. banks and two of the four are expected to post overall profits for the year.

With the addition to provisions, however, only two of the four major clearing banks were able to retain their reputations as global institutions.

Euroweek: Page 15 ➞

Fidelity Merger Is Biggest Ever At $1.34 Billion

PNC Financial Signs Deal With Central Bancorp.

By GORDON MATTHEWS

NEWARK, N.J. — First Fidelity Bancorp. plans to acquire Fidelcor Inc., Philadelphia, in a $1.34 billion transaction that ranks as the largest banking merger yet. It will create a new superregional banking organization that would have ranked as the nation's 19th largest in assets at midyear.

Interstate Banking

In announcing the move at a news conference, Robert R. Ferguson Jr., president and chief executive officer of the Newark-based First Fidelity called it "as close to a merger of equals as you can get — closer than anything similar done up to now in the United States."

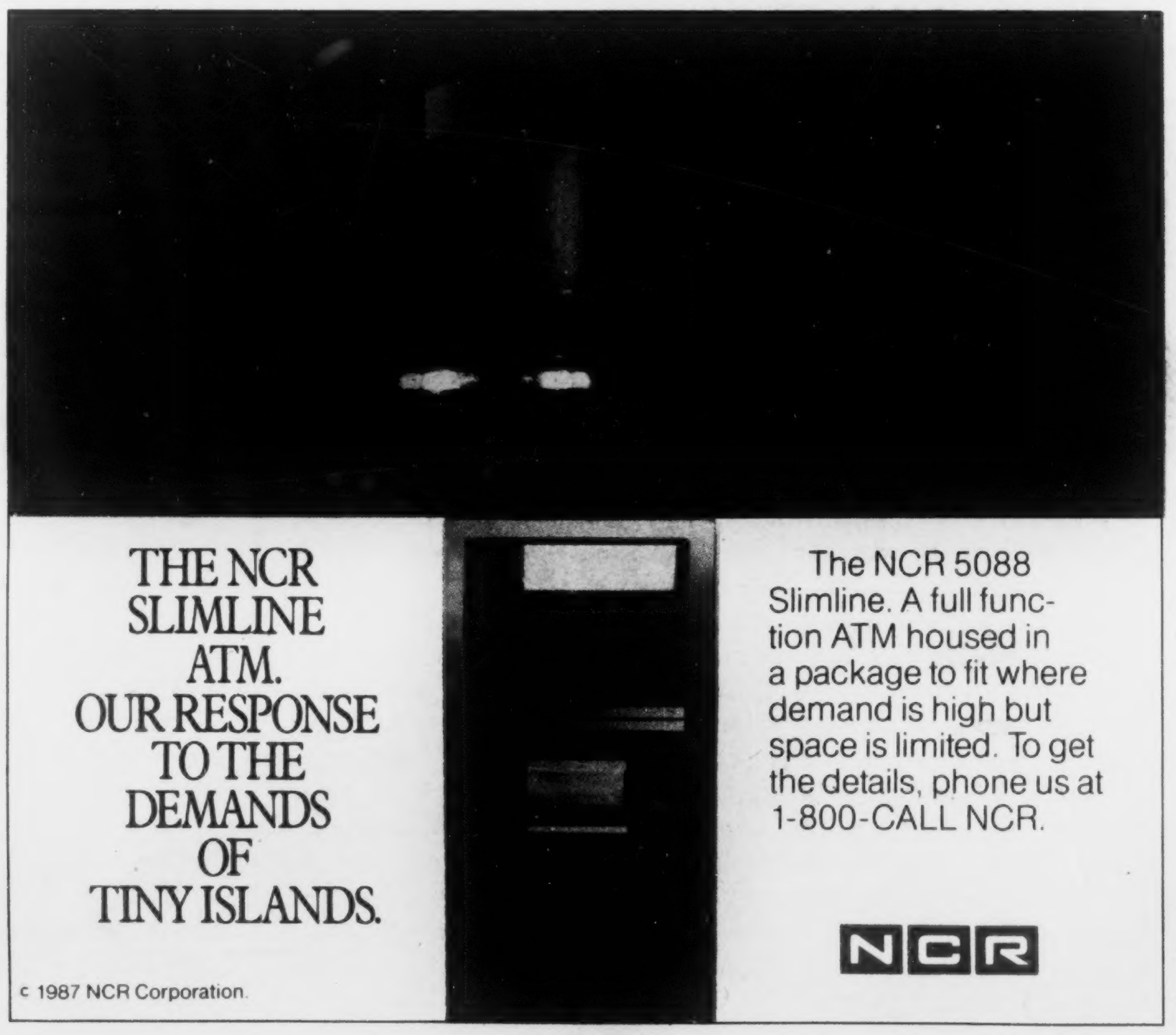
Investors appeared to think otherwise. In Friday afternoon trading, First Fidelity's stock dropped about 4 points from a previous close of 43¾ to 39⅝,

Fidelity: Page 15 ➞

Top U.S. Mergers

Ranked by value of deal

Acquirer Acquired	Value ($ Bil.)
First Fidelity Corp., Fidelcor Inc.	1.34
Fleet Financial Group Inc. Norstar Bancorp Inc.	1.25
Chemical New York Corp. Texas Commerce Bankshares Inc.	1.19
Security Pacific Corp. Rainier Bancorp.	1.15
Wells Fargo & Co. Crocker National Corp.	1.08



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Borrowers Emphasize Caliber of Banker

Survey Shows Financial Health Tops Criteria for Lenders

By PHILIP T. SUDO

NEW YORK — Nearly nine in 10 corporate executives say the financial health of the lender is the most important criterion they use to evaluate their banking relationships, according to a new survey by Greenwich Associates.

The study, "Commercial Banking 1987," queried corporate financial executives at more than 5,000 companies with annual sales of $5 million to $50 million nationwide. The responses offer a wide-ranging view of how borrowers view their banks, as well an insight into the needs they feel are not being met.

The Greenwich, Conn., research firm found that 86% of those surveyed considered the lender's financial health as the major factor in evaluating their banking relationship. Eleven percent of those responding said they dropped their bank during the past year due to its poor financial condition.

Competitive loan pricing was only the fourth highest consideration, 73%; trailing the need for a reliable source of credit and a high caliber of banking official, both 83%.

Other criteria evaluated were the quality of financial advice, 61%; the offering of innovative service alternatives, 51%; and the availability of cash management and operations services, 46%.

In order for a bank to become more important to companies, the study said, 34% of the respondents put a priority on a greater willingness to lend; 29% wanted more attention from the account officer; 23% wanted more attention from top management; and 23% wanted low credit pricing.

In evaluating account officers, borrowers said it was most important for these officers to follow up promptly and effectively on requests, 89%; convince the bank to meet the company's credit needs, 80%; and to make good use of time during visits, 75%.

On average, the senior financial executive at each company surveyed was visited 3.5 times during the past year by his or her lead banker. One in 10 said he was not visited in his offices during the past 12 months, while one in 20 said he was visited at least 12 times.

More than 40% of the companies surveyed were visited by at least two banks in the past 12 months. The largest companies, with annual sales of $20 million to $50 million, were visited by 3.5 banks. The smallest, with sales of $5 million to $9 million, had visits from 1.9 banks in the past year.

For selecting a new bank, 86% said the lender's financial condition was the major factor, followed by accuracy of operations services, 84%; quality of account officers, 83%; the willingness to lend, 81%; low credit pricing, 72%; and convenient location, 60%.

Some 41% of the respondents said they rely on only one bank for their financial needs. Twenty-five percent said they use a bank headquartered outside their state.

Another 25% said they have relationships with at least one of 10 major nonbank financial firms. Another 16% said they have no nonbanking relationships, but were solicited for business by a nonbank bank during the past year.

More than 30% said they referred a bank to another company during the year. The most important factor in referral, cited by 70% of the sample, is the reputation of a bank's business capabilities.

The survey found that the proportion of companies using secured credit services has declined since 1984, to 70% from 80%. Conversely, 64% use one or more of eight unsecured credit services, up from 52% in 1984.

The typical commercial company pays 94 basis points above its bank's prime rate, a slight decline from 1986, when the spread was 99 basis points. ■

Evaluating Account Officers

Percent of executives that consider characteristic essential/very important

Following up promptly and effectively on requests	89%
Ability to persuade bank to meet credit needs	80
Making good use of time during visits	75
Knowledge of overall business, financial, and economic conditions	63
Ability to advise on complex financing problems	60
Knowledge of bank's cash management services	58
Initiating service ideas for your company	53
Knowledge of bank's international banking services	26

CREDIT LINES

Allegheny Enters into New Credit Agreement

NEW YORK — **Allegheny International Inc.** said it has entered into a credit agreement for funding of up to $239 million.

The secured, revolving facility is with a consortium of banks for which Mellon Bank is agent. Lengthy negotiations for the agreement required Allegheny to get an extension on its previous credit line, which expired July 22.

The new line allows Allegheny to borrow up to $239 million at any one time, in accordance with various stipulations.

On Aug. 31, the maximum borrowing level under the new credit agreement must be reduced by $50 million. That amount would continue to be available, but under a separate receivables purchase agreement that the consortium is expected to enter into by Aug. 31.

In addition, the credit agreement, combined with funds provided by the receivables agreement, calls for certain mandatory reductions. Allegheny may have no more than $250 million in aggregate funds available on Sept. 30, $215 million on Nov. 30, and $125 million on Dec. 31.

The credit and receivables agreements both expire Jan. 29, 1988.

The credit agreement prohibits the payment of dividends by Allegheny. It also requires the company to maintain certain levels of tangible net worth and working capital, among other things, and to meet various working capital ratios and a minimum operating earnings amount.

Allegheny posted a net loss of $29.4 million for the second quarter of 1987, compared with a $1.8 million loss for the quarter last year.

□

Bank officials had no comment on **Emery Air Freight Corp.'s** disclosure that it may not be able to pay the interest it owes on $253 million in debt connected with the acquisition of Purolator Courier Corp.

The disclosure, contained in a proxy amendment filed with the Securities and Exchange Commission, said operating losses at both Emery and Purolator will hamper the ability of the merged company to repay its loans. The merger is scheduled to be completed this month.

Emery, based in Wilton, Conn., acquired Purolator in August for $253 million in cash. Chemical Bank, Bankers Trust Co., and Morgan Guaranty Trust Co. supplied a $126 million bridge loan with the remainder supplied by Salomon Brothers Holding Co.

Emery said it currently is not in compliance with the terms of its borrowing agreements.

□

Pantera's Corp., a Dallas-based restaurant system, announced on Thursday the completion of its acquisition of Pizza Inn Inc.

AN **American Banker** WEEKLY FEATURE

To finance the merger, Pantera's has entered into a $35 million credit agreement with Lloyd's Bank PLC and Kleinwort Benson Ltd., consisting of a term loan of up to $27 million and an $8 million revolving credit facility.

The term loan matures in stages from 1988 through 1994.

□

Nashville-based PoFolks Inc. has reached an agreement in principle to sell **DavCo Food Inc.**, its food business unit, for approximately $17.5 million in cash to a group lead by DavCo management.

The deal will be financed by Citicorp Industrial Credit Inc.

DavCo operates 141 Wendy's Old Fashioned Hamburger restaurants in Baltimore, St. Louis, and Washington.

PoFolks also said it is working on an agreement with its banks to extend the maturity of an $8 million revolving credit loan until the DavCo sale is completed.

□

Citicorp Industrial Credit Inc. has sued the Moroccan mission to the United Nations for $11,700.71, claiming the mission has failed to pay for its lease of computer equipment.

The suit, which also seeks return of the equipment, was filed in U.S. District Court for the Southern District of New York by the Citicorp subsidiary.

According to an agreement accompanying the suit, IBM Credit Corp. agreed to lease IBM personal computer equipment and software to the mission for $9,988, to be paid over 36 months at $354.50 a month. No sales tax was charged because sales to the mission are tax-exempt.

The suit said the mission paid three installments, then halted payments. In March 1986, the lease was turned over to the Citicorp subsidiary.

The suit claims Citicorp Industrial is entitled to late charges of 10 cents per dollar on each payment more than 30 days overdue.

— Philip T. Sudo

Carper . . .

➻ Continued from Page 15

Its chairman, Rep. John D. Dingell, D-Mich., has been widely viewed as a staunch opponent of new powers, but has indicated some willingness this year to change his mind on the powers issue. Although Mr. Carper's bill was assigned to the Banking Committee for hearings, the Energy and Commerce panel will also have the opportunity to examine the legislation, Mr. Carper said.

House Banking Committee Chairman Fernand J. St Germain, D-R.I., has blocked hearings on new bank powers in the past, although he has promised hearings this year on the issue.

In the Senate, opposition to new bank powers was so strong that Mr. Proxmire's effort to include new securities powers in a banking bill was quickly converted into a freeze on new activities.

Still, Mr. Proxmire has already begun hearings on restructuring the financial services industry and Mr. Carper is scheduled to testify on his bill this week before the Senate panel. Mr. Proxmire is thought to be leaning toward an approach that would favor state participation in the deregulation process.

"States' rights is a time-honored concept in American politics," said Karen Shaw, executive vice president of the Institute for Strategy Development and one of a number of Washington bank lobbyists and analysts who contributed ideas for the Carper bill. ■

Freddie Mac Plans Linked Guarantees

By PHIL ROOSEVELT

SAN FRANCISCO — The Federal Home Loan Mortgage Corp. plans to offer lenders guaranteed mortgage-backed securities in exchange for adjustable-rate mortgages linked to U.S. Treasury rates.

The program, unveiled here Wednesday at the California League of Savings Institutions' western secondary-mortgage-market conference, comes as adjustable-rate mortgages are commanding an increasingly greater share of mortgage originations.

Under the so-called ARM guarantor plan, Freddie Mac — as the corporation is called — will accept Treasury-indexed ARMs with annual rate caps of either 1% or 2%, in pools of at least 500,000. In return, lenders will receive Freddie Mac-guaranteed pass-through securities representing interests in the same mortgages. The program is slated to begin Oct. 1.

Currently, Freddie Mac buys Treasury-indexed ARMs with 2% annual caps, in exchange for cash.

The Federal National Mortgage Association — Fannie Mae — has no formal program for swapping ARMs for securities. On a case-by-case basis, however, Fannie Mae offers securities in exchange for larger pools of seasoned ARMs.

Robert Levin, a senior vice president at Fannie Mae, said the company has no immediate plans to start a program similar to Freddie Mac's. "We'll have to see how successul it is," he said.

About one third of all recent mortgage closings involved ARMs, up from one fifth just a few months ago, Freddie Mac officials said. They said consumers have been lured by short-term interest rates which have risen less sharply than long-term rates. ARMs are based on the short-term rates. ■

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Tuesday, August 11, 1987

TODAY

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MELLON BANK CORP. will cut its staff about 10% by yearend as part of a plan to bring the organization back to profitability. Frank V. Cahouet, chairman and chief executive officer, said the cuts will be part of an effort to reduce salary expenses by 13.5%......................16

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We're developing an overall applications process — for granting charters, for insurance of accounts, for mergers, or for whatever — that is efficient and responsive.

M. Danny Wall, chairman of the Federal Home Loan Bank Board, commenting on delays that have frustrated thrift executives [Page 1]

Unquote

Law Requires Timely Action By Bank Board

Guidelines for Processing Paperwork Due in 60 Days

By JIM McTAGUE

Washington Bureau

the Banking Bill what's ahead

WASHINGTON — The Federal Home Loan Bank Board often has moved so slowly and unpredictably on paperwork that thrift executives seeking regulatory approvals thought the agency was caught in a time warp.

"They were slow on fundamental stuff that has been a killer for business," said Patrick Forte, president of the Association of Thrift Holding Companies.

Now Congress has given the Bank Board notice that it must return to the present.

A provision of the Competitive

Law: Page 16 ➻

Reagan Signs Bank Bill But Balks at Its Terms

Washington Bureau

WASHINGTON — President Reagan on Monday signed into law the Competitive Equality Banking Act of 1987, but he criticized numerous provisions of the legislation and urged Congress to pass more comprehensive financial reform.

The legislation provides $10.8 billion for recapitalization of the Federal Savings and Loan Insurance Corp., sets a moratorium on new powers for commercial banks until March 1, closes the nonbank-bank loophole, and requires

Reagan: Page 2 ➻

MasterCard Will Pay Bonuses To Banks that Boost Business

By JEFFREY KUTLER

Credit Cards

CHICAGO — MasterCard International is trying to spur credit card and travelers check growth and increase its market share by offering millions of dollars in financial rewards to member banks.

In the most comprehensive incentive pricing system ever instituted by a bank card association, MasterCard said it will give its most productive members a portion of the new revenue they generate during the next two years.

To be eligible for the rebates, a financial institution must increase its credit card volume by more than 10% a year.

MasterCard to Spend on Social Issues
Page 6

Many MasterCard banks would have qualified for rebates if the incentive program were in place last year, when worldwide MasterCard volume grew 24.6%.

A bank that increases its MasterCard sales this year by 15%, to $100 million from $85 million, will get a rebate of between $1,900 and $6,600, depending on its size — a relative drop in the bucket.

But if that bank doubled its MasterCard volume, to $100 million from $50 million, the rebate would climb to between $25,200 and $87,300. This would be a significant reduction in the $95,000 fee that a $100 million bank

MasterCard: Page 15 ➻

Citicorp Dropping Choice Credit Card And Will Merge It into Visa Progam

Special to the American Banker

BALTIMORE — Citicorp has given up on its private credit card, called Choice, and will give customers Visa cards instead.

Some three million consumers with Choice cards will be able to use them at any of 5.5 million retailing locations around the world that take Visa cards — a far wider acceptability than Citicorp was able to achieve on its own.

The seven-year-old Choice card was envisioned as a multipurpose financial services card with a credit line and additional loan, deposit, and investment services.

It competed directly against MasterCard and Visa services, which Citicorp also offers, in several parts of the country. Some card industry analysts saw it as a potential competitor of Sears, Roebuck and Co.'s Discover card.

"Unlike most things Citicorp tries, this one did not work," said Spencer Nilson, publisher of *The Nilson Report,* a newsletter covering the nation's credit card industry. "It was a good try, but they found out that there is not much demand for a financial services card. Citicorp is now admitting the card wasn't a valid proposition."

From its headquarters in Towson, Md., Choice has been mailing letters to merchants saying that, as of Sept. 1, any purchase made with the Choice card should be treated as a Visa purchase. This means that all Choice charges may be sent to the same bank that processes the merchant's Visa transactions.

Citicorp: Page 14 ➻

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Banks to Withhold Interest Of Depositors Who Owe IRS

By DAVID LAWRENCE

WASHINGTON — The nation's financial institutions will soon be playing tax collector for the federal government.

The Internal Revenue Service said last week it will require banks, corporations, and other institutions to withhold 20% from payments to depositors or investors who failed to pay the required taxes on interest and dividends in 1984 and 1985.

Banks were notified of the requirement, a provision of the Income Dividend and Compliance Act, in May.

"It's not going to make the savings institutions or the banks real popular," said Joan Pinkerton, speaking for the U.S. League of Savings Institutions.

Congress passed the Income Dividend and Compliance Act as a replacement for the Tax Equity and Fiscal Reform Act of 1982. Congress repealed the latter act before it went into effect after a massive protest organized by the banking industry. The repealed act had required banks to withhold 10% of interest and dividends for all depositors except senior citizens and those with low incomes.

The revised act applies to taxpayers who failed to report their interest and dividends or who failed to disclose their Social Security numbers to their financial institutions.

The order will affect some 150,000 savers and stockholders. At least four warnings have been sent to the delinquent taxpayers, the IRS said.

Banks will have to alter their computer software in order to comply with the act, said Fritz Elmendorf, director of communications for the Consumer Bankers Association.

"The problem is in designing or modifying software to nick out the 20% interest to forward to the IRS," he said.

"Even though it will be a small minority of customers, it will require a substantial modification in software," Mr. Elmendorf said.

"The cost of administering these things are not cheap," said James Christian, chief economist at the U.S. League. "It's unpleasant, you get to play the bad guy — but it's the law."

Mr. Lawrence writes for the Medill News Service.

Reagan . . .

➜ **Continued from Page 1**

regulators to give troubled thrifts time to work out their problems.

In a statement at the White House, the President spoke against those provisions that could limit the ability of the FSLIC to make a recovery, that hampered what he called the consumer benefits of the services of consumer banks, and that placed a freeze on banking industry expansion.

"My willingness to sign this bill is based in part upon its statement on congressional intent not to renew or extend the moratorium on the granting of needed new authorities for banks beyond March 1, 1988, whether or not subsequent legislation is passed by the Congress," the President said.

He also voiced dissatisfaction with restrictions on cross-selling of services between a parent company and its nonbank affiliate and on the growth of limited-service banks. The legislation permits nonbank banks to grow unrestricted for one year after the bill is signed. Thereafter, growth is limited to 7% annually. ■

Corrections

In the listings of world's largest banks, published July 30 and July 31, the wrong exchange rate was used to calculate the dollar-denominated deposits and assets of Hokkaido Takushoku Bank Ltd., Sapporo, Japan. As a result, the bank's dollar-denominated deposits and assets were understated.

As of Sept. 30, 1986, the bank had total deposits of $41,438,375,242 and total assets of $51,297,236,298, making it the world's 64th largest bank in deposits and the 65th largest bank in assets. In addition, among banks, bank holding companies, and savings banks, it ranks as the world's 71st largest banking firm in assets.

□

A story in the Aug. 6 *American Banker* ("US Regulations on Securities Need Revision," p. 2) quoted Rep. Jim Cooper, D-Tenn., as saying during a congressional hearing that Sumitomo Trust and Banking Co. was given acquisition rights not afforded to domestic banking firms when it was allowed to acquire a 12.5% interest in Goldman, Sachs & Co. The story failed to report that Mr. Cooper later reversed himself and acknowledged that domestic banking firms also were permitted to make a similar investment. ■

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INTERNATIONAL BRIEFING

Peru's Move Toward Nationalization Of Banks Makes Foreigners Wary

LIMA — Peru's move to take over locally owned banks and other private financial institutions has reinforced the already deep skepticism of foreign bankers toward the government of President Alan Garcia.

In a major policy address on July 28, Mr. Garcia announced his intention to nationalize 10 private banks, 6 finance companies, and 17 insurance firms.

Pending the Peruvian Congress' approval of a takeover law, the institutions had been formally put under state control, with government-appointed committees replacing boards of directors. The intervention order was rescinded following a court challenge, but Peru's populist president vowed to press ahead.

Saying he wanted to break the grip of a small financial elite, Mr. Garcia argued in his speech that banks under state control could lend more money to the rural poor.

The government's main objective is the country's largest bank, Banco de Credito del Peru. With 25.7% of commercial bank deposits, Banco de Credito is almost three times the size of its nearest private competitor.

Foreign branch banks were exempted from the intervention decree, and out-of-country bankers believe their operations are secure for the time being.

Nevertheless, some foreign bankers are so negative about doing business in Peru that they jokingly say it's a shame the government isn't taking them over.

Citibank, Bank of America, Lloyds Bank of London, the Bank of Tokyo, and Banco Central de Madrid have branches in Lima. Chase Manhattan sold off its Peru branch earlier this year. Banco Exterior de Espana runs the commercial bank Extebandes — the only private bank not taken over — as an offshore operation.

President Garcia Reassures Foreign Banks

In remarks to foreign reporters, the 38-year-old Mr. Garcia characterized foreign banks as very important.

Government officials "are smart enough to realize that they gain nothing by touching us," said one foreign banker.

Nevertheless, foreign bankers are unnerved by the text of proposed nationalization law that declares banking, finance, and insurance "of social interest . . . the exercise of which is reserved for the state."

Mr. Garcia's announcement stunned rumor-prone Peru. Nonbanking business groups, which have maintained reasonably good relations with the administration, joined local bankers and middle-class political parties in expressions of outrage.

The Peruvian chief executive promised to "democratize" credit, using vintage populist rhetoric to explain his decision. Bank owners, he said, are part of "financial circuits . . . that are the backbone of economic power and inequality."

Mr. Garcia's left-of-center Apra party has a two-person majority in the Senate, but some ruling-party members have expressed doubts about the nationalization plan. Analysts say the bill could get watered down, or it could be strengthened if the ruling party enters into talks with the more radical left.

Commentators here generally agree that Mr. Garcia's motives are more political than economic. The state already owns the second, third, and fourth largest commercial banks, and controls about half of bank deposits. When state development banks are considered, the government directly manages 75% to 80% of credit in the financial system.

What many find worrisome is that the government apparently lacks a concrete idea of what to do with the banking system once it assumes full control. "There is no plan," said one Lima banker.

Officials have spoken vaguely of "rationalization" of the system — meaning mergers and consolidations — but have been unable to provide details when pressed. Nor have they offered anything except generalities on how they intend to allocate credit.

Meanwhile, the nationalization proposal is undergoing revision as the government considers less than full state ownership of some smaller banks.

Even before the latest move, foreign banks were reevaluating their local operations. "Over the last year, during our budget reviews, 30% of our time has been spent considering whether to leave Peru," said one banker.

Foreign bankers say they are not permitted to compete on an equal footing with locals. For example, foreign branches may not offer savings accounts.

Complaints About Forced Dollar Lending

Their most bitter complaint concerns forced dollar lending to the Peruvian government. Especially onerous is a compulsory credit line equal to the growth of deposits over a 1970 base. For every increase in local currency deposits, foreign banks must lend the government an equivalent sum in dollars.

As a result, American, British, and Japanese banks are scaling back their operations in Peru.

Citibank has reduced its staff from 170 to 120, and cut deposits and lending by more than 50%. The bank lost close to $1 million in Peru last year.

Bank of America cut its work force from about 80 to 60. The Bank of Tokyo has not replaced a general manager wounded in a terrorist attack earlier this year. In recent weeks, the Bank of London halted an aggressive consumer advertising campaign.

And, though Chase officially described its departure as part of a worldwide retrenchment, compulsory lending reportedly was a major factor in the its decision.

To keep deposits from growing, which would force loans to the government, foreign branches find themselves in the bizarre position of refusing to take money from customers who are nervous about keeping their funds in banks targeted for nationalization.

There may be a silver lining for foreign banks, however. Private banks are losing credit lines as overseas lenders balk at providing money to institutions that will belong to the Peruvian government. Importers may thus be forced to go to foreign banks for credit. Said one foreign banker: "The irony is that all this might increase the trade financing business of foreign branches." ■

— **Sam Zuckerman**

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American Banker

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TODAY

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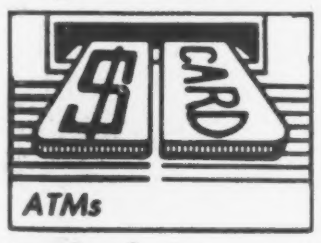
The phenomenal growth of our market has outstripped our ability to generate capital to keep up.

Robb Evans, American Asian president and chief executive officer, commenting on negotiations for the bank's sale to Security Pacific [Page 1]

Unquote

Visa Reports Its ATM Network Is Largest Bank-Owned System

By JEFFREY KUTLER



NEW YORK — Visa International said this week that its automated teller machine network has grown to 19,023 machines in 21 countries, making it the largest bank-owned ATM network in the world.

In terms of "live ATMs" — those currently connected together — Visa is larger than MasterCard International's MasterTeller system and the Plus and Cirrus interchange networks in the United States.

But American Express Co., New York, reported that 23,795 machines are in its Express Cash network, making it bigger than Visa's global ATM system. American Express owns only 135 of the machines; the rest are operated by banks that have interchange agreements with the financial services conglomerate.

American Express' network, which spans 20 countries, offers emergency cash to the 25 million owners of American Express cards. Visa's cash machine network is available to 150 million cardholders, MasterCard's to 130 million.

Cirrus System Inc., Downers Grove, Ill., advertises about 17,300 ATMs in the United States and Canada; Plus System Inc., Denver, claims 14,000 in the United States, Canada, and Puerto Rico; and MasterTeller has 9,462 online worldwide with 12,160 more committed to join, which would bring it to 21,622 in 11 countries.

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A VIEW FROM OUTSIDE

MARTIN MAYER

Doing Good by Stealth

THE nastiest political satirist who ever wrote in English sent an open letter to Lord Bute upon the occasion of his appointment as prime minister to King George III. "You have done good," Junius wrote, "by stealth. The rest is upon record."

Looking at the bill that bails out the Federal Savings and Loan Insurance Corp. and the ornaments hung upon it, I have some of the feeling Junius had when contemplating Lord Bute. Almost everything that has drawn major public attention strikes me as unfortunate or worse.

The money found for the S&Ls is in the form of a bond issue that cannot be serviced by the means that will be specified in the indenture (George Kaufman's and George Venston's shadow regulatory committee has already labeled this paper "federal junk bonds").

The intent in using these bonds is to make sure that a Congress that once accepted the annual surplus of the FSLIC as a reduction of the budget deficit now will not have to take its losses as an increase in that deficit.

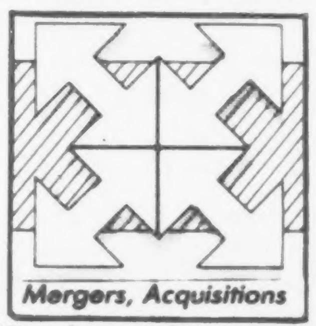
Despite the unchallenged evidence that the cost to the insurance fund invariably rises proportionately with the delay between the discovery of insolvency and the closure of a savings and loan, the Federal Home Loan Bank Board's use of whatever money can be raised by the junk bonds has been curtailed by restrictions that have the purpose (not just the effect, but the purpose) of protecting crooks who happen

Doing Good: Page 4 ➻

Security Pacific Seeking to Buy Ethnic Bank

Chinese-Controlled Firm In San Francisco Sought

By PAMELA LEVEN



LOS ANGELES — Security Pacific Corp. is negotiating to buy Chinese-controlled American Asian Bank, San Francisco, as part of a strategy to broaden its Pacific Rim business.

Officials at both banks confirmed Wednesday that they have been holding talks but have yet to reach a formal agreement.

American Asian Bank, with assets of $240 million, is California's only statewide Chinese ethnic bank concentrating on Pacific Rim trade. It operates four branches around San Francisco and four in the Los Angeles area.

The San Francisco bank is owned by members of the family that controls the C.H. Tung Group, a Hong Kong company primarily involved in the shipping business. The Tung Group recently completed a $3 billion debt restructuring and plans to concentrate its resources on its main business.

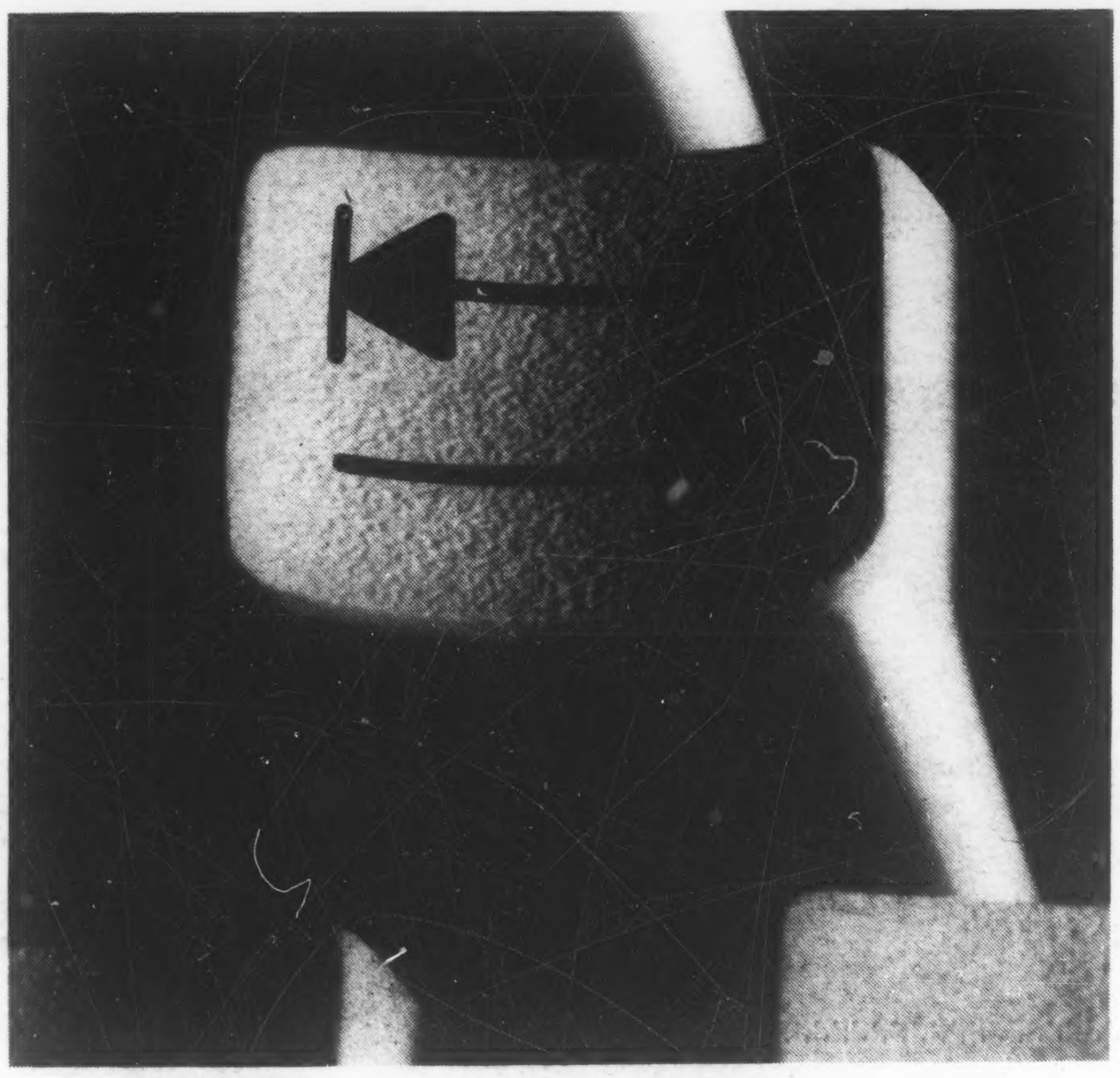
"The phenomenal growth of our market has outstripped our ability to generate capital to keep up," explained Robb Evans, American Asian president and chief executive officer.

He noted that of the several financial alternatives available to the bank, including sources outside California, "Security Pacific represents an attractive candidate."

American Asian earned $357,000 in the first half of the year, up 76% from the 1986 first half. Last year, it earned $425,000.

John Getzelman, executive vice

Security Pacific: Page 11 ➻



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THRIFTS & MORTGAGES

AN AMERICAN BANKER WEEKLY FEATURE

> *I'll know we've really made it when our corporate loan officers are sitting on the boards of New England companies.*
>
> — William E. Diercks, executive vice president, Neworld Bank for Savings, Boston.

First Nationwide Leads in Consumer Lending

Auto Loan Growth Accounted for Almost All Gains at the Ford Motor Subsidiary

By L. MICHAEL CACACE

New York

FIRST Nationwide Bank FSB, San Francisco, is the top thrift in consumer lending, with $1.77 billion in consumer loans at yearend 1986. A subsidiary of Ford Motor Co. with $11.1 billion in deposits, the nation's seventh largest thrift saw consumer loans grow 242% from $518 million a year earlier.

More than 70% of First Nationwide's consumer loans, or $1.24 billion, were auto loans, making it the top thrift in auto loans last year. In 1985, First Nationwide made only $1.6 million in such loans. Thus, auto loan growth accounted for more than 99% of the growth in consumer loans at First Nationwide last year.

First Nationwide also had the largest percentage gain in gross interest income from consumer lending operations of the top 100 thrifts in the field. Gross interest income rose 345% to $127.9 million in 1986 from $28.7 million in 1985.

Consumer Lending at Thrifts

Outstanding Loans at FSLIC-Insured Institutions

Dec. 31, 1986, compared with Dec. 31, 1985 (in millions of dollars)

All FSLIC-insured savings institutions	12/31/86	12/31/85	% Chg.
Auto Loans	$11,791	$9,213	+28.0%
Credit Card Loans	7,196	5,093	+41.3
All Other Consumer Loans	31,587	30,636	+ 3.1
Total Consumer Loans	**50,574**	**44,942**	**+12.5**
Top 100 FSLIC-insured savings institutions			
Auto Loans	7,392	5,106	+44.8
Credit Card Loans	5,400	3,563	+51.6
All Other Consumer Loans	16,952	15,801	+ 7.3
Total Consumer Loans	**29,744**	**24,470**	**+21.6**
Top 100's Share of Market			
Auto Loans	62.7%	55.4%	
Credit Card Loans	75.0	70.0	
All Other Consumer Loans	53.7	51.6	
Total Consumer Loans	**58.8**	**54.4**	

Source of Data: Federal Home Loan Bank Board's Quarterly Report Aggregates for FSLIC-Insured

Top 100 Thrifts in Consumer Loans
Table on Page 8

These are some of the findings of an *American Banker* survey of the top 100 thrifts in consumer lending. Survey data were provided to the *American Banker* by ADP Data Services Division, New York, from their data base of the Federal Home Loan Bank Board's quarterly financial report for institutions insured by the Federal Savings and Loan Insurance Corp.

According to the Bank Board report, total consumer loans consist of seven different types — auto loans, credit card loans and other open-ended credit, education loans, deposit-secured loans, home improvement loans, retail mobile home loans, and all other closed-end consumer loans.

• The $11 billion-deposit Goldome FSB, Buffalo — the nation's eighth largest thrift — was the second largest consumer lender, with $1.37 billion in loans outstanding on Dec. 31, 1986, up 6.4% from the year before. And the $3.8 billion-deposit Western Savings and Loan Association, Phoenix, the nation's 32d largest thrift, was third, with $1.05 billion in consumer loans, up almost 33%.

Midwest Federal Savings and Loan Association, Minneapolis, ranks fourth, with $980.9 million, and California Federal Savings and Loan Association, Los Angeles, ranks fifth, with $902 million.

If the consumer lending portfolios of affiliated thrift institutions in the listing were combined, however, the top five ranks would change significantly. Citicorp, New York, would rank second, with $1.67 billion in consumer loans at its three affiliate thrifts, and Empire of America FSB, Buffalo, would rank fourth, with $1.2 billion at its two thrift units.

Citicorp Savings, San Francisco, had $898.1 million in consumer loans outstanding at yearend 1986, to rank sixth. Citicorp Savings of Illinois, Chicago, ranked 19th with $409.5 million, and Citicorp Savings of Florida, Miami, ranked 23d, with $364.6 million.

Empire of America FSB, Buffalo, had $602.5 million in consumer loans, placing it 12th in the listing, and Empire of America FSB, DeLand, Fla., had $554.2 million, to rank 13th.

The top thrift in credit card loans last year was Atlantic Financial Federal, Bala Cynwyd, Pa., with $462.4 million outstanding on Dec. 31, 1986, up 214%.

Other Survey Findings

• At yearend 1986, FSLIC-insured institutions combined had $50.6 billion in consumer loans outstanding, up

Survey: Page 10 ➻

Neworld Clears a Path for Merger-of-Equals Trend

By PAMELA J. PODGER

Boston

NEWORLD Bank for Savings, once troubled by bad commercial loans, has cleaned up its portfolio and is following a more focused strategy. And now, Neworld is leading the way to what may be a growing trend among New England thrifts: so-called mergers of equals, paying no premiums to stockholders.

Since Neworld and the Boston Five Cents Savings Bank announced their proposed merger of equals earlier this year, another similar deal has surfaced, and analysts said more may follow.

Last month, United Savers Bancorp Inc., Manchester, N.H., and Peoples Heritage Savings Bank, Portland, Maine, announced a similar deal.

Industry observers credit James M. Oates, Neworld's president and chief executive officer, for the thrift's turnaround. Mr. Oates joined Neworld in 1984 as executive vice president and became president later that year.

Analysts said that Mr. Oates' conservative lending policies restored Neworld to profitability after losing $10 million in 1984.

Last year, the thrift earned $9.3 million for a return on average assets of 0.8%; it now has $1.3 billion in assets.

For the first half of 1987, Neworld had net income of $4.5 million, about the same as the year-earlier period, which included $1.8 million in one-time tax credits.

Mr. Oates initially scaled back Neworld's corporate lending.

"Oates is running a more conservative thrift than his predecessor did," said James E. Moynihan Jr., senior vice president of Moseley Securities Corp. in Boston.

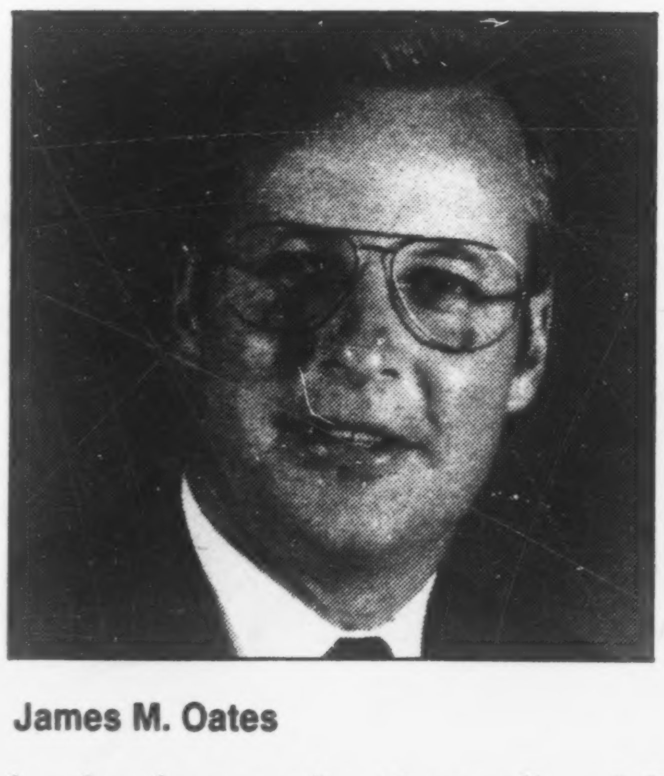
In 1985, Mr. Oates brought in William E. Diercks from Brown Brothers Harriman and Co. in Boston to serve as executive vice president of the commercial division. "Diercks was handcuffed until they could figure out why their commercial loans weren't performing well,' Mr. Moynihan said.

New management and more careful underwriting have improved Neworld's results.

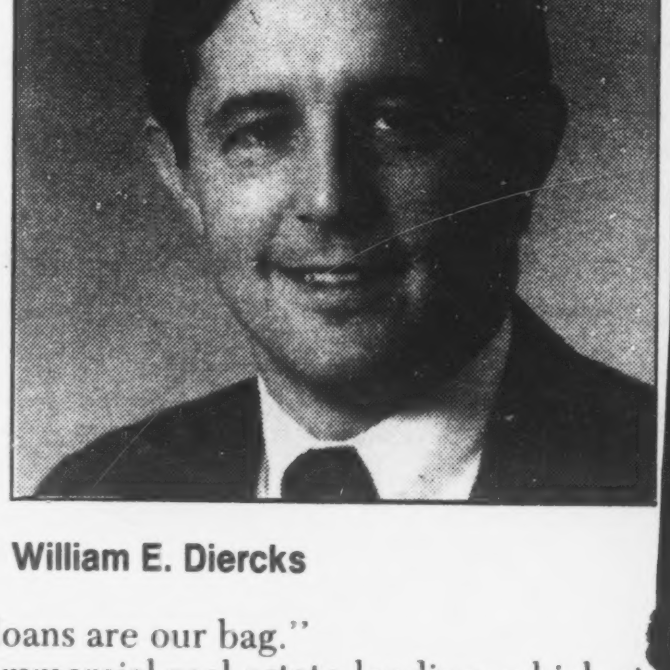
Mr. Diercks, who played hockey with Mr. Oates at Harvard University, said he now wants to boost the thrift's lending to small and medium-size New England companies, which currently amounts to about $53 million, or 5% of the thrift's loan portfolio.

"I'll know we've really made it when our corporate loan officers are sitting on the boards of New England companies," Mr. Diercks said

"Our competitors all claim to be a bank for the middle market, but they're like the big elephant that has to bend down," Mr. Oates said. "We don't have to do any bending because the $5-10 million dollar loans are our bag."



James M. Oates



William E. Diercks

Neworld already has a major stake in commercial real estate lending, which at June 30 amounted to $390 million or 37.5% of the thrift's loan portfolio. Mr. Diercks is projecting that business and commercial real estate loans will total $500 million by yearend.

Mr. Oates and Mr. Diercks concur that corporate middle-market lending is more attractive than consumer banking because of intensifying competition in retail lending.

So Mr. Oates has also cut back the scope of Neworld's retail banking. Neworld now focuses on three products: deposits, home equity loans, and adjustable-rate mortgages.

For home equity loans, which are second mortgages in the form of a revolving line of credit, Neworld boasts about its competitive pricing and free application process. This "costly strategy" is a worthwhile sacrifice to keep these long-life loans, Mr. Oates said.

Neworld's home equity lines have a 50% activation rate. While Neworld will grant a line of up to $1 million, the average line is $50,000.

Neworld: Page 10 ➻

THRIFTS & MORTGAGES

Top 100 Thrifts in Consumer Loans

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		CONSUMER LOANS			Consumer Loans As % of Assets		AUTO LOANS		CREDIT CARD LOANS		GROSS INTEREST INCOME ON CONSUMER LENDING		
		12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	12/31/86	12/31/85	12/31/86	12/31/85	12/31/86	12/31/85	% Chg.
1	First Nationwide Bank, FSB, San Francisco	1,771,203	518,025	241.91	11.04	4.52	1,243,370	1,604	123,328	88,562	127,926	28,740	345.11
2	Goldome FSB, Buffalo, N.Y.	1,366,042	1,283,647	6.42	10.63	11.15	24,286	45,464	153,511	121,269	162,763	148,131	9.88
3	Western S & L Assn., Phoenix, Ariz.	1,045,240	787,927	32.66	18.78	15.67	1,176	482	225,791	93,559	108,637	78,445	38.49
4	Midwest Federal Savings & Loan Assn, Minneapolis	980,883	843,779	16.25	30.14	28.03	36,041	72,108	3,020	2,469	102,514	73,970	38.59
5	California Federal Savings & Loan Assn., Los Angeles	901,926	942,668	−4.32	4.40	5.24	172,964	168,579	173,086	154,434	111,713	120,184	−7.05
6	Citicorp Savings, FS&LA, San Francisco	898,139	725,344	23.82	18.04	16.45	547,722	437,376	16,567	7,333	80,936	24,087	236.02
7	Sears Savings Bank, Glendale, Calif.	887,293	565,510	56.90	13.49	9.18	842,338	511,162	3,367	2,352	74,985	65,848	13.88
8	Florida Federal Savings & Loan Assn., St. Petersburg	833,358	722,284	15.38	15.17	13.87	7,731	3,819	48,235	46,852	75,409	69,534	8.45
9	Atlantic Financial Federal, Bala Cynwyd, Pa.	782,257	210,525	271.57	14.08	4.99	48,775	4,128	462,434	147,255	68,140	17,200	296.16
10	Great Western Savings, FS&LA, Beverly Hills, Calif.	633,749	541,292	17.08	2.61	2.30	12,755	3,783	261,717	246,370	86,188	71,109	21.21
11	Great American First Savings Bank, San Diego, Calif.	631,854	593,836	6.40	6.01	7.18	61,388	44,654	265,247	196,494	85,661	75,771	13.05
12	Empire of America FSB, Buffalo, N.Y.	602,507	566,877	6.29	9.54	9.19	178,407	186,509	73,170	38,328	63,615	41,049	54.97
13	Empire of America FSB, DeLand, Fla.	554,181	534,128	3.75	20.12	20.22	64,788	59,907	2,254	2,979	58,740	41,716	40.81
14	Anchor Savings Bank, FSB, Northport, N.Y.	534,837	560,937	−4.65	7.27	12.37	252,302	123,458	47,237	9,733	75,732	50,102	51.16
15	First Financial Savings Assn., Stevens Point, Wis.	467,095	373,096	25.19	25.32	19.96	33,375	54,531	142,049	97,123	54,029	34,300	57.52
16	AmeriFirst Federal Savings & Loan Assn., Miami	463,048	324,052	42.89	11.53	7.32	6,445	2,402	357,778	228,128	45,847	38,636	18.66
17	Glendale Federal Savings & Loan Assn., Calif.	442,129	344,421	28.37	2.53	2.43	259,310	174,220	415	443	54,359	57,196	−4.96
18	Bank Western Federal Savings Bank FSB, Denver	424,804	399,449	6.35	12.11	13.69	944	942	197,598	152,496	52,869	51,979	1.71
19	Citicorp Savings of Illinois, FS&LA, Chicago	409,496	328,096	24.81	7.41	7.28	166,057	209,705	73,023	13,667	44,688	35,140	27.17
20	MeraBank, FSB, Phoenix, Ariz.	406,238	278,376	45.93	6.47	5.38	43,107	5,044	117,209	122,757	42,209	29,637	42.42
21	Western Financial Savings Bank, Orange, Calif.	392,940	323,185	21.58	31.80	42.38	391,532	322,766	0	0	35,641	26,416	34.92
22	CenTrust Savings Bank, Miami	365,507	194,521	87.90	5.98	4.04	46,687	14,632	17,629	5,345	29,968	17,302	73.21
23	Citicorp Savings of Florida, FS&LA, Miami	364,556	526,449	−30.75	12.37	16.10	350,889	521,445	10,462	1,050	16,898	19,443	−13.09
24	Home Federal Savings & Loan Assn., San Diego, Calif.	363,078	359,947	0.87	3.04	3.65	62,645	58,193	227,349	207,829	43,204	83,770	−48.43
25	TCF Banking & Savings, FA, Minneapolis	343,621	422,296	−18.63	5.51	8.08	65,328	17,363	2,720	65,016	33,008	41,027	−19.55
26	Champion Federal Savings & Loan Assn., Bloomington, Ill.	343,072	255,522	34.26	17.37	14.43	224,813	159,281	12,466	4,336	37,663	26,799	40.54
27	Chevy Chase Savings Bank, FSB, Md.	318,911	46,092	591.90	11.45	2.05	9,520	5,753	299,842	36,675	21,088	N.A.	N.A.
28	Guarantee Savings, FS&LA, Fresno, Calif.	303,643	298,943	1.57	10.48	10.59	27,847	25,339	45,239	32,904	32,482	32,052	1.34
29	First Federal Savings Bank, Santurce, P.R.	296,765	116,065	155.69	21.41	8.76	92,716	24,312	44,438	22,288	24,955	10,073	147.74
30	Imperial Savings Assn., San Diego, Calif.	281,221	278,230	1.08	3.17	3.85	22,886	25,902	155,694	144,661	34,818	31,109	11.92
31	Georgia Federal Bank, FSB, Atlanta	277,548	238,432	16.41	8.65	9.65	47,152	48,163	19,653	22,477	31,557	28,844	9.41
32	First Federal Savings & Loan Assn., Greenville, S.C.	275,631	223,586	23.28	14.81	12.55	82,109	61,590	17,659	9,705	30,013	23,053	30.19
33	Northeast Savings, FA, Hartford, Conn.	269,887	295,916	−8.80	4.55	6.39	13,315	73,980	21,373	2,727	35,995	28,187	27.70
34	Bright Banc Savings Assn., Dallas	261,574	142,149	84.01	5.45	5.66	9,491	9,703	14,430	15,983	36,112	17,596	105.23
35	Standard Federal Bank, Troy, Mich.	253,614	317,488	−20.12	3.22	4.62	175,700	247,884	31,281	19,164	31,003	16,697	85.68
36	Dixie Savings & Loan Assn., New Orleans, La.	246,116	242,034	1.69	15.81	18.52	1,281	489	0	0	31,683	38,283	−17.24
37	First Federal of Michigan, Detroit	245,974	183,769	33.85	2.25	1.88	3,130	4,134	4,119	3,409	28,037	18,002	55.74
38	Freedom Savings & Loan Assn., Tampa, Fla.	243,770	218,276	11.68	11.21	8.40	90,061	89,608	120,786	87,914	31,223	26,656	17.13
39	Avondale Federal Savings Bank, Chicago	238,577	209,065	14.12	45.98	45.45	0	0	238,493	208,908	22,941	18,323	25.20
40	First Minnesota Savings Bank, FSB, Minneapolis	228,744	....	....	7.47	....	33,912	....	34,719	....	22,753	....	....
41	Perpetual Savings Bank, FSB, McLean, Va.	217,574	86,999	150.09	4.94	2.15	36,933	11,128	116,075	33,197	12,569	5,303	137.02
42	Horizon Financial, FA, Southampton, Pa.	205,651	217,095	−5.27	8.50	10.71	34,618	32,924	23,216	701	26,334	14,867	77.13
43	Home Savings Assn., Odessa, Tex.	205,411	201,016	2.19	33.67	41.56	5,729	12,179	0	0	27,762	27,763	.00
44	Pacific First Federal Savings Bank, Tacoma, Wash.	204,233	110,017	85.64	4.99	3.27	1,193	25,716	17,458	4,751	17,861	11,440	56.13
45	Loyola Federal Savings & Loan Assn., Baltimore	195,549	175,357	11.51	12.03	11.71	133,617	118,285	39,135	36,416	34,101	30,266	12.67
46	Old Stone Bank, FSB, Providence, R.I.	194,178	141,869	36.87	5.53	5.07	40,786	32,712	16,997	10,556	18,297	10,820	69.10
47	Home Savings of America, FA, Los Angeles	193,409	174,689	10.72	0.70	0.65	0	0	88,284	65,430	21,261	18,277	16.33
48	Far West Federal Bank, Portland, Ore.	191,850	189,837	1.06	8.51	8.51	681	1,325	151,118	141,859	26,180	23,979	9.18
49	Fulton Federal Savings & Loan Assn., Atlanta	187,857	156,970	19.68	9.15	8.05	36,418	22,205	58,392	39,951	20,655	20,867	−1.02
50	United Savings Assn., Houston	187,315	254,389	−26.37	3.13	5.35	601	1,589	0	0	26,635	29,688	−10.28
51	Leader Federal Savings & Loan Assn., Memphis, Tenn.	186,875	181,631	2.89	10.04	10.78	3,430	4,650	68,033	57,285	24,763	20,881	18.59
52	Gem Savings Assn., Dayton, Ohio	186,749	86,445	116.03	11.66	5.70	53,235	14,240	64,174	26,017	15,662	6,962	124.96
53	First Federal Savings & Loan Assn., Rochester, N.Y.	182,400	149,300	22.17	4.05	3.19	34,210	31,788	19,570	8,505	19,647	15,709	25.07
54	First Southern Federal Savings & Loan Assn., Mobile, Ala.	182,366	134,366	35.72	7.31	6.54	10,829	8,727	0	0	20,440	14,826	37.87
55	American Savings & Loan Assn., Salt Lake City, Utah	181,718	202,204	−10.13	6.34	7.14	13,704	13,455	5,786	101,354	25,127	18,635	34.84
56	Security Savings & Loan Assn., Milwaukee, Wis.	179,997	94,874	89.72	12.56	6.65	8,248	2,734	18,768	4,207	14,676	9,167	60.10
57	Dollar Bank, FSB, Pittsburgh	177,637	106,559	66.70	7.46	4.47	27,282	827	26,964	11,534	15,325	12,366	23.93
58	Albuquerque Federal Savings & Loan Assn., N.M.	171,820	168,619	1.90	8.18	9.91	87,163	97,359	62,495	36,771	22,557	19,176	17.63
59	Berkeley Federal Savings & Loan Assn., Millburn, N.J.	171,119	182,703	−6.34	16.41	20.18	965	1,190	36,500	14,157	23,894	30,979	−22.87
60	Citizens Savings Bank, FSB, Providence, R.I.	165,949	152,146	9.07	8.63	10.30	95,234	83,465	0	0	24,315	21,135	15.05
61	Community Federal Savings & Loan Assn., St. Louis, Mo.	165,588	138,002	19.99	4.11	3.69	22,939	15,410	17,381	11,145	17,631	15,692	12.36
62	Crossland Savings, FSB, Brooklyn, New York	165,318	141,933	16.48	1.88	2.12	3,526	5,262	1,461	1,384	18,074	15,449	16.99
63	Transohio Savings Bank, FSB, Cleveland	157,135	110,587	42.09	3.04	3.44	13,475	5,745	16,862	2,198	15,343	9,162	67.46
64	American Savings & Loan Assn. of Florida, Miami	156,652	84,429	85.54	5.94	3.11	118,527	55,739	28,882	16,852	13,987	6,240	124.15
65	Great Lakes Federal Savings & Loan Assn., Ann Arbor, Mich.	154,463	126,138	22.46	5.74	5.25	21,154	29,281	2,285	0	14,682	13,650	7.56
66	Landmark Savings Assn., Pittsburgh	150,784	112,251	34.33	9.74	7.57	67,546	27,978	8,129	980	14,939	10,431	43.22
67	American Federal Bank, FSB, Greenville, S.C.	149,903	136,038	10.19	15.04	15.35	64,008	70,455	3,871	0	16,985	16,938	0.28
68	Valley Federal Savings & Loan Assn., Van Nuys, Calif.	148,418	115,364	28.65	5.68	4.72	9,910	13,093	1,935	1,801	15,678	8,974	74.70
69	University Savings Assn., Houston	148,264	102,506	44.64	3.77	2.67	14,961	26,304	2,494	1,820	16,502	25,130	−34.33
70	First Atlantic Savings & Loan Assn., Plainfield, N.J.	144,065	135,369	6.42	11.98	13.08	12,591	22,834	741	379	15,777	14,969	5.40
71	Carteret Savings Bank, FA, Newark, N.J.	143,946	120,368	19.59	2.55	2.32	9,208	15,280	7,470	4,464	15,361	15,486	−0.81
72	Pioneer Savings Bank, Clearwater, Fla.	140,918	164,934	−14.56	6.99	8.38	61,007	72,609	21,735	17,359	18,604	19,867	−6.36
73	Benjamin Franklin Fed. S & L Assn., Portland, Ore.	139,957	111,424	25.61	3.16	2.73	40,222	29,123	35,976	30,899	17,312	11,775	47.02
74	Bayamon Federal Savings & Loan Assn., P.R.	138,551	77,928	77.79	12.50	8.46	49,684	21,422	8,612	870	14,599	7,297	100.07
75	Talman Home Federal Savings & Loan Assn., Chicago	136,940	156,399	−12.44	2.40	2.59	14,494	9,152	2,720	1,040	19,401	23,437	−17.22
76	Dime Savings Bank of New York, FSB	135,001	1,098,664	−87.71	1.61	13.28	0	0	16,113	15,630	71,835	124,876	−42.47
77	American S & L Assn. of Brazoria, Lake Jackson, Tex.	131,542	153,059	−14.06	41.88	54.57	0	0	0	0	12,201	9,258	31.79
78	Ponce Federal Bank, FSB, P.R.	131,063	40,748	221.64	15.00	5.69	0	58	965	215	5,635	4,218	33.59
79	Caguas-Central Federal Savings Bank, P.R.	130,106	97,915	32.88	9.33	8.68	68,235	56,332	7,918	6,033	11,226	8,912	25.96
80	American Pioneer Savings Bank, Orlando, Fla.	129,312	36,337	255.87	7.00	3.67	17,192	3,722	5,015	2,243	7,523	2,675	181.23
81	Security Savings & Loan Assn., Vineland, N.J.	125,952	93,830	34.23	13.25	10.96	68,645	52,353	1,197	8,209	10,537	7,759	35.80
82	Fortune Savings Bank, Clearwater, Fla.	124,215	83,346	49.04	5.18	4.08	31,323	16,860	11,145	6,439	10,931	9,075	20.45
83	First Texas Savings Assn., Dallas	119,688	111,555	7.29	3.23	3.00	78,137	81,313	4,934	4,494	15,611	15,400	1.37
84	First Federal Savings Bank, Cleveland	119,332	82,029	45.48	8.03	8.09	926	986	72,060	41,809	10,380	8,021	29.41
85	Meritor Savings, FA, Winter Haven, Fla.	117,746	40,137	193.36	15.38	7.06	7,253	7,177	15,641	11,877	7,199	5,056	42.39
86	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	111,582	85,900	29.90	9.12	6.83	2,401	1,303	53,633	14,198	10,615	7,765	36.70
87	Citizens Federal Savings & Loan Assn., Dayton, Ohio	107,397	83,497	28.62	4.76	4.17	33,883	11,797	50,799	47,634	14,329	6,861	108.85
88	Sunbelt Savings Assn., Dallas	107,059	125,735	−14.85	3.35	4.19	11,963	13,411	22,222	45	13,832	13,884	−0.37
89	Household Bank, FSB, Newport Beach, Calif.	105,306	78,825	33.59	4.95	6.52	12,963	10,524	39,063	18,302	14,460	12,607	14.70
90	Lyons Federal Trust & Savings Bank, Countryside, Ill.	104,341	34,439	202.97	5.65	1.99	74,823	14,849	0	0	6,785	3,264	107.87
91	Commercial Federal Savings & Loan Assn., Omaha, Neb.	102,677	73,725	39.27	3.08	2.63	11,943	11,284	31,934	8,088	12,094	8,688	39.20
92	American Charter Federal Savings & Loan Assn., Lincoln, Neb.	101,833	95,468	6.67	6.32	6.54	6,058	2,116	3,907	2,717	12,497	8,318	50.24
93	First Federal Bank of Connecticut, FSB, New Haven	101,293	68,358	48.18	7.25	6.08	3,938	5,734	0	17,604	8,763	6,831	28.28
94	Hollywood Federal Savings & Loan Assn., Fla.	100,597	79,642	26.31	6.93	5.52	8,622	7,392	607	0	14,504	10,769	34.68
95	Albany Savings Bank, FSB, N.Y.	99,827	82,307	21.29	5.62	4.75	3,976	4,025	10,740	1,720	10,390	9,535	8.97
96	American Savings & Loan Assn., Stockton, Calif.	97,631	104,288	−6.38	0.29	0.38	1,111	2,068	8,016	4,732	10,452	10,441	0.11
97	Honolulu Federal Savings & Loan Assn.	95,916	93,429	2.66	5.69	5.66	457	563	3,391	2,987	11,544	10,597	8.94
98	Midwest Federal Savings Bank, Minot, N.D.	95,914	57,020	68.21	9.74	6.51	26,328	9,902	621	565	8,510	6,679	27.41
99	Central Federal Savings, FSB, Long Beach, N.Y.	93,765	104,279	−10.08	10.43	11.93	10,575	25,334	501	0	12,100	13,176	−8.17
100	Continental Federal Savings & Loan Assn., Oklahoma City	93,752	128,288	−26.92	12.86	15.93	8,597	10,307	355	751	13,582	13,727	−1.06

Consumer loans are the sum of seven types of loans to consumers: (1) loans on deposits; (2) home improvement loans; (3) education loans; (4) auto loans; (5) other closed-end consumer loans; (6) credit card and other open-end credit extended to consumers; and (7) retail mobile home loans. **Auto loans** include all closed-end auto loans made to consumers and loans to individuals for pickup or panel trucks primarily used for personal use. **Credit card loans** include credit extended in connection with credit cards plus overdrafts on NOW accounts plus any other open-ended credit extended to consumers. **Gross interest income on consumer lending** is the gross interest earned on consumer loans for the entire year, calculated by summing the interest earned in each of the four calendar quarters of the year. Data are provided to American Banker by **ADP Data Services Division, New York,** from their data base of the Federal Home Loan Bank Board's Quarterly Financial Report for FSLIC-insured institutions.

Top 50 Thrifts in Auto Loans

December 31, 1986 Compared with December 31, 1985 (In Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		CONSUMER AUTO LOANS 12/31/86	12/31/85	% Chg.
1	First Nationwide Bank, FSB, San Francisco	1,243,370	1,604	77416.83
2	Sears Savings Bank, Glendale,, Calif.	842,338	511,162	64.79
3	Citicorp Savings, FS&LA, San Francisco	547,722	437,376	25.23
4	Western Financial Savings Bank, Orange, Calif.	391,532	322,766	21.31
5	Citicorp Savings of Florida, FS&LA, Miami	350,889	521,445	−32.71
6	Glendale Federal Savings & Loan Assn., Calif.	259,310	174,220	48.84
7	Anchor Savings Bank, FSB, Northport, N.Y.	252,302	123,458	104.36
8	Champion Federal S&L Assn., Bloomington, Ill.	224,813	159,281	41.14
9	Empire of America FSB, Buffalo, N.Y.	178,407	186,509	−4.34
10	Standard Federal Bank, Troy, Mich.	175,700	247,884	−29.12
11	California Fed. Savings & Loan Assn., Los Angeles	172,964	168,579	2.60
12	Citicorp Savings of Illinois, FS&LA, Chicago	166,057	209,705	−20.81
13	Loyola Federal Savings & Loan Assn., Baltimore	133,617	118,285	12.96
14	American Savings & Loan Assn. of Florida, Miami	118,527	55,739	112.65
15	Citizens Savings Bank, FSB, Ptovidence, R.I.	95,234	83,465	14.10
16	First Federal Savings Bank, Santurce, P.R.	92,716	24,312	281.36
17	Freedom Savings & Loan Assn., Tampa, Fla.	90,061	89,608	0.51
18	Albuquerque Federal Savings & Loan Assn., N.M.	87,163	97,359	−10.47
19	First Federal Savings & Loan Assn., Greenville, S.C.	82,109	61,590	33.32
20	First Texas Savings Assn., Dallas	78,137	81,313	−3.91
21	Equitable Federal Savings Bank, Wheaton, Md.	75,707	73,002	3.71
22	Lyons Federal Trust & Savings Bank, Countryside, Ill.	74,823	14,849	403.89
23	Security Savings & Loan Assn., Vineland, N.J.	68,645	52,353	31.12
24	Caguas-Central Federal Savings Bank, P.R.	68,235	56,332	21.13
25	Landmark Savings Assn., Pittsburgh	67,546	27,978	141.43
26	TCF Banking & Savaings Assn., Minneapolis	65,328	17,363	276.25
27	Empire of America FSB, DeLand, Fla.	64,788	59,907	8.15
28	American Federal Bank, FSB, Greenville, S.C.	64,008	70,455	−9.15
29	Home Fed. Savings & Loan Assn. of San Diego, Calif.	62,645	58,193	7.65
30	Great American First Savings Bank, San Diego, Calif.	61,388	44,654	37.47
31	Pioneer Savings Bank, Clearwater, Fla.	61,007	72,609	−15.98
32	World Savings & Loan Assn., FS&LA, Oakland, Calif.	60,198	58,823	2.34
33	Life Savings of America, Rockford, Ill.	56,352	33,696	67.24
34	Commonwealth Savings & Loan Assn., Margate, Fla.	56,285	59,692	−5.71
35	Olympic Federal Savings & Loan Assn., Berwyn, Ill.	55,219	45,439	21.52
36	Peoples Savings Bank, FSB, Monroe, Mich.	54,204	40,748	33.02
37	Gem Savings Assn., Dayton, Ohio	53,235	14,240	273.84
38	Bayamon Federal Savings & Loan Assn., P.R.	49,684	21,422	131.93
39	Atlantic Financial Federal, Bala Cynwyd, Pa.	48,775	4,128	1,081.56
40	Georgia Federal Bank, FSB, Atlanta	47,152	48,163	−2.10
41	CenTrust Savings Bank, Miami	46,687	14,632	219.07
42	National Savings & Loan Assn., Wauwatosa, Wis.	45,822	50,850	−9.89
43	Poughkeepsie Savings Bank, FSB, N.Y.	45,460	17,613	158.10
44	Frontier Federal Savings & Loan Assn., Ponca City, Okla.	44,648	35,063	27.34
45	MeraBank, FSB, Phoenix, Ariz.	43,107	5,044	754.62
46	Elmira Savings Bank, FSB, N.Y.	41,377	30,701	34.77
47	Old Stone Bank, FSB, Providence, R.I.	40,786	32,712	24.68
48	Benjamin Franklin Fed. S & L Asn., Portland, Ore.	40,222	29,123	38.11
49	First Federal Savings Bank, Petersburg, Va.	38,715	49,167	−21.26
50	Roosevelt Federal S&L Assn., Chesterfield, Mo.	37,761	13,500	179.71

Auto loans include all closed-end auto loans made to consumers and loans to individuals for pickup or panel trucks primarily used for personal use. Data are provided to American Banker by **ADP Data Services Division, New York,** from their data base of the Federal Home Loan Bank Board's Quarterly Financial Report for FSLIC-insured institutions.

Survey of the Nation's Top 100 Thrifts in Consumer Lending

Continued from Page 6

12.5% from $44.9 billion a year earlier. Consumer loans accounted for 4.35% of the total assets of these institutions, up from 4.2%.

• Auto loans were the largest component of consumer loans, accounting for $11.8 billion, or 23.3% of the total. All other closed-end loans were the second largest component, accounting for $11 billion, or 21.7%. Retail mobile home loans accounted for $7.5 billion, or 14.9%; credit card loans for $7.2 billion, or 14.2%; home improvement loans for $4.9 billion, or 9.7%; education loans for $4.2 billion, or 8.4%; and loans on deposits for $3.9 billion, or 7.8%.

• Credit card and auto loans were the two fastest-growing components of consumer lending last year at thrifts. Credit card lending jumped 41.3% last year, and auto loans grew 28%.

• For the top 100 FSLIC-insured thrifts in consumer lending, total consumer loans totaled $29.7 billion at yearend 1986, up 21.6% from 1985. Credit card loans grew by more than 50% to $5.4 billion, and auto loans rose 44.8% to $7.4 billion.

• The top 100 thrifts in consumer lending accounted for 58.8% of all consumer loans outstanding at FSLIC-insured thrifts last year, up from 54.4% in 1985. In addition, they accounted for 75% of credit card loans and 62.7% of auto loans made by all thrifts last year.

• According to data from the Federal Reserve Board, total consumer loans outstanding at all institutions — commercial banks, finance companies, credit unions, retailers, savings institutions, and gasoline companies — totaled $577.8 billion on Dec. 31, 1986, up 10.5% from a year earlier. FSLIC-insured thrifts accounted for 8.8% of this total last year and 8.6% of the 1985 total.

• Savings institutions are the fourth largest provider of consumer credit. Commercial banks are first, providing about 45%. Finance companies are second, withabout 24%, and credit unions are third, with about 13.5%. ■

Mortgage Company Update On 1986 Loan Originations

On July 24, the American Banker published a listing of mortgage companies ranked by outstanding residential loan originations for 1986. Since then the American Banker has learned that the following four companies should have been included:

Rank		Mortgage Loans Originated in 1986
28	Commonwealth Mortgage Co., Wellesley Hills, Mass. (a)	$1,200,000,000
91	Dominion Mortgage Funding Corp., Falls Church, Va. (b)	500,000,000
97	SW Mortgage Inc., San Diego (c)	455,683,778
127	Huntington Mortgage Co., Columbus, Ohio (d)	269,925,698

Includes permanent residential mortgages originated for sale, or the intention to sell, over the period Jan. 1, 1986, to Dec. 31, 1986. Includes loans closed by the mortgage company and loans where the mortgage company actually did most of the paperwork for closing. Includes in-house production and purchased production. **(a)**— Data provided by Nicholas Trombetta, senior vice president. **(b)**— Data provided by David B. Lauhon, president. **(c)**— Data provided by Michael A. Riley, chairman. **(d)**— Data provided by Dorothy R. Brownley, director of corporate relations, Huntington Bancshares Inc.

GIANTS OF THE MORTGAGE INDUSTRY:

--'86 RESULTS

--NEW PLANS & STRATEGIES

--RESHAPING THE INDUSTRY

A New SMR Research Corporation Study

In 1986, the nation's Top 25 residential mortgage originators grabbed an astonishing 24% of the market. In 1987, the consolidation of the industry into fewer hands will accelerate dramatically.

These are among the prime conclusions of a new, landmark study of the mortgage business. More than 135 pages, this study offers some of the most unique data ever compiled in the industry, including:

--**The Top 25 Residential Mortgage Originators,** in rank order, with dollar volumes, covering all institutional types of players.

--**Profit data on large mortgage operations.**

--**Tables of company-specific geographic and office expansions.**

--**State-by-State origination data** showing which states are hurt worst and which respond quickest in a recession/recovery cycle.

The research features new strategy studies of key players, economic analysis, and the progress of combined mortgage/realty brokerage operatons. It covers companies of all kinds: the big thrifts, mortgage companies, banks, and also the nontraditional mortgage giants, from GMAC to Metropolitan Life.

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SMR RESEARCH CORPORATION
Leaders in Financial services business research.

Neworld Bank for Savings Clears Path For Mergers of Equals in New England

Continued from Page 6

Potential abuse of home equity lines by consumers could ultimately jeopardize banks that have issued credit unwisely, analysts said.

"Home equity loans could be a hazard for the bank if all of the lines were put into play at once," said Mr. Moynihan of Moseley Securities. "It could cause a liquidity problem."

But Mr. Oates defended the bank's strict underwriting standards.

"I have no worries about this institution because of our underwriting and our candor about turning down loans," he said. "How do you put safeguards on this product? I don't have the answer on to how to control people who abuse credit."

Like most institutions, Neworld charges a variable rate on its home equity credit lines. Consumers also absorb the interest rate risk in Neworld's bread-and-butter product — adjustable-rate mortgages.

Emphasis on these retail products lessens Neworld's sensitivity to fluctuating interest rates.

Neworld has 23 offices in eastern Massachusetts and a major stronghold on Cape Cod, where seven offices have $300 million in assets.

While analysts generally agree that Neworld is now a healthier institution, the proposed merger with the Boston Five has stirred up controversy.

"The merger looks like a good marriage, but stockholders are shrieking because most of them are speculators who want to make a quick profit," said Robert Chaut, vice president at Salomon Brothers in New York.

A new holding company, The Boston Five Bancorp, would be formed, and its stock will be issued to Neworld and Boston Five shareholders. Initially, the book value of Neworld shares would be reduced.

The new institution, to be called the Boston Five Bank, would have of $3.1 billion in assets, making it the biggest thrift in Massachusetts.

Last year, 60 New England thrifts have converted to stock form, bloating their balance sheets with excess capital. And analysts are predicting an inevitable consolidation in the industry.

"We're all too expensive to buy each other, so mergers of equals seems to be the best strategy right now," Mr. Oates said. "The merger says one plus one equals three. Both banks will benefit from the economies of scale, sale of one of the headquarters, and staff trimming in overlapping areas."

Mr. Oates hopes that regulatory and stockholder approval of the merger is completed by October.

Some analysts expect the Boston Five-Neworld merger, if approved, to be a prototype for no-premium mergers in New England. ■

Visa Says It Has Largest ATM System in World

Continued from Page 1

Visa this year became a part owner of Plus System Inc., and the addition of Plus machines is expected to help the Visa network grow to 24,000 ATMs by yearend.

The New York-based MasterCard association is reportedly close to a merger agreement with Cirrus System Inc. that would give it a similar boost.

Win Derman, the vice president in charge of Visa's global ATM program, said its recent growth spurt — by 5,997 machines, or 46%, since the end of 1986 — was the result of both domestic expansion and an increase in the number of countries on the network.

The Visa-Plus affiliation was a factor, Mr. Derman said. Prior to the agreement last February that gave Visa seven of Plus System Inc.'s 21 board seats and an option to take the Plus logo worldwide, 3,000 machines were already in both networks. Another 2,000 ATMs will have dual Visa and Plus connections by the end of this year, Mr. Derman said.

US Has Most Visa Machines

Of the 19,203 machines linking Visa banks worldwide, 8,467 (45%) are in 40 of the United States. Another 6,736 (35%) are in the Europe/Middle East/Africa operating region. Canada has 3,209 Visa ATMs, the Asia-Pacific region 389, and Latin America 222.

Mr. Derman said the Visa ATM network has "blanket coverage" in such countries as Canada, England, France, and Spain. The network includes all Canadian ATMs except those of the Bank of Montreal, which is a Cirrus member, and 1,200 machines of London-based Barclays Bank PLC.

He said that Visa is making a bigger impact than the ATM network being assembled by Eurocheque, a payment system owned by European banks. Currently low in the international ATM standing, with 2,500 machines, Eurocheque may tie its fortunes more closely to MasterTeller. MasterCard is preparing to buy a 15% stake in Eurocard International, a European credit card association, which intends to use MasterCard computers to process Eurocard and Eurocheque transactions.

Visa began organizing its ATM network in 1983, a year after many U.S. banks lined up behind the Plus or Cirrus networks, which were designed to handle bank-issued ATM cards or debit cards.

Visa saw ATMs as extensions of its credit card cash advance service, which allows cardholders to obtain cash at the offices of Visa member banks. By 1986, all Visa banks issued personal identification numbers to credit card customers, permitting them to use the machines.

Their network had 1,507 machines at the end of 1984, 5,241 at the end of 1985, 13,026 at the end of 1986, and has 19,023 today. Mr. Derman projected that there will be 24,000 ATMs in 24 countries by yearend.

"This achievement demonstrates the commitment of our membership to creating the most powerful payment device available to consumers," Mr. Derman said from Visa's headquarters in San Mateo, Calif.

ATM interchange — the service that allows consumers to get cash at machines away from their own banks' premises — began as a local and regional phenomenon in the 1970s.

ATM sharing went national with Plus, Cirrus, and bilateral interchanges between networks such as the one announced recently by Pulse in Texas and Star System in California and nearby states. Together they will have 8,000 ATMs and point-of-sale terminals in 11 states.

There is some movement within the Shared Networks Executive Association, a forum for regional networks, such as Pulse, Star, Honor in Florida, and Tyme in Wisconsin, to create technical and marketing standards that would tie them together into one supernetwork, combining the majority of the 67,000 ATMs in the United States.

Automatic Data Processing Inc., Clifton, N.J., put together the Exchange ATM network as an outgrowth of its bank data processing business. The Exchange currently has 4,500 ATMs in 36 states and Canada open to 8.4 million eligible cardholders. ■

International ATM Interchanges

Network	Location	Eligible Cards[1] (Millions)	Live ATMs
Express Cash (American Express)	20 countries	25	23,795
Visa	21 countries	150	19,203
Cirrus System	U.S., Canada	62	17,300
Plus System	U.S., Canada	70	14,000
MasterTeller (MasterCard)	6 countries	130	9,462
ADP Exchange	U.S., Canada	8	4,500
Eurocheque	Europe, Middle East	31	2,500

[1] Represents the number of cardholders who can use each system, not the smaller number who have used or activated their cards. The Express Cash figure includes only American Express cardmembers and not customers of banks that participate in Express Cash.

MARKETING MANAGEMENT

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Bank Call Notice

Report of Condition of

BROADWAY NATIONAL BANK

of New York

In the state of New York, at the close of business on June 30, 1987 published in response to call made by Comptroller of the Currency, under title 12, United States Code, Section 161. Charter Number 20622. Comptroller of the Currency Northeastern district.

ASSETS		Dollar Amounts in Thousands
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin		$ 2,933
Interest-bearing balances		750
Securities		2,515
Federal funds sold and securities purchased under agreements to resell in domestic offices		2,000
Loans and lease financing receivables:		
Loans and leases, net of unearned income	17,062	
LESS: Allowance for loan and lease losses	110	
Loans and leases, net of unearned income, allowance, and reserve		16,952
Premises and fixed assets		395
Intangible assets		106
Other assets		258
TOTAL ASSETS		$25,909
LIABILITIES		
Deposits		
In domestic offices		20,037
Noninterest-bearing	8,723	
Interest-bearing	11,314	
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and of its Edge and Agreement subsidiaries, and in IBFs		2,323
Other liabilities		194
TOTAL LIABILITIES		22,554
EQUITY CAPITAL		
Common stock		2,000
Surplus		2,000
Undivided profits		(645)
TOTAL EQUITY CAPITAL		3,355
TOTAL LIABILITIES, LIMITED PREFERRED STOCK, AND EQUITY CAPITAL		$25,909

I, Joseph F. Coccaro, Vice President & Comptroller, of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

JOSEPH F. COCCARO
July 22, 1987

We, the undersigned directors, attest to the correctness of this statement or resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

SAM C. CHUNG
JOHN SADLICK
PAUL SHINHAN KIM
Directors

Bank Call Notice

REPORT OF CONDITION
Consolidating domestic and foreign subsidiaries of the

CAPITAL NATIONAL BANK

In the state of New York, at the close of business on June 30, 1987, published in response to call made by Comptroller of the Currency, under title 12, United States Code, Section 161.
Charter number 16479. Comptroller of the Currency New York District

ASSETS		Dollar Amounts in Thousands
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin		$13,317
Interest-bearing balances		3,496
Securities		17,343
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries and in IBFs		3,900
Loans and leases, net of unearned income	93,073	
LESS: Allowance for loan and lease losses	920	
Loans and leases, net of unearned income, allowance, and reserve		92,153
Premises and Fixed Assets		2,576
Customers' liability to this bank on acceptances outstanding		1,934
Intangible assets		566
Other assets		2,300
TOTAL ASSETS		$137,585
LIABILITIES		
Deposits:		
In domestic offices		$124,757
Noninterest-bearing	28,331	
Interest-bearing	96,426	
Demand notes issued to the U.S.Treasury		500
Other borrowed money		205
Mortgage indebtedness and obligations under capitalized leases		16
Bank's liability on acceptances executed and outstanding		1,934
Notes and debentures subordinated to deposits		2,000
Other liabilities		1,374
TOTAL LIABILITIES		$130,786
EQUITY CAPITAL		
Common stock		$ 1,599
Surplus		2,717
Undivided profits and capital reserves		2,483
TOTAL EQUITY CAPITAL		6,799
TOTAL LIABILITIES, LIMITED-LIFE PREFERRED STOCK, AND EQUITY CAPITAL		$137,585

I, Guido Lagar, Accounting Manager of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

GUIDO LAGAR
July 31, 1987

We, the undersigned directors, attest to the correctness of this statement of resources and liabilities. We declare that it has been examined by us, and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

CARLOS A. CORDOVA
BLAS AYALA
ALBERTO ROBAINA
Directors

Bank Call Notice

REPORT OF CONDITION
Consolidating domestic and foreign subsidiaries of the

Republic National Bank of New York

of New York City

In the state of New York, at the close of business on June 30 1987 published in response to call made by Comptroller of the Currency under title 12 United States Code Section 161 Charter Number 15569 Comptroller of the Currency Northeastern District

Statement of Resources and Liabilities

(Thousands of dollars)

ASSETS		
Cash and balances due from depository institutions		
Noninterest-bearing balances and currency and coin		$ 267 236
Interest-bearing balances		6 371 519
Securities		2 916 654
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries and in IBFs		728 522
Loans and lease financing receivables		
Loans and leases net of unearned income	$3 735 537	
LESS Allowance for loan and lease losses	210 055	
Loans and leases net of unearned income and allowance		3 525 482
Assets held in trading accounts		232 640
Premises and fixed assets (including capitalized leases)		293 991
Other real estate owned		777
Investments in unconsolidated subsidiaries and associated companies		275
Customers' liability to this bank on acceptances outstanding		1 987 564
Intangible assets		889
Other assets		777 860
TOTAL ASSETS		$17 103 409
LIABILITIES		
Deposits		
In domestic offices		$ 4 481 658
Noninterest-bearing	$ 577 471	
Interest-bearing	3 904 187	
In foreign offices Edge and Agreement subsidiaries and IBFs		7 226 262
Noninterest-bearing	140 917	
Interest-bearing	7 085 345	
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and of its Edge and Agreement subsidiaries and in IBFs		128 220
Other borrowed money		1 213 614
Mortgage indebtedness and obligations under capitalized leases		518
Bank's liability on acceptances executed and outstanding		1 988 434
Notes and debentures subordinated to deposits		4 173
Other liabilities		557 871
TOTAL LIABILITIES		15 600 750
EQUITY CAPITAL		
Common stock		355 000
Surplus		845 000
Undivided profits		290 799
Cumulative foreign currency translation adjustments		11 860
TOTAL EQUITY CAPITAL		1 502 659
TOTAL LIABILITIES AND EQUITY CAPITAL		$17 103 409

I John D Kaberle Jr Executive Vice President and Comptroller of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief

JOHN D KABERLE JR
August 11 1987

We the undersigned directors attest to the correctness of this statement of resources and liabilities We declare that it has been examined by us and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct

Ernest Ginsberg
Peter White
Dov Schlein
Directors

Bank Call Notice

REPORT OF CONDITION

ASIA BANK, N.A.

of Flushing, New York

In the state of New York, at the close of business on June 30, 1987 published in response to call made by Comptroller of the Currency, under title 12, United States Code, section 161. Charter Number 18432, Comptroller of the Currency Second District.

ASSETS		Dollar Amounts in Thousands
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin		$ 3,274
Securities		2,646
Federal funds sold		10,750
Loans:		
Loans, net of unearned income	$ 45,509	
LESS: allowance for loan losses	470	
Loans, net of unearned income, allowance, and reserve		45,039
Premises and fixed assets (including capitalized leases)		3,598
Customers' liability to this bank on acceptances outstanding		311
Other assets		1,315
TOTAL ASSETS		$ 66,933
LIABILITIES		
Deposits in domestic office		$ 58,919
Noninterest-bearing	$ 7,372	
Interest-bearing	51,547	
Bank's liability on acceptances executed and outstanding		311
Other liabilities		1,591
TOTAL LIABILITIES		$ 60,821
EQUITY CAPITAL		
Common stock		$ 2,500
Surplus		2,500
Undivided profits		1,112
TOTAL EQUITY CAPITAL		$ 6,112
TOTAL LIABILITIES AND EQUITY CAPITAL		$ 66,933

I, Lawrence Hrung,Vice President and Controller of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

LAWRENCE HRUNG
Juy 29,1987

We, the undersigned directors, attest the correctness of this statement of resources and liabilities. We declare that it has been examined by us and to the best of our knowledge and belief has been prepared in conformance with the instructions and is true and correct.

JENTAI TSAI
FRANK CHIANG
ALBERT LIU
DIRECTORS

8/19/87 C0175-1

American Banker

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TODAY

TECHNOLOGY TODAY

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Quote

I see no reason why we can't get to an average of 10,000 transactions per machine per month. But the promotions just aren't there.

Linda Fenner Zimmer, an ATM industry researcher, on the decline in automated teller machine use [Page 1]

Unquote

Top 10 Regional ATM Networks

By Interchange (Interbank) Transactions

Network, Home State	Number of ATMs	Interchange uses per card per year	Percent interchange transactions	Interchange transactions (mil./month)
Mac, Pennsylvania	2,070	13.5	52%	5.58
Pulse, Texas	4,353	5.3	18	3.02
Exchange, Washington	1,300	16.4	53	3.00
Mpact, Texas	1,272	15.6	33	2.74
Honor, Florida	2,382	6.4	18	2.24
Avail, Georgia	1,247	10.8	25	2.07
CashStream, Pennsylvania	1,844	6.9	18	2.04
Cash Station, Illinois	1,259	15.0	55	2.00
NYCE, New York	2,754	3.0	NA	1.75
Shazam, Iowa	864	16.2	26	1.62

NA-not available

Source: Speer & Associates. Data as of Dec. 31, 1986.

Decline in Rate of ATM Use Prompts Talk of Saturation

By JEFFREY KUTLER

NEW YORK — Evidence is mounting that the United States' automated teller machine market is approaching the saturation point.

Despite consumers' growing awareness of ATMs, the number of transactions per machine is falling.

In other words, ATM networks are growing faster than consumers' appetite for their services — and have been for several years.

US Leads in ATMs, but Japan Closing In
Page 24

Whether this represents a temporary lull or a permanent reversal, the downturn has forced financial institutions to rethink their strategies on retail electronic funds transfer and look elsewhere — notably to point-of-sale debit networks — for growth.

Companies that manufacture ATMs are in the midst of a similar reassessment, as bankers have cut back on machine purchases.

The latest indication of a change in the ATM market comes from Speer & Associates, the Atlanta-based consulting firm, in its semiannual survey of regional automated teller machine networks.

Speer found that while a healthy consumer demand continues for ATM services, the average machine was getting less use in December 1986 than six months earlier.

The reduction in per-machine activity helps explain why annual shipments from ATM manufacturers have declined to about 8,000 units from a peak of 14,000 in 1983.

Speer's data pertain only to interchange volume — the transactions that flow between financial institutions in a given ATM network. But interchange volume is a key measure of success for the ATM industry. At least 80% of ATMs are connected to at least one shared network, and bankers use network affiliations as a selling point with retail customers.

The interchange statistics confirm a broader, downward movement that Linda Fenner Zimmer, an ATM indus-

Speer: Page 22 ➜

BankAmerica Nearing Deal With Japanese

Tokyo Group Amenable To $350 Million Offering

Special to the American Banker

TOKYO — After weeks of talks, leading Japanese bankers have agreed in principle to provide troubled BankAmerica Corp. with a capital infusion, industry sources here said.

The agreement to subscribe to $350 million in BankAmerica securities came at a meeting Monday of nine major Japanese banks. Final terms of the deal still must be negotiated.

"As far as the terms are concerned, we have reached a general consensus that they are favorable to us," said one senior banker, who added that the remaining negotiations could drag on for several weeks. The next meeting is scheduled for Tuesday.

The nine banks are Mitsui Bank, Dai-Ichi Kangyo Bank, Fuji Bank, Sumitomo Bank, Mitsubishi Bank, Sanwa Bank, Bank of Tokyo Ltd., the Industrial Bank of Japan, and Yasuda Trust & Banking Co. Mitsui, which has the closest relationship with BankAmerica, coordinates the meetings and negotiations. The bank is expected to be the lead manager for the securities, which will consist of notes and preferred stock.

As they have for several weeks, BankAmerica officials in San Francisco declined to comment on the Tokyo talks.

More troublesome for the Japanese than the issuing terms, bankers said, is the uncertainty over U.S. regulatory rules on subordinated capital notes, which are likely to be redefined shortly.

"We haven't even received the prospectus," said one complaining banker. "I am worried that if we go ahead with

Japanese: Page 21 ➜

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Speer Survey Shows Transactions per ATM Are on the Decline

➡ **Continued from Page 1**

try researcher, has been tracking since 1982.

Between 1982 and 1986, as ATMs in use in the United States nearly doubled to 67,000 from 36,000, transactions per machine fell to about 5,000 per month from 7,200, Mrs. Zimmer said.

Meanwhile, interbank ATM transactions fell at yearend 1986 to 972 per machine per month, down 11.5% from 1,099 at the average network-connected ATM in mid-1986, Speer & Associates said.

The decline was even more pronounced among the eight biggest regional networks, an elite group that includes the Mac system in the Mid-Atlantic states and the Pulse system in the Southwest. The average number of monthly interchange transactions at the top eight shared networks fell 13.5% to 1,514 per machine at Dec. 31, 1986, from 1,750 at June 30, 1986.

To many ATM industry observers, fewer transactions per machine is tantamount to saturation — a chilling notion to teller machine manufacturers, because it suggests the end is near for what seemed a boundless growth market only five years ago.

Profitability at Diebold Inc., the leading U.S. ATM vendor with 40% to 45% of the machines installed, has suffered because of reductions in bank capital expenditures.

Diebold, which experienced a 35% drop in per-share net income during the first quarter of 1987 from a year earlier, is more susceptible to the ATM slowdown than its major competitors, which have more diversified sources of income. Those competitors include International Business Machines Corp., NCR Corp., and the U.S. subsidiaries of the Japanese computer giants Fujitsu Ltd. and Omron Tateisi Electronics Ltd.

Security analysts who follow Diebold take a relatively optimistic view of the company, but not because of any rebound in the traditional, financially related ATM business. Diebold has a good lock on the ATM service and maintenance business, which will be around as long as there are ATMs.

For growth, the company is adapting ATM technology to dispense tickets in train stations and airports, coupons in supermarkets, and videocassettes in convenience stores.

The saturation talk is misplaced, said Robert Mahoney, president of Diebold Inc. in a recent interview. The real cause of the slowdown, he said, is the failure of most financial institutions to do the necessary marketing and promotion of ATMs.

Market research by Diebold and others has shown that about half of all U.S. bank customers have been given ATM cards, but only a third of these have become frequent ATM users. Bankers who have been unable to win more customers over to ATMs call that limit the "33% wall."

Mr. Mahoney said a few exceptions, notably Citibank in New York, have cracked the wall with aggressive marketing and persuasion.

By issuing cards to everyone with a checking account and integrating the cards into the delivery of virtually all retail services, Citibank claims that 80% of its customers use ATMs. Interestingly, Citibank's more than 600 ATMs in the New York market, soon to be expanded to 900, are almost all on branch premises and are not connected to any shared network.

Most of Citibank's local competitors have joined the New York Cash Exchange, which ranks ninth on Speer & Associates' list in interbank ATM volume.

Fear of Helping Competitors

Mrs. Zimmer, who monitors the ATM industry from her home in Marlborough, Conn., also scoffs at the idea of saturation and blames poor bank marketing.

Many banks that belong to shared networks such as NYCE are reluctant to promote the service to the utmost, Mrs. Zimmer said, "because they are afraid that they will help their competitors in the process."

The growing custom of charging fees, typically between 50 cents and $1, when a customer gets cash from another bank's machine is discouraging added volume, she said. And this is the very interchange volume that Speer & Associates is measuring.

"We are talking about bankers who did a great job on the operations and technical side to bring these networks about, but who didn't exert a parallel effort on the marketing side," Mrs. Zimmer said.

"We have a situation where the same number of ATM-using customers are running around as before, but with the growth in networks they have a greater number of available ATMs to choose from.

"I see no reason why we can't get to an average of 10,000 transactions per machine per month," she said. "But the promotions just aren't there. I know some bankers are pleading poverty, that their marketing budgets have been cut back. But there is a lot of room for creativity, and I don't see enough of it."

Richard N. Speer Jr., president of Speer & Associates, called it a case of "over-ATMing" by the financial institutions that belong to the networks included in his company's study. Many are also Speer clients.

At the end of last year, the top 20 networks had 29,960 ATMs among them, up 17% in six months. These machines were handling 37.4 million transactions per month, up only 4% from Speer's first survey.

"Quite simply, ATM installations [attributed to] the addition of new network members, and deployment of new machines by existing members are rising faster than card bases or usage per card," Mr. Speer said.

Growth Anticipated in 1987

Respondents to the yearend 1986 questionnaire projected a 24% increase in interchange transactions for the first six months of 1987, on top of a 9% rise in the machine total. Mr. Speer said those rates of growth could be caused by fewer new ATM installations or by the fact that new network members tend to be smaller banks with relatively few machines.

"If it is the former," Mr. Speer said, "then ATM sharing may finally have slowed the deployment of ATMs with their high fixed costs. Such a trend would lead to increased volume levels and lower transaction costs."

The eight largest shared networks, each with at least 1.9 million transactions per month, outperformed all others in terms of interchange transactions per machine — 1,514, compared with the industry average of 972 — and annualized interchange transactions per debit card — 10.3 versus 7.2.

By contrast, nine smaller networks in the range of 500,000 to 999,999 monthly interchange transactions registered below-average use, 789 transactions per machine and 3.6 per debit card.

Speer & Associates said the big networks have an advantage "in terms of sheer geographical coverage and the greater awareness that larger networks typically create with signage and more intense marketing campaigns."

As in Speer's first survey, the industry leader in ATM interchange transactions was Mac, the five-state, 2,000-machine network operated by Philadelphia National Bank. Its monthly interchange volume of 5.6 million transactions was down from 6.4 million, which topped the June 1986 standings.

Pulse, based in Houston and serving five southwestern states, was second with 3 million monthly interchange transactions but first in total ATMs at 4,353. Pulse edged out the Exchange network in the Pacific Northwest by 17,000 interchange transactions.

The 3 million interchange transactions in Pulse equaled only 18% of that network's total transactions, with intra-institution items included. The comparable percentages for Mac and Exchange were 52% and 53%, respectively.

Mpact Fourth, Honor Fifth

After the top three, which were unchanged from mid-1986, came Mpact, another Texas-based network, at 2.7 million interchanges per month, followed by the Honor System in Florida, with 2.2 million interchanges. Interchange transactions accounted for 33% of Mpact's total volume and 18% of Honor's.

Honor's fifth-place standing did not change. Mpact, owned by MTech Corp., Dallas, was not among the 47 networks that contributed data to the initial 1986 survey, so this is its first appearance on the Speer list.

Fourth in the original survey was the ATM network of Publix Super Markets Inc., Lakeland, Fla. Publix dropped to 11th at yearend with 1.5 million interchange transactions per month.

For the yearend Speer report, 56 of the top 100 networks participated.

Most networks in the top 20 — ranging from Mac with 5.6 million transactions per month down to Service Card System with 700,000 transactions in Kansas, Missouri, and Oklahoma — corresponded to the top 20 in monthly switch volume as published in December by *Bank Network News*, a Chicago-based newsletter. However, the order was quite different.

The *Bank Network News* listing comes from an industry survey that is more complete than Speer's. The switch volume includes both interchange volume and transactions originating at ATMs connected to a network's central hub (rather than to a bank). Some in the latter category were omitted in Speer's calculations.

As a result, the two listings are not directly comparable, though *Bank Network News* also placed Mac at the top. Mpact was second in total switch volume, followed by BayBanks Inc.'s XPress-24 network in New England, Mellon Bank's CashStream in Pennsyvania and surrounding states, and Exchange in the Northwest.

The Speer survey does not include debit card networks such as Interlink in California and the Cactus Switch in Arizona. Although their transaction volumes are worthy of Speer's top 20, they were excluded because they consist entirely of point-of-sale terminals and have no ATMs.

Nineteen of the 56 respondents to the Speer survey supported point-of-sale operations at yearend 1986, most of them just getting started. During the entire year, the 19 networks handled 2.7 million direct debit transactions through almost 22,000 POS terminals. The network switches, however, were driving less than 3,000 terminals, with the remainder operated by financial institutions or retail stores. ■

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AB16

MCorp Auction-Rate Preferred Stock Fails a Second Time to Attract Buyers

➡ **Continued from Page 2**

ferred stock in 1985, it was a double-A rated company. Since then, MCorp has encountered earnings problems stemming primarily from oil loans. The company's debt rating now stands at B, well below investment grade.

"MCorp's problem was its very steep and unexpected decline in ratings," said Mr. Chambliss, "not the auction-rate preferred instrument."

The failed auctions were not unexpected, said Paul Baeri, a managing director at L.F. Rothschild & Co. Investors had opportunities in several past auctions to divest MCorp's auction-rate preferred shares.

Rising Dividend Was a Red Flag

Mr. Baeri pointed out that the dividend rate on the shares had been rising steadily in recent auctions, a red flag that could warn of a failed auction in the future.

Mr. Baeri added, however, that the failed auctions have caused some underwriters to place higher ceiling rates on new issues, such as 200% of the double-A commercial paper rate.

Also, some issuers have suggested allowing investors to sell their shares back to the issuer in case of a failed auction. This idea, however, might not pass regulatory muster.

The Internal Revenue Service, sources say, would consider any preferred stock with a "put" option to be debt and would therefore remove the 85% dividend tax exclusion it offers investors. This tax preference is a primary reason for investing in the shares and allows issuers to keep rates down.

Investment bankers also believe that the Federal Reserve Board probably would not allow shares to be counted as primary capital if they could be sold back to the issuer precisely when the company was in trouble, which is when an auction would fail. ■

US Has Largest Number of ATMs, But Lead Is Slipping

Japan Closes in with Most Machines per Person; Sweden Tops List in Efficiency

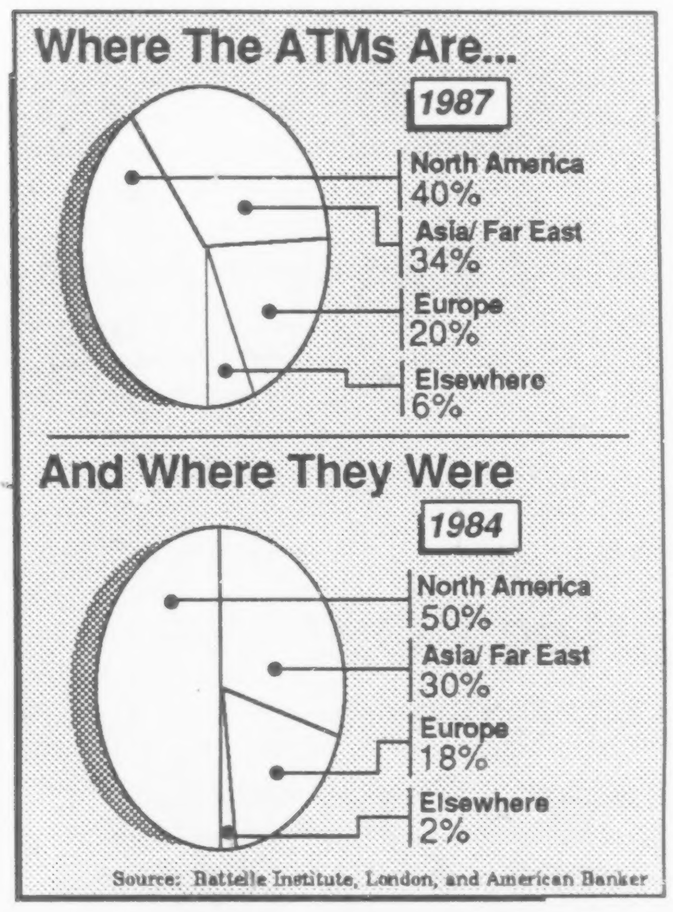
By JEFFREY KUTLER

NEW YORK — Chubb Ltd. and De La Rue Ltd., two British companies, invented automated teller machines in the 1960s, but the United States led the world into massive ATM deployment in the 1970s and early 1980s.

Now that growth has slackened in the U.S. ATM industry, the United States is no longer the dominant force it once was.

As recently as 1984, U.S. financial institutions had installed almost a majority of the world's self-service banking machines. By early 1987, their share had declined to 38%.

ATM growth rates also have fallen in Europe, but not nearly as much. The other pillars of the industrialized world are taking up where the U.S. ATM boom left off, and Japan is closing in on the ATM lead.



Source: Battelle Institute, London, and American Banker

Japan has the most ATMs per citizen. Sweden leads in ATM efficiency, with Canada close behind. Efficiency is measured in terms of transaction volume per machine.

With 67,000 ATMs in place, the United States still leads Japan by 12,000 machines, according to statistics gathered early this year by the Battelle Banking Research Group in London, a part of Battelle Memorial Institute, Columbus, Ohio.

The United States and Japan have the most well-developed ATM networks and the most intricate arrangements for sharing those networks among large numbers of banks. No other country is in the same class.

Britain is third with 10,800 ATMs, and France is fourth with 9,500. Spain, in fifth place, has less than half of France's total.

Europe as a whole, however, accounts for 20% of the 175,000 worldwide ATM installations, compared with 34% in the Japanese-led Far East, 40% in North America, and 6% elsewhere.

Calculating Density

The ATM business varies greatly between countries and continents, and raw numbers of machines do not tell the whole story, said Peter Hirsch, Battelle's London-based research manager.

Recent data gathered by Battelle show Japan leads in machine density — the number of ATMs and cash dispensers per person. (Battelle's statistics include both multiple-function ATMs and single-function cash dispensers.)

Japan's banks have installed 470 machines to serve each one million inhabitants, nearly double the U.S. ratio of one machine per 282 per million people.

"In Europe, the density is at most only about one-third of that found in Japan," Mr. Hirsch said recently. "France and Britain top the list [in Europe], and it can be seen clearly by this measure how far Germany lags behind most other large, developed countries."

West Germany's ATM density of 55 per million is lower than in all major European countries except Italy, which is at 44 per million.

Sweden and Canada excel in the key measure of cash withdrawals per machine per month, at 7,700 and 7,000, respectively. In third place, at 5,000, is the United States. The U.S. number has been declining for several years, but Sweden and Canada demonstrate improvement is possible.

Sweden's success in marketing ATM and cash-dispensing services can be traced back to the late 1960s when its banks shortened their hours and provided 24-hour banking machines to compensate. Now an entire generation of bank customers have become familiar with the country's all-inclusive commercial bank and savings bank networks.

ATM and Cash Dispenser Usage In 11 Industrialized Nations

Country	Number of Machines	Machines per Million People	Cash Withdrawals Per Machine Per Month
United States	**67,000**	282	5,000
Japan	55,000	**470**	NA
Britain	10,800	190	4,200
France	9,500	174	3,100
Spain	4,400	113	2,500
Australia	3,600	237	NA
West Germany	3,400	55	3,900
Canada	3,241	130	7,000
Italy	2,500	44	1,000
Sweden	1,227	147	**7,700**
Belgium	703	71	4,700

Source: Battelle Institute, London, and *American Banker*

Canada began to make major ATM strides only in this decade. Its banks operate about 3,200 ATMs, an 18% gain in a year. Transaction volume has begun to soar over the past two years with the advent of Interac, a nationwide shared ATM network connecting all the major financial institutions.

Canada's single nationwide ATM system is less confusing to consumers than the half-dozen national networks and 200 regional networks being promoted in the United States.

Typical of the Canadian experience is the nation's largest commercial bank, the Royal Bank of Canada, which owns almost 1,300 of the machines. Its average ATM handles 11,939 transactions per month, 60% of them cash withdrawals, said Michael Carle, a spokesman for Royal Bank.

Both Sweden and Canada have populations that are smaller, more socioeconomically homogeneous, and more uniformly educated than in the United States, which may help explain their ability to sell automation.

Sweden, with a land area larger than that of California, has 8.3 million residents, one-third of California's population.

Canada's population of 25 million is about the same as California's. While Canada's is spread across the width of the North American continent, a majority of Canadians live within 100 miles of the U.S. border and have long been accustomed to getting cash in bank branches other than their own.

ATM manufacturing companies find European and North American markets to be very different, Battelle Institute said. Diebold has placed 45% of U.S. ATMs, but it and its marketing partner, Philips NV of the Netherlands, control only 4% of the European market.

IBM Corp., second in the United States with a 21% market share, leads Europe at 27%.

NCR Corp. is second in Europe at 26% and third in the United States at 15%. European-owned vendors such as Olivetti of Italy and Dassault of France have gotten 34% of the business on their own continent and 15% in America. Most of the remaining 3% in the United States, and a similar percentage in Europe, belongs to the Japanese.

It seems universally true that bankers do not know all about managing ATM technology, and that they have made some mistakes.

"Large numbers of machines and networks have proved expensive and uneconomic for banks to operate," said Mr. Hirsch of Battelle. "Even for the most successful networks, the result of operating ATMs is not to make a great profit but to absorb increases in transaction volumes, achieve some worthwhile productivity increases, and make some relatively modest cost savings."■

New Chief of the Cleveland Fed Is True Believer in Free Markets

Special to the American Banker

PITTSBURGH — W. Lee Hoskins, the newly appointed president of the Federal Reserve Bank of Cleveland, puts his faith in free enterprise.

W. Lee Hoskins

Whether it is in setting monetary policy or regulating financial institutions, Mr. Hoskins believes that government's role is a lot less important than many people make it out to be.

"You could identify me as a classical economist, though I might identify myself more as a free-market economist," he said Monday, shortly after his appointment was announced. "I believe you should allow the market to allocate resources."

The Cleveland Fed oversees the Fourth Federal Reserve District, which includes Ohio, western Pennsylvania, the northern panhandle of West Virginia, and eastern Kentucky. It has 1,400 employees, branches in Pittsburgh and Cincinnati, and a check-clearing center in Columbus.

Mr. Hoskins, 46, will assume his duties on Sept. 21, after spending seven years as chief economist at PNC Financial Corp. and its lead bank, Pittsburgh National Bank. He will succeed Karen N. Horn, who resigned in early April to become chairman and chief executive officer of Bank One, Cleveland.

One of Mr. Hoskins' key jobs will be to help set monetary policy as a member of the Federal Open Market Committee. The Cleveland Fed president has served on the committee every other year, rotating with the president of the Chicago Fed.

Mr. Hoskins' name has been mentioned for several government posts in recent years, including a seat on the Federal Reserve Board in 1985. He never pursued any of those opportunities until now.

"For the 17 years of my professional life, I've either been researching monetary policy or reacting to it," he said. "I think it's about time I had a chance to make monetary policy."

Mr. Hoskins' first term on the committee will start in March. He said he is looking forward to serving because of the group's power to influence inflation, a problem that still worries him.

But he also counsels against believing that the committee can have a major impact on the growth of the economy.

"The primary role of the Federal Reserve is to provide stability in the financial system. And that includes price stability," he said.

"The Federal Reserve cannot make for real growth. There are fundamental [economic] factors that do that. We can only affect the price level."

That is also the philosophy Mr. Hoskins expects to see from the new Federal Reserve chairman, Alan Greenspan.

"I see his monetary policy as one of recognizing its limits," Mr. Hoskins said. "It cannot stimulate real growth in the economy forever."

When it comes to bank regulation, Mr. Hoskins sees the free-market system applying on two fronts.

He favors continued deregulation of the banking industry. It is the only way American banks will be able to compete with their counterparts in other countries, he said.

Mr. Hoskins said it is premature to comment on specific changes he would like to see. But he made it clear that he believes government should not have to lead the way.

Asked what his regulatory philosophy is, Mr. Hoskins said: "The general thrust is that bank managers would be responsible for the management of their resources. Regulators should not be telling banks how to use these resources. They should depend on the marketplace to determine that."

Before joining PNC, Mr. Hoskins spent 11 years at the Federal Reserve Bank of Philadelphia. When he left in 1980, he was vice president and director of research. ■

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TOP 300 BANKS IN DEPOSITS
— TABLES BEGIN ON P. 33

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TODAY

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CITICORP HAS FILED to issue about $1 billion in common stock next month, initiating an effort to rebuild shareholders' equity after the $2.6 billion loss the company suffered in the second quarter.... 2

A FLORIDA SUIT that plugged the nonbank-bank loophole for nearly three years is being dropped in the wake of new federal legislation that prohibits future charterings of such limited-service institutions. The suit, filed Dec. 14, 1984, by the Independent Bankers Association of America, the Florida Bankers Association, and other banking interests, blocked the Comptroller of the Currency from acting on more than 300 pending applications that were on the verge of being approved... 2

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Quote

People looking at the thrift industry are not used to seeing these kinds of transactions.

Michael Wise, chairman of Silverado Banking and of the U.S. League of Savings Institutions' regulatory policy committee, on Silverado's unorthodox deals [Page 48]

Unquote

Boston Safe Continues Deposit Boom

Morgan Guaranty Now Ranks 4th

By L. MICHAEL CACACE

NEW YORK — Boston Safe Deposit Trust Co. continues its six-year climb to become one of the nation's top deposit-taking institutions. The bank now ranks as the nation's 25th largest in deposits, after posting the largest nonmerger-related gain in the first half of 1987 by a bank ranked among the top 100.

Sovran Bank, Richmond, Va., scored the second highest gain in deposits among the top 100 banks, to move into 20th place.

Among the nation's 10 largest banks, Morgan Guaranty Trust Co., New York, ended Manufacturers Hanover Trust Co.'s 26-year tenure as the nation's fourth largest commercial bank in deposits.

Five Largest Banks

June 30 deposits (billions of dollars)

1	Citibank	$101.3
2	Bank of America	72.4
3	Chase Manhattan Bank	62.4
4	Morgan Guaranty Trust	47.2
5	Manufacturers Hanover Trust	44.8

And among the top 300 banks in the U.S., the largest nonmerger-related growth was scored by Sears, Roebuck and Co.'s special-purpose bank, Greenwood Trust Co., New Castle, Del.

These are the major findings of the *American Banker's* annual survey of the top 300 banks, published today. The banks are listed in order of their total deposits at June 30, 1987.

Boston Safe Deposit Trust Co.— a special-purpose bank subsidiary of Shearson Lehman Brothers — had $8.99 billion in deposits at June 30, up 31.6% from $6.83 billion at Dec. 31, 1986. The sharp deposit gain enabled the bank to jump 12 places in rank to 25th position at midyear.

According to data from the bank's federal regulatory report of condition, 95% of the deposit growth was centered in two deposit categories — money market deposit accounts and large-denomination certificates of deposits. Money market accounts were up 52.3%, to $3.30 billion at June 30 from $2.17 billion at Dec. 31, 1986. And large CDs rose 26.5% to $4.4 billion at June 30 from $3.5 billion six months earlier.

Among the top 300 banks, Boston Safe Deposit has been the fastest growing over the last six years. From year-end 1981 to midyear 1987, the bank's deposits increased more than 23 times. This sharp rise coincides with the acquisition of the bank's parent, the Boston Co., by Shearson/American Ex-

Boston Safe: Page 46 ➻

BIG DEALS

Banking Field Records Biggest Month For Mergers and Acquisitions in July

By GORDON MATTHEWS

NEW YORK — The imminent opening of New Jersey to national reciprocal interstate banking and a quickening pace of banking consolidation in the Midwest helped make July the biggest month so far this year for banking industry mergers and acquisitions.

At nearly $3.4 billion, the aggregate price of deals reported last month was more than twice the total registered during the previous busiest month, February. Measured by price, July accounted for nearly a third of the $9.9 billion of merger activity announced so far this year.

Bankers and industry analysts expect more of such activity in the months ahead. They cite a relative scarcity of desirable acquisition targets within New Jersey and this has spurred fast action. They also note that the Midwest may be on the brink of a major period of banking consolidation.

New Jersey's decision to move from regional to national reciprocity as the basis for interstate banking Jan. 1 — the first northeastern industrial state other than New York to do so — quickly prompted a pair of deals between banks there and in Pennsylvania during July.

In the highest priced banking deal yet seen, First Fidelity Corp., Newark, proposed to acquire Fidelcor Inc., parent of Philadelphia's largest bank, for

Big Deals: Page 41 ➻

Aetna, Northern Offer New Options To Cautious Public

By LYNN BRENNER

NEW YORK — Aetna Life Insurance & Annuity Co. and Northern Trust Co. introduced products Wednesday that are the latest entrants into a competition to appeal to consumers eager to benefit from a soaring stock market, but fearful of losing their principal.

Aetna's product is a new mutual fund investment available, among several other options, to buyers of the company's variable annuities.

The insurer says it will guarantee the annuitant's initial investment in the fund, called Aetna Guaranteed Equity Trust, after a five-year period. Investors who transfer or withdraw their investment from the fund before the five years are up will receive its market value.

Northern Trust Co., meanwhile, announced the Northern Stock Index Account, a savings account with principal guaranteed up to $100,000 by the Federal Deposit Insurance Corp., and earnings linked to stock market performance.

A similar product called the Market Index Investment was introduced by Chase Manhattan Bank early this year. Another similar product was quietly test marketed by Citibank two months ago. Both Chase and Citibank introduced time deposit accounts rather than savings accounts.

Chase, Northern Trust, and Citibank all linked potential earnings of their products to fluctuations in the Standard & Poor's 500 Composite Stock Index, which registers daily per-share prices of 500 common stocks.

Chase shelved the bear-market version of its Market Index Investment last month, after preliminary sales failed to win much response from institutional investors.

"A bear-market product is more difficult to sell, even to sophisticated investors," said J. Terrence Murray, senior vice president of personal financial services at Northern Trust.

Aetna: Page 46 ➻

Why do more than 200 banks and 2 million merchants rely on NDC for credit card services?

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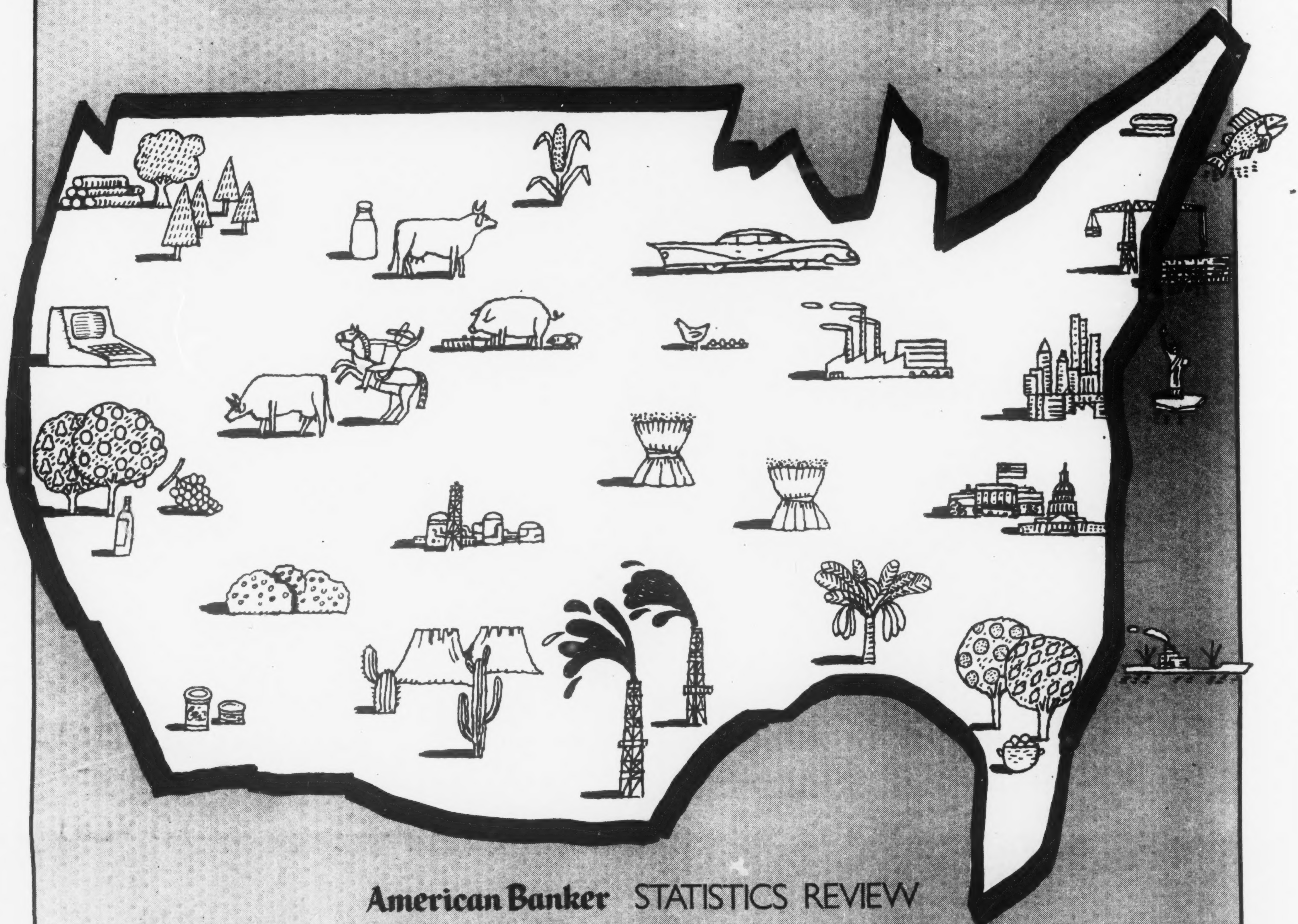

American Banker STATISTICS REVIEW

The Top 300 Commercial Banks

MID-YEAR UPDATE

The Top 10 Deposit Gainers Among the Top 300 Commercial Banks

	(Dollar Amounts in Millions)	Deposits 6/30/87	Deposits 12/31/86	Percent Increase	Bank Rank
1	Michigan National Bank, Farmington Hills	$6,289.2	52.4	11,902	40
2	Norstar Bank of Long Island, Hempstead, N.Y.	1,429.8	48.0	2,877	209
3	First Union National Bank of Georgia, Atlanta	933.8	42.2	2,111	298
4	Bank of New York (Delaware), Wilmington	1,136.1	217.3	423	251
5	Citizens & Southern Nat'l Bank of Fla., Ft. Lauderdale	4,031.9	838.8	381	75
6	Texas Commerce Bank-Dallas NA	1,360.4	480.0	183	217
7	Norstar Bank NA, Buffalo, N.Y.	2,786.4	1,214.9	129	115
8	United Bank & Trust Co., Hartford. Conn.	1,359.3	774.7	75	218
9	Greenwood Trust Co., New Castle, Del.	1,820.4	1,048.4	74	172
10	Hibernia National Bank, New Orleans	3,733.6	2,177.6	71	83

The 10 Largest Deposit Losers Among the Top 300 Commercial Banks

	(Dollar Amounts in Millions)	Deposits 6/30/87	Deposits 12/31/86	Percent Decrease	Bank Rank
1	Imperial Bank, Los Angeles	1,495.4	2,188.5	31.7	199
2	Allied Bank of Texas, Houston	2,103.0	2,886.9	27.1	152
3	Barnett Bank of Southwest Fla. NA, Sarasota	1,395.8	1,878.8	25.7	213
4	Norwest Bank Des Moines NA, Iowa	930.9	1,132.9	17.8	300
5	First City National Bank, Houston	2,795.2	3,324.7	15.9	114
6	State Street Bank & Trust Co., Boston	4,446.4	5,254.9	15.4	67
7	Morgan Bank (Delaware), Wilmington	1,074.0	1,256.2	14.5	266
8	Connecticut National Bank, Hartford	6,113.6	7,045.3	13.2	43
9	Northern Trust Co., Chicago	4,384.8	5,013.7	12.5	68
10	United Bank of Arizona, Phoenix	1,948.0	2,224.0	12.4	161

Illustration by Devis Grebu

Top 300 Commercial Banks in the United States

In Order of Deposits June 30, 1987, Compared with June 30, 1986 and Dec. 31, 1986

Compiled by American Banker Copyright 1987

Rank 6/30/87		Deposits June 30, 1987	Deposits June 30, 1986	Rank 6/30/86	Gain from 6/30/86	Deposits Dec. 31, 1986	Rank 12/31/86	Gain from 12/31/86
1	**Citibank NA, New York**	101,300,000,000	96,265,000,000	1		102,933,000,000	1	
2	**Bank of America NT&SA, San Francisco**	72,419,000,000	88,639,000,000	2		76,084,000,000	2	
3	**Chase Manhattan Bank NA, New York**	62,442,668,000	58,935,141,000	3		60,899,893,000	3	
4	**Morgan Guaranty Trust Co., New York**	47,224,000,000	42,149,712,000	5	+ 1	44,935,863,000	5	+ 1
5	**Manufacturers Hanover Trust Co., New York**	44,815,131,000	45,379,018,000	4		46,117,000,000	4	
6	**Chemical Bank, New York**	39,046,000,000	35,187,251,000	6		39,163,000,000	6	
7	**Security Pacific National Bank, Los Angeles**	34,034,414,000	32,464,451,000	8	+ 1	34,574,626,000	7	
8	**Wells Fargo Bank NA, San Francisco**	32,699,949,000	32,582,767,000	7		33,286,916,000	9	+ 1
9	**Bankers Trust Co., New York**	30,959,963,000	28,665,685,000	9		34,162,759,000	8	
10	**First National Bank, Chicago**	28,499,627,000	24,829,749,000	10		24,909,690,000	10	
11	**Continental Illinois National Bank & Trust Co., Chicago**	18,597,352,000	17,166,285,000	11		18,695,628,000	11	
12	**First Interstate Bank of California, Los Angeles**	17,267,075,000	16,255,126,000	12		18,115,591,000	12	
13	**Marine Midland Bank NA, Buffalo, N.Y.**	17,198,900,000	15,482,660,000	13		17,034,413,000	13	
14	**Mellon Bank NA, Pittsburgh**	16,912,592,000	15,199,387,000	14		15,049,613,000	15	+ 1
15	**Bank of New York (a)**	16,332,774,000	13,780,332,000	16	+ 1	14,970,194,000	16	+ 1
16	**First National Bank, Boston**	15,099,230,000	14,794,782,000	15		16,689,981,000	14	
17	**Irving Trust Co., New York**	12,966,217,000	10,811,251,000	17		12,662,578,000	17	
18	**Republic National Bank, New York**	11,740,732,000	10,724,463,000	18		11,065,954,000	18	
19	**National Bank of Detroit**	10,365,804,000	9,057,345,000	20	+ 1	9,714,319,000	20	+ 1
20	**Sovran Bank NA, Richmond**	9,855,956,000	7,763,911,000	26	+ 6	8,352,879,000	26	+ 6
21	**First RepublicBank Dallas NA (b)**	9,672,801,000	10,026,082,000	19		8,623,009,000	24	+ 3
22	**NCNB National Bank of North Carolina, Charlotte**	9,209,283,000	8,805,828,000	21		9,847,559,000	19	
23	**Southeast Bank NA, Miami**	9,181,537,000	8,310,452,000	23		9,461,003,000	21	
24	**National Westminster Bank USA, New York**	9,146,547,000	8,145,954,000	24		8,784,311,000	23	
25	**Boston Safe Deposit & Trust Co.**	8,990,290,000	5,092,137,000	49	+24	6,830,142,000	37	+12
26	**Valley National Bank, Phoenix, Ariz.**	8,799,819,000	8,537,965,000	22		9,218,623,000	22	
27	**Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.**	8,700,513,000	7,988,771,000	25		8,608,158,085	25	
28	**Bank of New England NA, Boston**	7,783,734,000	5,379,251,000	42	+14	7,337,376,000	31	+ 3
29	**Seattle-First National Bank**	7,503,487,000	7,206,105,000	27		7,753,514,000	28	
30	**Citizens & Southern National Bank, Atlanta**	7,464,640,000	6,653,110,000	28		7,198,662,000	35	+ 5
31	**Union Bank, Los Angeles**	7,367,277,000	6,370,655,000	32	+ 1	8,122,922,000	27	
32	**Pittsburgh National Bank**	7,354,118,000	6,458,699,000	30		7,421,031,000	30	
33	**First Union National Bank, Charlotte, N.C.**	7,062,654,000	6,453,566,000	31		7,597,348,000	29	
34	**Fidelity Bank NA, Malvern, Pa.**	7,004,601,000	5,302,834,000	45	+11	7,242,812,000	32	
35	**Connecticut Bank & Trust Co. NA, Hartford**	6,971,803,000	6,485,256,000	29		7,215,016,000	33	
36	**First Fidelity Bank NA, Newark, N.J.**	6,965,370,000	6,289,600,000	33		7,209,772,000	34	
37	**AmeriTrust Co. NA, Cleveland**	6,895,390,000	5,090,864,000	50	+13	6,081,623,000	43	+ 6
38	**NCNB National Bank of Florida, Tampa**	6,627,813,000	4,787,766,000	57	+19	6,746,423,000	38	
39	**Texas Commerce Bank NA, Houston (c)**	6,495,648,000	6,275,795,000	34		5,607,112,000	50	+11
40	**Michigan National Bank, Farmington Hills (d)**	6,289,232,000	46,856,000	....		52,435,000	4,819	+4779
41	**Philadelphia National Bank**	6,238,614,000	6,178,041,000	35		6,442,770,000	39	
42	**Rainier National Bank, Seattle**	6,208,161,000	5,986,829,000	36		6,316,803,000	40	
43	**Connecticut National Bank, Hartford**	6,113,605,000	5,788,820,000	38		7,045,299,000	36	
44	**Maryland National Bank, Baltimore**	6,040,838,000	5,616,687,000	40		5,789,068,000	47	+ 3
45	**United Virginia Bank, Richmond**	5,938,757,000	5,401,430,000	41		6,111,774,000	41	
46	**First National Bank, Minneapolis**	5,925,902,000	5,370,774,000	43		5,826,850,000	45	
47	**Harris Trust & Savings Bank, Chicago**	5,858,583,000	5,825,773,000	37		6,096,175,000	42	
48	**Comerica Bank-Detroit**	5,759,511,000	5,658,538,000	39		5,911,414,000	44	
49	**Manufacturers National Bank, Detroit**	5,725,444,000	4,969,518,000	55	+ 6	5,237,695,000	57	+ 8
50	**Florida National Bank, Jacksonville**	5,636,184,000	5,212,024,000	47		5,795,374,000	46	
51	**First Interstate Bank of Arizona NA, Phoenix**	5,579,538,000	5,332,920,000	44		5,702,441,000	48	
52	**United States National Bank of Oregon, Portland**	5,571,201,000	5,239,307,000	46		5,638,056,000	49	
53	**Huntington National Bank, Columbus, Ohio**	5,422,992,000	5,101,449,000	48		5,414,927,000	52	
54	**First Union National Bank of Florida, Jacksonville**	5,367,910,000	4,971,977,000	54		5,346,832,000	54	
55	**Meridian Bank, Reading, Pa.**	5,363,731,000	5,031,773,000	52		5,359,657,000	53	
56	**MBank Dallas NA**	5,344,453,000	5,039,371,000	51		5,465,342,000	51	
57	**California First Bank, San Francisco**	5,262,706,000	4,760,441,000	58	+ 1	5,268,106,000	55	
58	**First National Bank, Atlanta**	5,092,414,000	4,996,269,000	53		4,976,636,000	60	+ 2
59	**Bank of Tokyo Trust Co., New York**	4,978,180,000	4,796,958,000	56		5,168,657,000	58	
60	**Signet Bank/Virginia, Richmond (e)**	4,960,151,000	3,911,846,000	71	+11	4,394,393,000	66	+ 6
61	**European American Bank, New York**	4,639,888,000	4,628,973,000	60		4,593,372,000	64	+ 3
62	**Fleet National Bank, Providence, R.I.**	4,622,848,000	4,204,555,000	64	+ 2	4,620,169,000	63	+ 1
63	**AmSouth Bank NA, Birmingham, Ala.**	4,539,694,000	3,935,348,000	70	+ 7	4,446,849,000	65	+ 2
64	**First Interstate Bank of Oregon NA, Portland**	4,497,555,000	4,254,309,000	63		4,711,130,000	62	
65	**Riggs National Bank, Washington, D.C.**	4,491,749,000	4,130,920,000	65		4,832,701,000	61	
66	**Bank of Hawaii, Honolulu**	4,454,385,000	3,979,856,000	68	+ 2	4,320,112,000	68	+ 2
67	**State Street Bank & Trust Co., Boston**	4,446,417,000	4,340,752,000	62		5,254,894,000	56	
68	**Northern Trust Co., Chicago**	4,384,768,000	4,449,174,000	61		5,013,678,000	59	
69	**Provident National Bank, Philadelphia**	4,339,772,000	3,958,510,000	69		4,384,556,000	67	
70	**Banco Popular de Puerto Rico, San Juan**	4,296,539,197	3,751,724,595	76	+ 6	3,820,226,000	77	+ 7
71	**First Tennessee Bank NA, Memphis**	4,277,828,000	3,887,203,000	73	+ 2	4,255,373,000	69	
72	**Barnett Bank of South Florida NA, Miami**	4,152,633,000	3,811,419,000	75	+ 3	4,004,588,000	74	+ 2
73	**Society National Bank, Cleveland**	4,117,450,000	3,980,632,000	67		3,968,552,000	75	+ 2
74	**National City Bank, Cleveland**	4,051,513,000	3,293,410,000	83	+ 9	4,020,597,000	72	
75	**Citizens & Southern National Bank of Florida, Fort Lauderdale (f)**	4,031,927,308	778,397,971	327	+252	838,845,000	326	+251
76	**First Florida Bank NA, Tampa**	3,944,088,000	3,691,689,000	77	+ 1	4,072,068,000	71	
77	**Sanwa Bank California, San Francisco**	3,931,299,000	1,307,296,000	213	+136	3,898,471,000	76	
78	**First Pennsylvania Bank NA, Philadelphia**	3,892,466,000	3,876,281,000	74		4,007,509,000	73	
79	**Arizona Bank, Phoenix**	3,891,382,000	3,563,827,000	78		3,763,043,000	80	+ 1
80	**Shawmut Bank of Boston NA**	3,888,267,000	3,219,409,000	87	+ 7	3,790,637,000	78	
81	**Norwest Bank Minneapolis NA**	3,765,191,000	3,889,897,000	72		4,104,098,000	70	
82	**First National Bank of Maryland, Baltimore**	3,747,401,000	3,244,541,000	85	+ 3	3,640,641,000	82	
83	**Hibernia National Bank, New Orleans (g)**	3,733,623,000	1,934,272,000	148	+65	2,177,568,000	143	+60
84	**American Security Bank NA, Washington, D.C.**	3,615,139,000	3,225,129,000	86	+ 2	3,714,283,000	81	
85	**Citibank (New York State), Perinton (h)**	3,544,557,000	3,288,294,000	84		3,767,240,000	79	
86	**BancOhio National Bank, Columbus**	3,492,955,000	3,443,742,000	80		3,592,106,000	83	
87	**Israel Discount Bank of New York**	3,489,160,000	3,433,004,000	81		3,496,932,000	87	
88	**Midlantic National Bank, Newark, N.J.**	3,473,837,000	2,538,813,000	109	+21	3,316,147,000	93	+ 5
89	**MBank Houston NA**	3,468,883,000	3,205,292,000	89		3,498,278,000	86	
90	**First Alabama Bank, Montgomery**	3,429,310,000	3,132,514,000	91	+ 1	3,454,611,000	89	
91	**Trust Company Bank, Atlanta**	3,376,231,000	3,471,117,000	79		3,387,271,000	90	
92	**Fuji Bank & Trust Co., New York**	3,339,467,000	2,949,660,000	94	+ 2	2,933,972,000	105	+13
93	**Chase Lincoln First Bank NA, Rochester, N.Y.**	3,316,423,000	3,399,858,000	82		3,509,529,000	85	
94	**South Carolina National Bank, Columbia**	3,310,354,000	3,138,468,000	90		3,326,106,000	91	
95	**Central Fidelity Bank, Richmond**	3,302,912,000	2,893,055,000	95		3,236,543,000	94	
96	**Mellon Bank (East) NA, Philadelphia**	3,254,289,000	3,207,665,000	88		3,486,800,000	88	
97	**Mercantile Bank NA, St. Louis**	3,240,225,000	3,068,156,000	93		3,126,033,000	97	
98	**Bank of California NA, San Francisco**	3,197,385,000	2,549,107,000	108	+10	2,746,841,000	115	+17
99	**Sumitomo Bank of California, San Francisco**	3,143,235,900	2,813,624,349	99		2,969,141,000	104	+ 5
100	**Industrial Bank of Japan Trust Co., New York**	3,121,480,000	2,491,288,000	112	+12	3,017,518,000	101	+ 1
	TOTAL DEPOSITS FOR TOP 100 BANKS†	**1,060,907,342,405**	**1,117,576,834,944**			**1,056,522,011,058**		

Data Sources: American Banker questionnaire and **R.L. Polk & Co., Nashville, Tenn.** The data requested are consolidated— for the bank and its domestic and foreign subsidiaries— and as reported on the federal regulatory Report of Condition, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. In the case of mergers, the bank— under whose charter the merger took place— is considered the surviving bank. **(a)**— Acquired Long Island Trust Co. NA, Garden City, N.Y., 2/87. **(b)**— Formerly RepublicBank Dallas NA. Changed title after merging InterFirst Bank Dallas NA, 6/87. **(c)**— Acquired 25 affiliated banks on 6/15/87. **(d)**— A subsidiary of Michigan National Corp. Acquired 15 of its parent's affiliated banks, 3/87. **(e)**— Formerly Bank of Virginia. Changed title 3/87. **(f)**— Merged 14 banks and changed title from Citizens & Southern National Bank 1/87. **(g)**— Acquired 5 banks 1/87. **(h)**— Formerly Citibank (New York State) NA, Rochester. Changed charter (from national to state) and location 5/87. **(†)**— Totals for 6/30/86 and 12/31/86 are for the top 100 banks on those respective dates.

Top 300 Commercial Banks in the United States

In Order of Deposits June 30, 1987, Compared with June 30, 1986 and Dec. 31, 1986

Compiled by American Banker Copyright 1987

Rank 6/30/87		Deposits June 30, 1987	Deposits June 30, 1986	Rank 6/30/86	Gain from 6/30/86	Deposits Dec. 31, 1986	Rank 12/31/86	Gain from 12/31/86
101	First Hawaiian Bank, Honolulu	3,098,159,000	2,805,586,000	100		2,996,423,000	102	+ 1
102	First National Bank, St. Paul, Minn.	3,031,272,000	3,087,876,000	92		3,202,279,000	95	
103	Equitable Bank NA, Baltimore	3,028,907,000	2,802,024,000	101		2,925,112,000	106	+ 3
104	Indiana National Bank, Indianapolis	2,932,232,000	2,702,690,000	105	+ 1	2,989,642,000	103	
105	First Interstate Bank of Washington NA, Seattle	2,902,851,000	2,748,699,000	102		2,876,589,000	108	+ 3
106	First Wisconsin National Bank, Milwaukee	2,879,803,000	2,708,654,000	104		3,129,967,000	96	
107	Citizens & Southern National Bank, Charleston, S.C.	2,867,753,407	2,641,367,000	106		2,775,854,470	114	+ 7
108	Boatmen's National Bank, St. Louis	2,856,122,000	2,819,236,000	98		3,072,712,000	99	
109	American National Bank & Trust Co., Chicago	2,843,042,000	2,603,164,000	107		3,023,234,000	100	
110	BayBank Middlesex, Burlington, Mass.	2,839,630,000	2,278,839,000	124	+14	2,536,684,000	123	+13
111	Branch Banking & Trust Co., Wilson, N.C.	2,819,053,000	2,445,098,000	117	+ 6	2,836,926,000	109	
112	Norstar Bank of Upstate NY, Albany	2,816,484,062	2,864,605,000	96		3,084,862,000	98	
113	Bank One Indianapolis NA (a)	2,807,676,000	2,731,90[illegible],000	103		2,790,138,000	111	
114	First City National Bank, Houston	2,795,245,000	4,026,176,000	66		3,324,729,000	92	
115	Norstar Bank NA, Buffalo, N.Y. (b)	2,786,376,000	1,171,553,857	231	+116	1,214,926,668	237	+122
116	Sun Bank NA, Orlando, Fla.	2,750,299,000	2,482,385,000	113		2,735,017,000	117	+ 1
117	United Jersey Bank, Hackensack, N.J.	2,720,298,000	2,430,061,000	118	+ 1	2,785,454,000	112	
118	First National Bank, Louisville, Ky.	2,687,744,000	2,528,916,000	110		2,785,161,000	113	
119	Sovran Bank/Maryland, Bethesda	2,651,724,000	2,467,779,000	115		2,736,810,000	116	
120	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	2,638,260,000	2,426,044,000	119		2,816,220,000	110	
121	Continental Bank, Norristown, Pa.	2,631,504,000	2,479,072,000	114		2,703,407,000	118	
122	Centerre Bank NA, St. Louis	2,592,410,000	2,389,675,000	122		2,483,740,000	126	+ 4
123	First-Citizens Bank & Trust Co., Raleigh, N.C.	2,570,014,000	2,461,221,000	116		2,632,843,000	120	
124	Deposit Guaranty National Bank, Jackson, Miss.	2,552,789,000	2,042,950,000	141	+17	2,167,631,000	144	+20
125	National Community Bank, Rutherford, N.J.	2,540,648,179	1,911,383,940	150	+25	2,435,807,221	128	+ 3
126	Dominion Bank NA, Roanoke, Va.	2,530,170,000	2,399,581,000	121		2,513,517,000	124	
127	First Interstate Bank of Nevada NA, Reno	2,526,477,000	2,400,924,000	120		2,605,685,000	122	
128	First American Bank of Virginia, McLean	2,491,925,000	2,254,439,000	125		2,465,376,000	127	
129	Bank Leumi Trust Co., New York	2,419,886,000	2,508,171,000	111		2,616,152,000	121	
130	City National Bank, Beverly Hills	2,377,554,000	2,050,667,000	138	+ 8	2,669,512,000	119	
131	Midlantic National Bank/North, West Paterson, N.J.	2,373,109,000	2,126,205,000	132	+ 1	2,497,782,000	125	
132	Banco de Ponce, Ponce, P.R.	2,362,238,354	2,067,481,132	136	+ 4	2,151,508,496	146	+14
133	Rhode Island Hospital Trust National Bank, Providence	2,317,405,000	2,044,402,000	140	+ 7	2,265,439,000	136	+ 3
134	United States Trust Co., New York	2,310,645,000	2,092,981,000	133		2,391,550,000	129	
135	Central Bank of the South, Birmingham, Ala.	2,309,767,000	2,228,029,000	126		2,372,089,000	131	
136	Commerce Union Bank, Nashville, Tenn.	2,287,497,000	1,818,695,000	159	+23	1,913,838,000	166	+30
137	Bank One Columbus NA, Ohio	2,274,052,771	2,222,431,286	127		2,227,420,921	138	+ 1
138	Bank South NA, Atlanta	2,269,701,000	1,883,532,000	151	+13	1,945,493,000	163	+25
139	Hamilton Bank, Lancaster, Pa.	2,263,176,000	2,189,486,000	129		2,358,593,000	132	
140	Wilmington Trust Co., Del.	2,244,225,000	2,004,395,000	143	+ 3	2,196,006,000	141	+ 1
141	First Security Bank of Utah NA, Ogden	2,241,476,000	2,220,843,000	128		2,298,064,000	134	
142	Old Kent Bank & Trust Co., Grand Rapids, Mich.	2,241,235,000	2,153,762,000	131		2,375,022,000	130	
143	Signet Bank/Maryland, Baltimore (c)	2,238,353,000	1,939,315,000	147	+ 4	2,115,776,000	149	+ 6
144	Manufacturers & Traders Trust Co., Buffalo, N.Y.	2,203,190,000	2,071,321,000	135		2,327,661,000	133	
145	Whitney National Bank, New Orleans, La.	2,177,076,000	1,714,507,000	170	+25	2,072,152,000	152	+ 7
146	First American National Bank, Nashville, Tenn.	2,177,023,000	1,839,955,000	157	+11	2,157,362,000	145	
147	Third National Bank, Nashville, Tenn.	2,171,567,000	1,987,612,000	145		2,070,662,000	153	+ 6
148	Union Trust Co., Stamford, Conn.	2,159,304,000	2,059,582,000	137		2,296,240,000	135	
149	Zions First National Bank, Salt Lake City, Utah	2,132,486,000	1,913,934,000	149		2,263,403,000	137	
150	Toledo Trust Co., Ohio	2,126,878,000	2,092,641,000	134		2,133,315,000	148	
151	Bank of Baltimore	2,118,855,000	1,739,795,000	165	+14	1,929,407,000	165	+14
152	Allied Bank of Texas, Houston	2,102,993,000	2,830,927,000	97		2,886,918,000	107	
153	Fifth Third Bank, Cincinnati	2,067,981,000	1,738,056,000	166	+13	1,952,343,000	162	+ 9
154	Equibank, Pittsburgh	2,059,083,000	1,875,229,000	154		2,020,817,000	155	+ 1
155	Central Trust Co. NA, Cincinnati	2,053,403,000	1,771,347,000	163	+ 8	2,149,022,000	147	
156	United Bank of Denver NA	2,052,362,000	1,963,663,000	146		1,972,182,000	158	+ 2
157	Idaho First National Bank, Boise	2,050,940,000	2,185,210,000	130		2,220,140,000	140	
158	Barclays Bank of New York NA	2,009,100,000	1,789,417,000	160	+ 2	2,084,769,000	151	
159	SouthTrust Bank of Alabama NA, Birmingham	1,985,468,000	1,856,458,242	156		1,977,686,000	157	
160	Citytrust, Bridgeport, Conn.	1,970,664,000	1,652,853,000	175	+15	1,966,164,000	159	
161	United Bank of Arizona, Phoenix	1,947,989,000	1,875,852,000	153		2,224,049,000	139	
162	First Jersey National Bank, Jersey City, N.J.	1,937,550,000	1,676,129,000	173	+11	1,940,916,000	164	+ 2
163	Trustmark National Bank, Jackson, Miss.	1,928,339,906	1,865,521,519	155		1,961,470,949	161	
164	New Jersey National Bank, Pennington	1,915,734,000	1,879,662,000	152		1,994,164,000	156	
165	Peoples National Bank, Seattle	1,909,702,000	1,990,298,000	144		2,103,196,000	150	
166	First National Bank, Cincinnati	1,900,138,742	1,571,108,000	182	+16	1,779,710,000	175	+ 9
167	Texas American Bank/Fort Worth NA	1,885,958,000	2,050,111,000	139		2,039,237,000	154	
168	Bank of Boston Connecticut, Waterbury	1,877,751,000	1,590,519,000	180	+12	1,865,752,000	170	+ 2
169	Citizens First National Bank, Ridgewood, N.J.	1,865,804,000	1,662,126,000	174	+ 5	1,826,334,000	172	+ 3
170	Merchants National Bank & Trust Co., Indianapolis	1,845,043,000	1,772,816,000	162		1,965,399,000	160	
171	NCNB South Carolina, Columbia	1,822,708,000	1,727,693,000	167		1,757,860,000	176	+ 5
172	Greenwood Trust Co., New Castle, Del.	1,820,369,000	363,644,000	...		1,048,444,000	275	+103
173	First RepublicBank Houston NA (d)	1,787,270,000	1,726,137,000	168		1,438,548,000	209	+36
174	Union National Bank, Pittsburgh	1,784,186,000	1,752,842,000	164		1,829,321,000	171	
175	Key Bank NA, Albany, N.Y.	1,768,077,000	1,689,522,000	171		1,900,898,000	167	
176	Citibank (South Dakota) NA, Sioux Falls	1,691,471,000	2,013,544,000	142		1,691,402,000	178	+ 2
177	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,685,749,000	1,576,158,000	181	+ 4	1,735,399,000	177	
178	Liberty National Bank & Trust Co., Oklahoma City	1,667,843,000	1,627,190,000	178		1,793,574,000	174	
179	Mitsui Manufacturers Bank, Los Angeles	1,654,976,000	1,683,832,000	172		1,679,677,000	179	
180	First Virginia Bank, Falls Church	1,633,509,000	1,464,965,000	193	+13	1,622,736,000	184	+ 4
181	M & I Marshall & Ilsley Bank, Milwaukee, Wis.	1,630,095,000	1,536,747,000	183	+ 2	1,660,053,000	181	
182	Midlantic National Bank/South, Mount Laurel, N.J. (e)	1,627,402,000	1,834,305,000	158		1,802,485,000	173	
183	National State Bank, Elizabeth, N.J.	1,610,598,000	1,383,040,000	203	+20	1,624,149,000	183	
184	First National Bank, Akron, Ohio	1,601,730,336	1,535,331,429	184		1,591,697,783	188	+ 4
185	Barnett Bank of Palm Beach Cty., West Palm Beach, Fla.	1,587,548,000	1,410,788,000	200	+15	1,600,214,000	187	+ 2
186	Sun Bank/South Florida NA, Fort Lauderdale	1,575,314,000	1,457,024,000	195	+ 9	1,624,663,000	182	
187	Sun Bank/Miami NA	1,569,436,000	1,470,702,000	191	+ 4	1,660,762,000	180	
188	First National Bank of Commerce, New Orleans, La.	1,559,142,000	1,637,586,000	177		1,616,015,000	185	
189	First Fidelity Bank NA, Burlington Twp., N.J.	1,545,530,000	1,501,014,000	187		1,546,848,000	197	+ 8
190	Manufacturers Hanover Bank (Delaware), Wilmington	1,541,096,000	1,520,577,000	185		1,277,068,647	228	+38
191	Southern National Bank, Lumberton, N.C.	1,540,030,000	1,372,255,000	205	+14	1,486,717,000	203	+12
192	United Carolina Bank, Whiteville, N.C.	1,536,691,000	1,398,725,000	201	+ 9	1,575,631,000	191	
193	First National Bank, Toms River, N.J.	1,530,717,000	1,249,503,000	216	+23	1,548,080,000	196	+ 3
194	Old National Bank, Spokane, Wash.	1,526,723,000	1,318,817,000	209	+15	1,422,221,000	210	+16
195	Bank of Oklahoma Tulsa NA	1,525,530,000	1,312,099,000	211	+16	1,576,119,000	190	
196	Puget Sound National Bank, Tacoma, Wash.	1,510,368,000	1,324,861,000	208	+12	1,536,860,000	198	+ 2
197	Liberty National Bank & Trust Co., Louisville, Ky.	1,498,173,000	1,462,103,000	194		1,556,551,000	195	
198	Barnett Bank of Central Florida NA, Winter Park	1,497,881,000	1,362,863,000	206	+ 8	1,519,424,000	201	+ 3
199	Imperial Bank, Los Angeles	1,495,438,000	1,387,478,000	202	+ 3	2,188,467,000	142	
200	Union Planters National Bank, Memphis, Tenn.	1,493,645,000	1,425,613,000	198		1,533,295,000	199	
	TOTAL DEPOSITS FOR BANKS 101-200†	**214,660,815,064**	**196,485,141,729**			**214,454,468,220**		

Data Sources: American Banker questionnaire and R.L. Polk & Co., Nashville, Tenn. The data requested are consolidated— for the bank and its domestic and foreign subsidiaries— and as reported on the federal regulatory Report of Condition, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. In the case of mergers, the bank— under whose charter the merger took place— is considered the surviving bank. **(a)**— Acquired by Banc One Corp., Columbus, Ohio, and changed title from American Fletcher National B&T Co., 1/87. **(b)**— Acquired Norstar Bank, Rochester, N.Y., 4/1/87. **(c)**— Formerly Union Trust Co. of Maryland. Changed title 3/30/87. **(d)**— Formerly RepublicBank Houston NA. Changed title after merging InterFirst Bank Houston NA, 6/87. **(e)**— Formerly Heritage Bank NA, Jamesburg, N.J. **(†)** — Totals for 6/30/86 and 12/31/86 are for the banked ranked 101-200 on those respective dates.

Top 300 Commercial Banks in the United States

In Order of Deposits June 30, 1987, Compared with June 30, 1986 and Dec. 31, 1986

Compiled by American Banker Copyright 1987

Rank 6/30/87		Deposits June 30, 1987	Deposits June 30, 1986	Rank 6/30/86	Gain from 6/30/86	Deposits Dec. 31, 1986	Rank 12/31/86	Gain from 12/31/86
201	Society Bank NA, Dayton, Ohio	1,493,286,000	1,476,732,000	190		1,603,295,000	186	
202	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	1,464,481,000	1,466,742,000	192		1,491,600,000	202	
203	Commerce Bank of St. Louis NA, Clayton, Mo.	1,464,259,000	1,423,822,000	199		1,529,180,000	200	
204	IBJ Schroder Bank & Trust Co., New York	1,457,068,000	1,647,808,000	176		1,413,195,000	211	+ 7
205	National Bank of Washington, D.C.	1,450,405,000	1,234,058,000	220	+15	1,456,468,000	206	+ 1
206	Frost National Bank, San Antonio, Tex.	1,447,369,000	1,509,054,181	186		1,573,168,380	192	
207	First Eastern Bank NA, Wilkes-Barre, Pa.	1,438,742,000	1,233,836,000	221	+14	1,455,386,000	207	
208	Citizens Bank & Trust Co., Riverdale, Md.	1,430,966,492	1,206,815,164	228	+20	1,321,771,377	222	+14
209	Norstar Bank of Long Island, Hempstead, N.Y. (a)	1,429,894,289	42,222,408	...		48,032,785	5269	+5060
210	Bank One Dayton NA, Ohio	1,421,236,000	1,382,601,000	204		1,369,514,000	217	+ 7
211	First Interstate Bank of Denver NA	1,408,021,000	1,590,760,000	179		1,568,223,000	193	
212	Exchange National Bank, Chicago	1,396,114,000	1,231,825,000	223	+11	1,412,419,000	212	
213	Barnett Bank of Southwest Fla. NA, Sarasota	1,395,770,000	373,914,819	...		1,878,772,000	169	
214	First Security Bank of Idaho NA, Boise	1,392,116,000	1,439,512,000	197		1,462,698,000	205	
215	Horizon Bank NA, Morristown, N.J.	1,379,226,000	1,337,329,000	207		1,467,768,000	204	
216	First Fidelity Bank NA/North Jersey, Totowa, N.J.	1,373,974,000	1,306,111,000	214		1,397,975,000	214	
217	Texas Commerce Bank-Dallas NA (b)	1,360,446,000	524,946,000	445	+228	479,987,000	496	+279
218	United Bank & Trust Co., Hartford, Conn. (c)	1,359,309,000	622,811,000	391	+173	774,699,000	350	+132
219	Sunwest Bank of Albuquerque NA, N.M.	1,348,410,000	1,315,240,000	210		1,411,564,000	213	
220	Merchants Bank NA, Allentown, Pa.	1,347,945,000	1,215,985,194	226	+ 6	1,296,180,130	226	+ 6
221	Bank of Delaware, Wilmington	1,335,372,000	1,213,443,000	227	+ 6	1,318,743,000	223	+ 2
222	Mitsubishí Bank of California, Los Angeles	1,331,946,000	1,236,713,000	219		1,242,906,000	236	+14
223	Valley National Bank, Passaic, N.J.	1,309,784,000	1,238,965,000	218		1,347,445,000	218	
224	United Missouri Bank of Kansas City NA	1,301,391,000	1,241,805,000	217		1,379,970,000	215	
225	Valley Bank of Nevada, Las Vegas	1,295,374,935	1,070,639,030	246	+21	1,253,615,752	232	+ 7
226	Norwest Bank South Dakota NA, Sioux Falls	1,292,607,000	1,310,150,000	212		1,321,967,000	221	
227	First American Bank NA, Washington, D.C.	1,281,477,000	1,131,361,000	235	+ 8	1,299,986,000	225	
228	MBank El Paso NA, Tex. (d)	1,262,960,000	825,323,000	312	+84	927,572,000	307	+79
229	Hibernia Bank, San Francisco	1,249,075,000	1,092,284,464	241	+12	1,330,473,000	219	
230	Merchants Bank, Kansas City, Mo.	1,238,145,000	126,284,000	...		1,249,572,000	233	+ 3
231	Marine Bank NA, Milwaukee, Wis.	1,214,686,000	1,170,134,000	232	+ 1	1,194,139,000	240	+ 9
232	First RepublicBank Austin NA, Tex. (e)	1,214,477,000	1,232,814,000	222		1,306,282,000	224	
233	Banco Santander Puerto Rico, Hato Rey (f)	1,213,544,558	1,018,922,886	259	+26	1,114,340,436	258	+25
234	Bank One Cleveland NA	1,205,865,000	1,076,609,954	245	+11	1,149,691,200	248	+14
235	Barnett Bank of Jacksonville NA, Fla.	1,189,772,000	1,152,258,000	234		1,268,547,000	229	
236	Key Bank of Central New York, Syracuse	1,188,327,000	1,097,762,000	238	+ 2	1,189,410,000	242	+ 6
237	BayBank Norfolk County Trust Co., Dedham, Mass.	1,183,472,000	1,029,374,000	258	+21	1,154,821,000	246	+ 9
238	Trust Company of New Jersey, Jersey City	1,183,410,000	1,037,488,000	256	+18	1,166,419,000	245	+ 7
239	Bank of the West, San Francisco	1,182,690,000	1,070,329,000	247	+ 8	1,130,252,000	253	+14
240	Summit Bank, Fort Wayne, Ind.	1,180,783,000	944,217,000	285	+45	1,030,733,000	278	+38
241	Boatmen's First National Bank, Kansas City, Mo.	1,167,035,000	1,230,485,000	224		1,327,742,000	220	
242	Bank of New England-West NA, Springfield, Mass.	1,161,533,000	1,097,704,000	239		1,289,813,000	227	
243	Commonwealth National Bank, Harrisburg, Pa.	1,156,521,000	1,172,009,000	230		1,196,363,000	238	
244	Princeton Bank, N.J.	1,156,434,000	1,062,293,000	248	+ 4	1,149,722,000	247	+ 3
245	San Diego Trust & Savings Bank, Calif.	1,152,912,000	1,018,045,000	261	+16	1,194,804,902	239	
246	Chase Manhattan Bank (USA) NA, Wilmington, Del.	1,150,573,000	1,266,540,000	215		1,121,748,000	256	+10
247	National Bank of Georgia, Atlanta	1,149,310,000	1,113,787,000	236		1,247,533,000	234	
248	Barnett Bank of Tampa NA, Fla.	1,144,604,000	893,391,000	295	+47	1,007,162,000	286	+38
249	Texas Commerce Bank-Austin NA	1,143,389,000	1,004,761,000	267	+18	1,060,541,000	271	+22
250	Casco Northern Bank NA, Portland, Me.	1,142,315,000	1,018,188,646	260	+10	1,139,885,000	251	+ 1
251	Bank of New York (Delaware), Wilmington	1,136,138,000	115,423,550	...		217,285,000	1055	+804
252	Louisiana National Bank, Baton Rouge	1,134,098,000	1,110,632,000	237		1,257,742,000	230	
253	Arlington Trust Co., Lawrence, Mass.	1,125,735,000	996,227,000	269	+16	1,077,325,000	268	+15
254	Amalgamated Bank, New York	1,120,482,000	1,048,173,000	251		1,105,358,125	260	+ 6
255	NBC Bank-San Antonio NA, Tex.	1,119,025,000	1,010,871,499	264	+ 9	1,105,235,525	261	+ 6
256	Midlantic National Bank/Merchants, Neptune, N.J.	1,118,261,000	654,090,000	372	+116	1,108,499,000	259	+ 3
257	Daiwa Bank Trust Co., New York	1,115,866,000	947,434,000	264	+27	1,245,058,704	235	
258	Central Carolina Bank & Trust Co. NA, Durham, N.C.	1,113,822,000	1,041,962,000	253		1,141,457,000	250	
259	Barclays Bank of California, San Francisco	1,111,753,000	1,083,826,000	243		1,124,398,000	255	
260	First American Bank & Trust, North Palm Beach, Fla.	1,110,606,000	964,062,000	281	+21	1,126,382,000	254	
261	Westamerica Bank NA, San Rafael, Calif.	1,103,695,000	968,463,000	279	+18	1,078,063,000	267	+ 6
262	Bank IV Wichita NA, Kan.	1,103,247,000	1,051,795,000	249		1,143,485,000	249	
263	Sun Bank of Tampa Bay, Tampa, Fla.	1,092,337,000	1,048,417,000	250		1,176,700,000	244	
264	Commerce Bank of Kansas City NA, Mo.	1,088,990,000	1,097,290,000	240		1,182,532,000	243	
265	Norwest Bank Nebraska NA, Omaha	1,082,638,000	1,154,378,000	233		1,192,698,000	241	
266	Morgan Bank (Delaware), Wilmington	1,073,953,000	1,080,044,000	244		1,256,227,000	231	
267	Security Bank & Trust Co., Southgate, Mich.	1,072,093,000	970,044,000	278	+11	1,080,017,000	266	
268	LaSalle National Bank, Chicago	1,067,462,000	1,040,268,287	254		1,096,086,000	263	
269	Jefferson National Bank, Charlottesville, Va.	1,065,600,000	989,387,000	271	+ 2	1,092,905,000	264	
270	Shawmut Worcester County Bank NA, Worcester, Mass.	1,060,646,000	996,448,000	268		1,089,756,900	265	
271	Society Bank of Eastern Ohio NA, Canton	1,055,790,000	1,005,614,000	266		1,037,387,000	276	+ 5
272	Bank One of Eastern Ohio NA, Youngstown, Ohio	1,053,896,000	1,089,404,000	242		1,102,370,000	262	
273	Provident Bank, Cincinnati	1,049,370,000	972,938,000	275	+ 2	1,058,471,000	272	
274	Summit Trust Co., N.J.	1,049,039,000	938,110,000	287	+13	1,033,629,000	277	+ 3
275	Marquette Bank Minneapolis NA	1,048,966,000	1,045,535,000	252		1,116,423,000	257	
276	Bank of Mississippi, Tupelo	1,045,330,000	591,244,000	405	+129	972,022,000	294	+18
277	Mercantile-Safe Deposit & Trust Co., Baltimore	1,031,544,000	972,098,000	276		1,055,596,000	273	
278	First Seneca Bank, Butler, Pa.	1,028,539,000	982,309,000	272		999,901,000	287	+ 9
279	Sunburst Bank, Grenada, Miss.	1,025,908,546	839,099,000	309	+30	1,008,728,000	285	+ 6
280	Maryland Bank NA, Newark, Del.	1,017,329,000	566,923,000	416	+136	716,683,000	373	+93
281	National Bank of Commerce, Memphis, Tenn.	1,011,404,000	962,530,000	282	+ 1	1,026,522,000	279	
282	Colonial National Bank USA, Wilmington, Del.	1,008,250,000	525,522,000	443	+161	770,250,000	353	+71
283	Central Jersey Bank & Trust Co., Freehold, N.J.	999,003,000	922,880,000	291	+ 8	1,013,947,000	283	
284	Mark Twain Bank, Ladue, Mo. (g)	998,102,000	883,205,085	296	+12	1,014,227,000	281	
285	First National Bank, Shreveport, La.	996,929,000	1,036,256,706	257		1,022,936,000	280	
286	First Union National Bank of South Carolina, Greenville	972,967,000	995,348,000	270		1,014,130,000	282	
287	Laredo National Bank, Tex.	970,530,711	939,655,000	286		957,359,000	299	+12
288	Citizens Commercial & Savings Bank, Flint, Mich.	968,919,000	966,001,000	280		962,779,000	296	+ 8
289	First American Bank of New York	964,478,000	818,041,000	314	+25	975,302,000	293	+ 4
290	United Penn Bank, Wilkes-Barre, Pa.	963,062,000	929,559,000	290		986,211,000	290	
291	Central Bank, San Francisco	960,417,000	1,038,069,700	255		1,062,518,600	269	
292	Amoskeag Bank, Manchester, N.H.	959,907,000	855,623,778	304	+12	950,919,628	301	+ 9
293	Central Bank of Denver	957,869,000	904,569,000	293		939,373,000	303	+10
294	BayBank Harvard Trust Co., Cambridge, Mass.	952,054,000	806,426,000	321	+27	924,311,000	310	+16
295	Brown Brothers Harriman & Co., New York	947,683,000	812,786,549	317	+22	961,734,562	297	+ 2
296	Gallatin National Bank, Uniontown, Pa.	947,333,632	930,786,550	289		934,657,716	305	+ 9
297	Texas Commerce Bank- El Paso NA (h)	944,115,000	652,606,000	373	+76	706,542,000	380	+83
298	First Union National Bank of Georgia, Atlanta (i)	933,849,000	40,980,046	...		42,229,000	5909	+5611
299	First of America Bank-Detroit NA	932,953,000	882,340,000	297		926,754,000	308	+ 9
300	Norwest Bank Des Moines NA, Iowa	930,876,000	971,981,000	277		1,132,949,000	252	
	TOTAL DEPOSITS FOR BANKS 201-300†	**116,381,682,163**	**108,992,123,433**			**117,514,183,980**		
	TOTAL DEPOSITS FOR TOP 300 BANKS†	**1,391,949,839,632**	**1,423,054,103,106**			**1,388,490,663,258**		

Data Sources: American Banker questionnaire and **R.L. Polk & Co., Nashville, Tenn.** The data requested are consolidated— for the bank and its domestic and foreign subsidiaries— and as reported on the federal regulatory Report of Condition, whenever possible. Data may not be comparable with other periods because of mergers, changes in accounting practices, etc. In the case of mergers, the bank— under whose charter the merger took place— is considered the surviving bank. **(a)**— Merged Peconic Bank, Riverhead, under the latter's charter, 3/87. **(b)**— Merged 11 banks 6/87. **(c)**— Acquired 3 banks 3/87. **(d)**— Acquired 5 banks 3/87. **(e)**— ReublicBank Austin merged with InterFirst Bank Austin NA under latter's charter and new title 6/87. **(f)**— Changed title from Banco de Santander-Puerto Rico, 2/87. **(g)**— Changed to state charter 7/87. **(h)**— Merged 6 affiliated banks 3/87. **(i)**— Changed title and charter from Citizens DeKalb Bank, Clarkston, 4/86. Acquired First Georgia Bank, Atlanta, and changed location, 2/87. Acquired Georgia State Bank, Mableton, 5/87. **(†)** — Totals for 6/30/86 and 12/31/86 are for the banks ranked 201-300 on those respective dates and for the top 300 banks on those respective dates.

Boston Safe Deposit Continues Rapid Growth

➻ Continued from Page 1

press in 1981.

Deposits increased 166%, to $377.6 million, in 1981, moving Boston Safe up 547 places in rank to 416th. A 205% deposit gain in 1983, to $1.31 billion, gave Boston Safe a No. 163 ranking. After continued growth in 1984 and 1985, the bank moved up 51 places in rank last year, to No. 37, as deposits increased 127%, to $6.8 billion at Dec. 31.

The bank began offering money market deposit accounts for Shearson/-American Express clients in 1983. That year it also began an expansion of high-net-worth personal loans, including mortgage loans, to the company's trust clients and to potential customers in the New England area.

Since its loan expansion program began, total loans have soared by more than 1,300% from $269 million at June 30, 1984, to $3.9 billion at June 30, 1987. Loans more than doubled last year, to $3.2 billion at Dec. 31, 1986. Over the past six months, loans were up another 20.6%.

Most of the growth was in loans secured by real estate. These loans grew by more than 103% in 1986, to $2.4 billion, and they were up another 26%, to $3.0 billion, at midyear 1987.

Boston Safe again was highly profitable over the first half of 1987, earning $63.7 million. At its current rate, net income for 1987 will be more than 8% higher than the $117.8 million earned in 1986, when the bank ranked as the 34th most profitable banking firm in the country. Over the first half of 1987, the bank's return on average assets, as calculated by *American Banker*, was 1.38%, down from 2.06% for the full year 1986.

Sovran Bank's Gains

Sovran Bank — the lead bank for Sovran Financial Corp., Norfolk, Va. — moved up six places in rank to reach the 20th spot. Sovran's deposits jumped 18%, to $9.86 billion at midyear from $8.35 billion at yearend 1986.

A bank spokesman attributed the gain to three factors: "First, we had sizable growth in core deposits from operating in a good market area. Second, we had an employee incentive program for bringing in new deposits. And third, there was growth in the issuance of large-denomination certificates of deposit, which was part of our asset-liability management program."

Formerly Virginia National Bank, Norfolk, Sovran Bank was formed in December 1983 when the bank merged with First Merchants National Bank, Richmond. At yearend 1983, it had $5.58 billion in deposits to rank as the nation's 32d largest bank. Each year from 1984 to 1986 the bank advanced two places in rank. At yearend 1984, it ranked 30th with $6.25 billion in deposits. At yearend 1985 it ranked 28th with $7.23 billion, and at yearend 1986 it ranked 26th with $8.35 million.

Manufacturers Hanover Trust Co. had a 2.8% decline in deposits over the first half of 1987, to $44.8 billion from $46.1 billion at Dec. 31, to move down one notch in the rankings to fifth position.

Morgan Guaranty Trust Co.'s deposits were up 5.1% in the six-month period, to $47.2 billion. Over the past 20 years, Morgan had ranked as the nation's fifth largest commercial bank in deposits.

Big Growth at Greenwood

From yearend 1986 to midyear 1987, the deposits of Greenwood Trust Co. rose 74%, to $1.82 billion from $1.05 billion, enabling the bank to move up 103 places in rank to 172d position.

Greenwood Trust Co. was acquired by Dean Witter Financial Services Group, another Sears subsidiary, on Feb. 12, 1985. The bank, which is a direct subsidiary of Dean Witter, handles Sears' Discover credit card operations. Greenwood Trust's deposits rose 38 times in 1986, to $1.05 billion from $27.4 million. This growth is attributable to a Discover card option that offers a savings account at Greenwood Trust. In 1986, the average balance on a Greenwood Trust savings account was $13,000, and savings accounts comprised 99% of total deposits.

Special-purpose banks, such as Greenwood and Boston Safe, have a commercial bank charter but make few or no commercial loans. In most cases, the banks are used by their parent companies to handle particular functions, such as credit card operations, and to take advantage of higher usury ceilings and tax benefits.

Other Survey Findings

The *American Banker*, working in conjunction with R.L. Polk & Co., a Nashville-based publisher of banking directories, surveyed the nation's top 1,000 banks in deposits to rank the top 300 banks today. Listed below are some of the more important findings of this survey:

- The Bank of New York, a subsidiary of the Bank of New York Co., posted a 9.1% deposit gain in the first half of 1987, to move from 16th to 15th position, with deposits totaling $16.33 billion, up from $14.97 billion at Dec. 31, 1986. Late last year, the bank's parent acquired the $1.6 billion-deposit Long Island Trust Co., Garden City, N.Y., from Banca Commerciale Italiana, Milan. In February of this year, Long Island Trust was merged into the Bank of New York.

- Many of the top banks in Texas took advantage of that state's new limited branching law to consolidate their operations. The law, which went into effect last Dec. 1, allows up to three new branches within a county for each chartered bank. Also, the current subsidiaries of bank holding companies can be consolidated as branches of one charter in a county.

For example, Texas Commerce Bank, Houston, merged 25 of its parent's affiliated banks on June 15. As a result, the bank's deposits rose 16% from yearend 1986, to $6.5 billion from $5.6 billion, and the bank moved up 11 places in rank to 39th position.

- The largest deposit gain posted by a bank in the top 300 was scored by 40th-ranked Michigan National Bank, Farmington Hills. Its deposits increased 120-fold over the first half of the year to $6.29 billion. The bank, a subsidiary of Michigan National Corp., merged 15 of its parent's affiliated banks, including the $1.9 billion-deposit Michigan National Bank, Detroit, and the $1.4 billion-deposit Michigan National Bank, Lansing.

- Total deposits of the top 300 banks were $1,392 billion at June 30, up 0.2% from $1,388 billion at Dec. 31, but down 2.2% from $1,423 billion at June 30, 1986. ■

Norwest Closes Chicago Office

CHICAGO — Norwest Investment Securities closed its bond trading office here this month and is consolidating the bond underwriting and sales activities into its Minneapolis headquarters. A spokesman for the unit of Norwest Financial Corp. said the closing in "no way should be construed as a slowdown of business." ■

First Eastern Corp. Agrees to Acquire Municipal Firm

By A. JOSEPH NEWMAN JR.

WILKES-BARRE, Pa. — The $1.7 billion-asset First Eastern Corp., parent of First Eastern Bank here, announced on Wednesday that it has agreed in principle to acquire Dolphin & Bradbury Inc., a Philadelphia-based municipal bond firm, for $3.4 million in stock.

Subject to definitive documentation and Federal Reserve approval, First Eastern would exchange about 100,000 shares of stock, with a current market value of about $34 a share, for all the stock of Dolphin & Bradbury. The bond firm is owned by its three principals, John L. Dolphin, Robert J. Bradbury, and Stephen R. Moynahan.

The investment firm managed or comanaged 65 Pennsylvania tax-exempt issues, with a par value of $480 million, in 1986. Revenues totaled $4.6 million.

Edward L. Vergari, an executive vice president at First Eastern, said about 90% of Dolphin & Bradbury's offerings, since they are general obligation bonds, are eligible for underwriting by commercial banks and bank holding companies. Mr. Vergari said that as a First Eastern subsidiary, the firm would have to stop underwriting some municipal revenue bonds, but could act as an agent in their sale.

William K. Mainwaring, president of First Eastern Bank, said the acquisition, which is expected to be completed late this year, would complement First Eastern's Capital Markets Group. In addition to other retail and institutional activities, the group managed or comanaged $210 million in par value of tax-exempts in 1985 and $50 million in 1986.

Mr. Dolphin, president of Dolphin & Bradbury, said the First Eastern affiliation would bring additional resources to the firm and help broaden its services and market area.

First Eastern's pending merger with $70 million-asset Liberty Bancorp of Carbondale, parent of Liberty Discount and Savings Bank there, would bring the number of First Eastern branches to 45 in six counties of northeast Pennsylvania. It is expected to be completed in October. ■

Citicorp . . .

➻ Continued from Page 2

sions these companies must make, Mr. Weiant said, just like the decision to bolster reserves in the second quarter or to cut back on international banking businesses. "If you're restructuring your business for the 1990s, you have to do it," he said.

Citicorp's shares sold early Wednesday for 62⅝ after opening the day at 62. News of the stock offering late Tuesday forced the price of the shares down overnight after they closed trading at 65⅝.

The sale of 17 million shares, based on recent market prices, would add about $1 billion to Citicorp's common and total equity. This is less than half the $2.7 billion decline that occurred in Citicorp's common stockholders' equity after the second quarter loss provision. Citicorp also estimated that the new shares would dilute its earnings per share in 1988 by about 7%.

Citicorp approved a 100% common stock dividend, equivalent to a 2-for-1 stock split, to take effect after the new stock offering is completed. Citicorp will also allow underwriters of the new stock offering to purchase up to an additional 15% of the offering to cover overallotments.

Citicorp said proceeds from its common stock offering will strengthen its

. . . . Citicorp: Page 47 · ➻

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TODAY

TWO SECTIONS are presented from a sweeping proposal for restructuring the financial services industry, unveiled last week by FDIC Chairman L. William Seidman. The excerpts cover the Glass-Steagall Act and concerns about conflicts of interest...4

L. William Seidman

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Quote

We don't sit around and groom our horse at night.

George Meiling, Banc One Corp.'s treasurer, discussing his company's widely perceived role as a white knight [Page 2]

Unquote

Fed May Speed Date for Check Hold Rule

Strict Limits May Take Effect Before September 1990

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The Federal Reserve Board may move up the date when banks and thrifts must begin processing local checks in one day and nonlocal checks in four days, according to a Fed official.

the Banking Bill
what's ahead

Depository institutions, under the Competitive Equality Banking Act signed by President Reagan on Aug. 10, must meet these check-clearing timetables by Sept. 1, 1990. A temporary schedule in force from Sept. 1, 1988, through the 1990 kick-in date, allows banks and thrifts a maximum of two days to make funds available for local checks and six days for nonlocal checks.

But the Fed hopes to oblige a request from Congress by asking the central bank to implement the permanent schedule as quickly as possible, Elliott C. McEntee, associate director of the Fed's bank operations division, said in an interview.

"We certainly see some advantage in accelerating the schedule, and we're going to look at it seriously," he said.

Currently, there is no federal law on how quickly banks and thrifts must make checking deposits available for withdrawal. Banks and thrifts claim that without some technological breakthrough or major changes in the check processing system, they will be making money available to customers before the institution is sure the check is good.

Under the new law:

- Depository institutions will be required to make funds available the following business day for cash deposits and wire transfers, government checks, checks deposited in one branch of an institution and drawn from another branch, certified checks, teller's checks, and cashier's checks.
- Banks and thrifts must make available the first $100 of any deposit for cash withdrawal at the opening of business the day following deposit; the next $400 of the deposit must be available no later than 5 p.m. the next day, and the bal-

Fed: Page 23 ➸

FROM THE REGIONS
THE MIDWEST

Analysts Foresee Unfriendly Trend in Mergers

By RICHARD RINGER
Midwest Bureau

CHICAGO — Midwest bankers no longer can count on friendly bank mergers, according to analysts.

While mutually negotiated acquisitions remain preferable for bankers — and are, by far, the most prevalent — a number of analysts say unfriendly and unsolicited takeovers will become more common.

Regulatory hurdles to hostile takeovers are no longer perceived to be as insurmountable as they once were, the analysts say. Moreover, commercial bankers, faced with slow loan demand and increased competition from nonbanks, are now more willing to attempt unfriendly takeovers.

An indication of the changing environment is that bank consultants and law firms with banking practices are offering advice and preparing reports on how to complete or, if need be, ward off hostile takeovers.

"You will see [hostile] takeover attempts," said Joseph Stieven, a banking analyst with Stifel, Nicolaus & Co. Inc., St. Louis. "People were naive if they thought unfriendly deals wouldn't happen."

One such attempt was originated last October by Exchange International Corp., with assets at the time of $1.5 billion. The parent of Exchange National Bank, Chicago's fifth largest bank, made an uninvited tender offer for the $163 million-asset Madison Financial Corp. A. Andrew Boemi, chairman and chief executive officer of Madison, called Exchange's $35-per-share unsolicited offer a raid and set out to defeat it. Madison operates three banks in downtown and suburban Chicago.

From the Regions: Page 22 ➸

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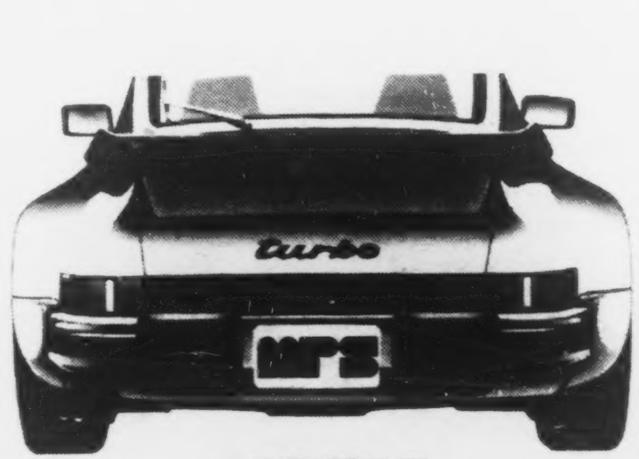

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Moody's Downgrades Ratings On Debt of 4 Japanese Banks

By JOHN P. FORDE

NEW YORK — Citing the effects of deregulation in the Japanese financial system, Moody's Investors Service downgraded its investment opinion on the debt of four Japanese banks.

Moody's changed the debt ratings for Bank of Tokyo, Long-Term Credit Bank of Japan, Mitsubishi Trust and Banking Corp., and Sanwa Bank.

The rating agency said on Tuesday that the downgrades reflect its view that "a broad set of emerging risks — associated with changes occurring in the Japanese financial system — will have a modestly unfavorable impact on the banks' credit quality."

U.S. securities issuers might feel repercussions from Moody's decision. Japanese banks have become major players in "structured finance" deals, which include the Japanese banks' issuance of letters of credit to back up U.S. securities issues.

Moody's placed the banks' ratings under review in June. Donald E. Noe, a vice president and associate director at Moody's, said expectations that the ratings would be downgraded had a negative effect on the market for structured finance transactions "until investors realized there wouldn't be a free-fall in the ratings."

In fact, the downgrades could be good for market development. "Over time, the ratings will contribute to some pricing efficiencies," Mr. Noe said in a phone interview on Tuesday.

Market Might Expand Further

The variety of ratings, and the differences in pricing among them, could cause "deepening in a market which was huge to begin with." He said, for example, that domestic banks with less than an Aaa rating on their own debt are issuing letters of credit to back securities issues.

Moody's downgraded the long-term debt ratings and ratings for long-term deposits of Bank of Tokyo from Aa1 to Aa2; for the Long-Term Credit Bank, from Aaa to Aa2; for Mitsubishi, from Aaa to Aa1; and for Sanwa Bank, from Aaa to Aa1. The banks' ratings on all structured finance issues, including obligations backed by letters of credit from these banks, were also downgraded.

The rating on medium-term notes of Sanwa Business Credit Corp., a wholly owned subsidiary of Sanwa Bank, was also reduced, from Aaa to Aa1. The four banks' ratings for short-term deposit obligations — all Prime-1 — and Sanwa Business' Prime-1 rating for commercial paper, were not placed under review and are unchanged.

Moody's also confirmed its Aaa ratings for four Japanese banks — Fuji Bank, Mitsubishi Bank, the Norinchukin Bank, and Sumitomo Bank — and its Aa2 rating for Tokai Bank.

Moody's said these confirmations "recognized the banks' relative ability to adjust to shifting pressures resulting from deregulation of the Japanese financial system."

3 Banks Under Review

Moody's is reviewing for possible downgrade the long-term debt ratings and the ratings for long-term deposit obligations of three more Aaa-rated institutions: Dai-Ichi Kangyo Bank, the Industrial Bank of Japan, Sumitomo Trust and Banking Co., as well as Mitsui Trust and Banking Co., which is rated Aa1. The review will also include the ratings on all structured finance issues, including obligations backed by letters of credit from these banks. The four banks' ratings for short-term deposit obligations, all Prime-1, are not being reviewed.

The reasons for the changes in ratings for Japanese banks, such as the increasing risk attendant in new businesses being entered by the institutions, are similar to those cited by Moody's in a major review of the ratings of U.S. banks earlier this year.

Moody's said intensifying competition in Bank of Tokyo's core international wholesale banking franchise, and the potential for erosion of this franchise through the continued development of globalized capital markets, was the major reason behind its downgrade of the company's long-term debt.

Also, the rating agency believes the bank does not have a broad domestic network that would help it compete with its peers in some domestic financial sectors that are likely to be growth areas in the future.

The rating agency believes Mitsubishi Trust "will continue to be a significant participant in the financial services sector." However, Moody's predicted that intensifying competition will reduce the disproportionate share of the profits in this market that the trust banks currently enjoy.

Mitsubishi's domestic branch network is smaller than the networks of Japanese city banks, a fact that may hold it back from getting a significant share of the small and medium-size corporate and consumer markets. Also, Moody's said, Mitsubishi will face greater than average risk because of its expansion into international financial markets and its greater involvement with securities business.

Like Mitsubishi, the Long Term Credit Bank has a smaller domestic branch network than the major Japanese city banks. This will slow the institution's penetration into the retail and middle markets, although its relatively low cost structure affords opportunities for its transformation into a provider of broadly based financial services.■

Corrections

An article on Aug. 21 ("Chase Names Boyle to Head Global Bank," page 2) incorrectly reported the new position of Richard J. Boyle. He is vice chairman and global bank executive at Chase Manhattan Corp. Frank Terracciano, whom Mr. Boyle replaced, left Chase to become president of Mellon Bank Corp., Pittsburgh. His new position was incorrectly reported.

□

An article on Aug. 21 ("Consultants Who Help Banks Collect," page 3) misstated the name of a consulting firm, Schaer Associates Inc. Its founder is Alfred E. Schaer.

□

A table on Aug. 14 ("International ATM Interchanges, page 15) should have qualified the listing of American Express Co.'s Express Cash network as the largest automated teller machine interchange in the world. More than 6,000 of the network's 23,795 ATMs are available only to cardholders in Japan. Therefore, except for Japanese cardholders, the Express Cash network is smaller than the Visa network of 19,203 machines. Also, the table did not include 37 ATMs in Japan that have been connected to the Plus System through the Bank of Hawaii.

□

An article on Aug. 11 ("MasterCard Bets on Charity as a Way to Get to Customers," page 6) omitted the name of one organization participating in MasterCard's cause-related marketing campaign this fall. It is the American Heart Association, Dallas. ■

INTERNATIONAL BRIEFING

Chase's Relationships in Japan May Be Foundation for Expansion

TOKYO — Chase Manhattan is one of the best-known foreign banks here. After four decades in this country, Chase has built a network of relationships that encompasses most major financial institutions and corporations.

Maintaining relationships is very important to Chase as it completes the restructuring of its Tokyo operations. Led by capital market specialist Robert Binney, Chase is distancing itself from a history of commercial banking.

With operations centered on private placements, swaps, trust banking, leveraged leasing, and the underwriting of Euromarket issues, Chase is increasing fee-based income while moving into new frontiers such as securities trading and mergers and acquisitions.

"Chase has more relationships than any other foreign bank in Japan, and that's key when you are trying to launch new products in this marketplace," said Mr. Binney, Tokyo general manager of Chase Manhattan Bank. "We don't have to sell ourselves — they already know who we are. Our job is to sell products that aren't normally associated with Chase."

Perhaps the biggest step Chase has taken in its quest for greater market share is the establishment of a securities representative office in Tokyo. Though many European banks in Japan have achieved universal banking status — meaning they can deal in securities — no U.S. bank has been able to enter the market without going in through the back door. Chase was no exception.

To date, only two other U.S. banks have managed to enter that market: Citicorp, by purchasing Vickers da Costa, and Security Pacific, with Hoare Govett providing the beachhead.

How Chase Created Securities Operation

Ever since Japanese regulators allowed Vickers da Costa to continue Tokyo operations after Citicorp purchased it in 1984, Chase has wanted a Japanese securities operation. To fulfill that goal, the bank bought the London-based broker Laurie, Milbank & Co., renaming it Chase Manhattan Securities.

Prior to the purchase of Laurie Milbank, Chase had been refused entrance to the securities market many times by the Japanese Ministry of Finance. Under the new setup, Chase received regulatory approval to create LM Securities, a Channel Islands subsidiary 50% owned by Chase and 50% by private individuals.

"Chase can now perform exactly the same functions that the powerful and wealthy Japanese brokers perform," said Mr. Binney. "We finally managed to work around Article 65 [the Japanese version of the Glass-Steagall Act] to receive a license to trade and distribute debt and equities in Japan. That puts us in limited company. The next step for LM Securities is to secure a seat on the Tokyo Stock Exchange."

Competition for domestic securities business in Japan is fierce, but Chase believes it has potential for huge growth and profits. Brokers such as Nomura, Daiwa, Yamaichi, and Nikko have taken advantage of high commission structures to be among the most profitable financial concerns in the world. Though the Japanese have tended to capture foreign market share by cutting spreads, Chase will try to attract business by offering superior service.

Valuable Licenses

With its new securities operation in the works, Chase has three valuable licenses under its belt. Besides commercial banking and securities, Chase has a much desired trust banking license. No Japanese institution has all of these licenses, and only four foreign banks have the same capability. By connecting these three areas, Chase will build its future Japanese operation.

Entering the lucrative pension fund management business was a coup for Chase. Only eight other foreign banks are licensed to manage Japanese corporate liquidity and pension accounts. With average annual growth of 15% — which industry officials say is likely to continue — pension funds under management would rise from $140 billion to more than $600 billion by the turn of the century. Of new money coming under management, about $80 billion will be managed in foreign markets.

With a securities operation in place to boost its trust banking operation, gaining management responsibility for even a small share of this multibillion-dollar business would increase profits substantially. "Trust banking is a natural adjunct to our securities business," said Mr. Binney. "Judging from the reported profitability of the top four securities houses and the big eight trust banks, fund management may not be as profitable as securities trading, but there is a lot of business floating around out there."

Commercial Banking Still Important

Though Chase is busy setting up new trust headquarters and recruiting staff, the bank has not given up on segments of the commercial banking market. Yet, this sector has changed considerably from the days when the bank lent money to cash-starved Japanese corporations.

Now, Chase has to deal with corporate treasurers that are used to having their way in any of the globe's major capital markets.

The Chase commercial banking strategy is to add fee income to the books without putting more assets on the balance sheet. Acting as arranger rather than principal, the bank is de-emphasizing loan business in favor of the middleman position on major deals.

This capital market activity includes acting as lead or colead manager for Japanese issues, arranging the two sides of a private placement by using the bank's worldwide network, putting together currency and interest rate swaps, and arranging leveraged leases in which the equity stays in Japan, while the debt may be placed elsewhere.

— **David Lake**

9/3/87 C0275-1

American Banker

The Daily Financial Services

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Now wouldn't that be terrible if I did?

Karl Malden, actor and spokesman for American Express, commenting that he has never lost a travelers check or had one stolen [Page 1]

Unquote

Travelers Check Industry Rebounds

Surge in Tourism Provides Boost but Growth Remains Slow

By MICHAEL A. ROBINSON

Karl Malden was preparing for a weekend trip to San Diego recently, but he didn't want to leave the Los Angeles area without running one important errand. He had to go to the bank and buy $500 worth of travelers checks.

"It's true," says the true believer spokesman for American Express Co.'s Travelers Cheques. Mr. Malden never strays far from home without carrying some of the products he has been pushing for the past 15 years.

"If you take cash, it is so easy to lose it. Or if someone takes your wallet, they can take out the cash and throw the wallet away," explains Mr. Malden. "But it's just a little harder to get rid of a travelers check."

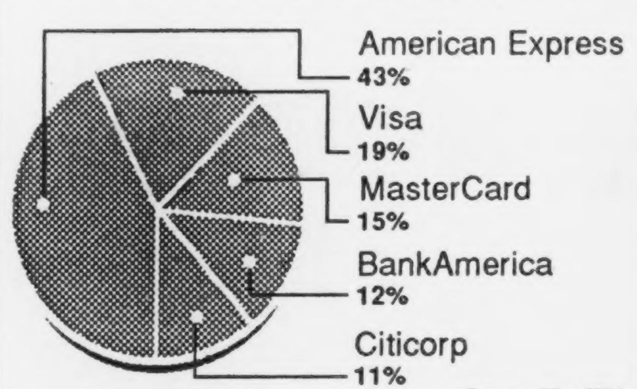
Pickpockets and purse snatchers are not the only ones who sometimes find it difficult to dispose of travelers checks. Last year, the $40 billion industry stagnated as Americans, concerned about terrorism and the fallout from the Chernobyl nuclear accident, stayed closer to home and purchased fewer travelers checks.

Now, with the crucial summer selling season drawing to a close on Labor Day, the industry seems to be rebounding. It has been fueled by a recovery in overseas travel and an influx of foreign visitors who are taking advantage of the weak dollar.

"We have seen an upswing in the travelers check market," says Vincent La Paglia, vice president director of paper products at Visa U.S.A. Inc., San

Strong: Page 6 ➸

Travelers Check Market Shares
Total worldwide 1986 sales: $39.8 billion



Source: Visa USA

An American Banker Special Report

Employee Stock Plans Playing A Bigger Role in Buyout Deals

By DAVID NEUSTADT

Second in a Series

NEW YORK — In the last few months, employee stock ownership plans have finally hit the corporate finance big time.

ESOPs, which until now have played a minor role in the leveraged buyout movement, are part of two multibillion-dollar deals — the $2 billion sale of Avis Inc. by Wesray Capital Corp., and the $1.9 billion sale of 104 hospitals by the Hospital Corporation of America to HealthTrust Inc.

The ESOP Boom

There are likely to be more such transactions. The Air Line Pilots Association, the union representing pilots at United Airlines, has proposed a $5 billion ESOP-financed buyout of 80% of the airline. A group of railroad employee unions has hired Drexel Burnham Lambert to help work on a plan to buy Southern Pacific Railroad from Santa Fe Southern Pacific Corp.

Drexel, the investment banker in the Hospital Corp. deal, and Goldman, Sachs & Co. say they plan to get more involved in transactions involving employee stock ownership plans.

ESOPs have been used to buy companies before, but in most cases they were small, closely held companies. These deals were driven by the tax benefits to the seller; taxes on the profits from the sale of stock to an ESOP can be deferred if the money is invested in other stocks and bonds. And when an estate sells to a stock ownership plan, 50% of the profits are tax exempt.

The new, large deals are driven by the tax advantages for the buyer — the ESOP. Employee stock ownership plans can borrow at a lower rate because lenders get a 50% tax deduction on interest income.

Payments of both principal and interest on stock ownership plan loans are tax deductible, as are dividends paid on shares held by an ESOP trust that have not yet been allocated to employees. Also, the usual limits on using net operating-loss carryforwards when a company changes hands don't apply if an ESOP purchases at least 50% of a company. In addition, employees sometimes make concessions in return for their stake in the company, and often improve productivity when they see themselves as owners.

The net result is that a stock ownership plan leveraged buyout will have a better cash flow, so an ESOP can afford to pay more than other potential buyers.

Despite that fact, until now most leveraged buyout firms have avoided using stock ownership plans for two reasons: They didn't want to share the equity, from which they get 35% to 45% or better annual returns, and they were afraid that the U.S. Department of Labor might block deals, as it did in one case involving an ESOP and other investors.

"The tax benefits from an ESOP are not enough to override the loss from sharing equity," says Jay Ahstrom, a vice president at First Boston Corp.

"The return on a straight leveraged buyout is higher than one with an ESOP, but the risk is also higher," says Malon Wilkus of American Capital Strategies, Bethesda, Md., an investment bank that is raising a $75 million fund to help unions put equity into ESOP-leveraged buyouts.

"If interest rates go up or there are other problems, the worker-owners are more likely to make changes to help solve problems than in a standard leveraged buyout," Mr. Wilkus says, "and that reduces the risk of default on the debt and reduces the risk for all investors."

Employee Stock: Page 10 ➸

Missouri Banks To Offer Advice, Underwrite Bonds

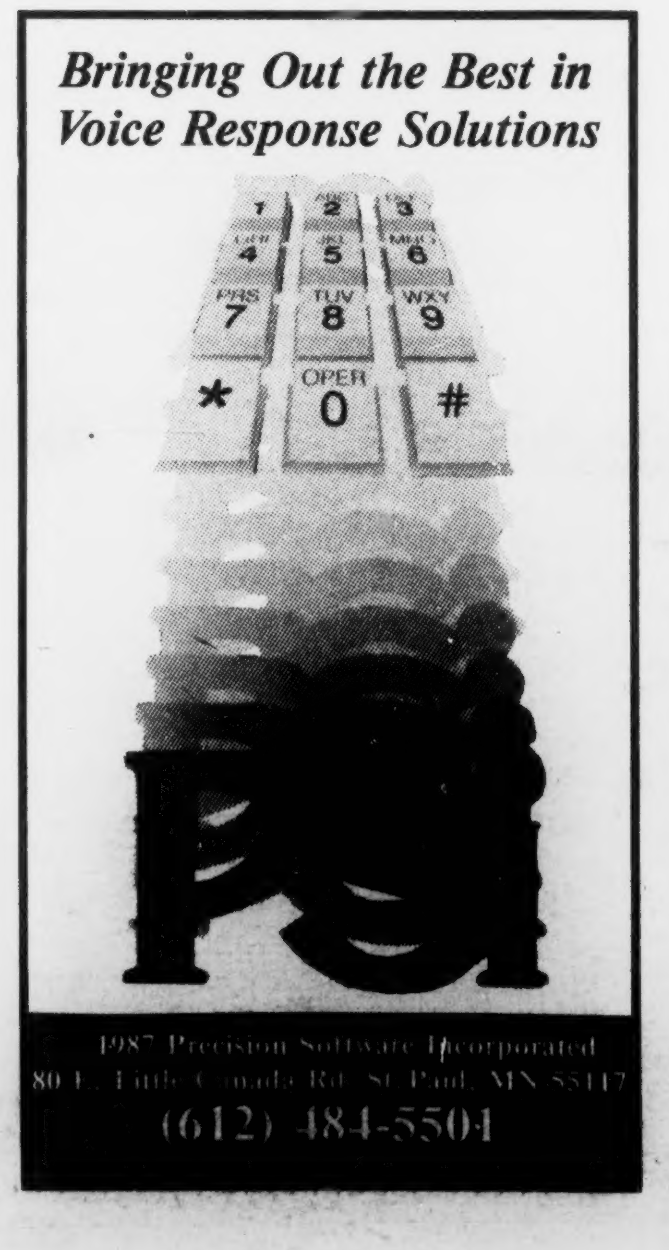
Special to the American Banker

ST. LOUIS — Missouri's state-chartered banks will get sweeping securities powers, including authorization to offer investment advice and underwrite corporate bonds, under a regulation announced Tuesday by the state Division of Finance.

But the banks cannot jump in until March 1, because of a moratorium imposed by Congress. "The moratorium will delay implementation of these powers, but we wanted to move forward to allow banks to plan for the future," said Thomas B. Fitzsimmons, the Missouri banking commissioner.

The state regulation goes beyond the categories of new business — also delayed by the moratorium — that the Federal Reserve Board has authorized

Missouri: Page 14 ➸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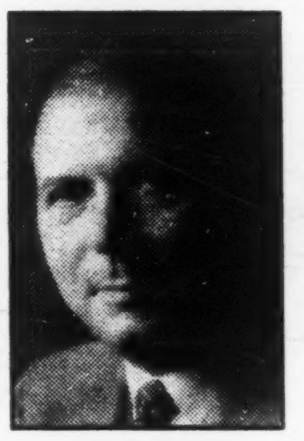
Strong Tourism Buoys Travelers Check Industry

➳ Continued from Page 1

Mateo, Calif. "It has increased as the travel market rebounded from last year's slump. All indications are this will be a good year for travelers check sales."



We have seen an upswing in the travelers check market. It has increased as the travel market rebounded from last year's slump. All indications are this will be a good year for travelers check sales.

— Vincent La Paglia
Vice President, Director of Paper Products
Visa U.S.A. Inc.

Despite the rebound in which sales are expected to rise by 5% to 10% this year, the industry as a whole faces the continued prospect of modest annual growth in both volume and profits, analysts and company executives say.

As a result, travelers check companies rely heavily on marketing, promotional gimmicks, and a steady stream of product enhancements as they scramble to snag domestic market share and step up the drive for overseas sales.

Number of Issuers Drops

Until 1980, only six major competitors shared the market. But the industry swelled with companies entering the field as interest rates soared in the early 1980s. At one point, the U.S. had nearly 40 issuers, but that number has dropped back to five major companies and a handful of smaller issuers, now that interest rates are once again stable and the value of float has diminished.

Last year, two major issuers admitted defeat and left the market altogether. Chase Manhattan Corp. sold its travelers check operations to Barclays Bank PLC, London; RepublicBank Corp., Dallas, turned its business over to BankAmerica Corp.

"People find it is not an easy business in which to make money," says Gordon M. de Lang, vice president worldwide marketing at BA Cheque Corp., a BankAmerica subsidiary. "When interest rates were high, people thought travelers checks provided a great funding opportunity. Now we have seen a shakeout."

The industry is divided into two main camps, firms that issue travelers checks and those that sell them. Issuers make money on float by investing the proceeds of travelers check sales until the consumers cash in the checks.

Sellers earn their money by charging consumers a commission, typically 1% of the value of the checks. Some high-volume sellers also share in part of the float from issuers.

Lower interest rates have reduced the value of float and made cost control a driving factor in the travelers check business, says T.R. Mock, BA Cheque's chief operating officer. Despite tough competition and a soft market, BA Cheque officials say, last year was the most profitable in the company's 60-year history. This was largely because the firm has cut costs by 20% in the last two years.

"The only way you can make money in this business is to be a low-cost provider of products and services," says Mr. Mock.

In July, BA Cheque unveiled several enhancements of its BankAmerica, MasterCard, and Visa checks. The improvements include free use of a travel information hotline and toll-free international telephone service for emergency refunds overseas.

The company also offered an optional travel protection and insurance plan called the WorldMoney SafeTravel Network, which cost $8.50 for 45 days of coverage. Services include embassy and consular referrals, passport replacement assistance, accidental death insurance, and emergency messages.

BankAmerica's announcement came just three weeks after American Express unwrapped new gift checks, which it will spend some $4 million to promote during the Christmas shopping season. American Express gift checks will be printed in $25, $50, and $100 denominations and will be sold through financial institutions that handle the company's travelers checks and all U.S. offices of American Express Travelers Services.

Although Visa and BankAmerica executives have dismissed the gift checks as little more than marketing razzle-dazzle surrounding what they call an old product, American Express officials say they expect to open a new niche.

"We are excited about the gift check," says Tom Cash, senior vice president for marketing at American Express travelers check division. "We think it will have a major impact in the marketplace. There is a $45 billion market in monetary gifts counting checks, cash, and gift certificates. That's not a small market."

Mr. Cash's enthusiasm for gift checks underscores American Express' upbeat outlook for the industry and the company's dominant position. American Express says travelers check sales in 1986 broke records worldwide, with total sales climbing 6.4% to $17.1 billion. Average checks outstanding climbed 12% to $3.3 billion.

The company says it took about $1 billion in business away from competitors each year from 1984 through 1986. Last year, American Express shifted its marketing theme to tell consumers to protect their vacation by buying its travelers checks rather than taking cash.

"If you look at travelers checks as a product, then the competition for travelers checks is cash," says Mr. Cash. "The growth of credit cards really has not had much of an impact on the travelers check market. People still take an awful lot of cash with them when they go on trips."

That provides travelers check companies with a prime marketing opportunity. Issuers, particularly American Express, frequently promote the safety and security of carrying traveler's checks instead of money.

If travelers checks are lost or stolen, advertisements frequently claim, they can be quickly replaced around the world. Although peace of mind may be important for people who have saved for a dream vacation, statistics show few customers lose their checks or have them stolen. Visa says only 0.3% of all customers file claims for checks.

Consider Mr. Malden, who as the spokesman for American Express has become the personification of its product. As an actor, Mr. Malden travels extensively, and he says he has never lost a travelers check or had one stolen.

"Now wouldn't that be terrible if I did?" he says.

But American Express won't have an easy time gaining market share. Both Visa and MasterCard have been in the market less than a decade but have become much tougher competitors, expanding their business at the expense of American Express. Together, they account for nearly a third of industry sales, observers say.

For instance, Visa entered the market in 1979 and within four years had total sales of $6.2 billion. But the company failed to live up to its own expectations. It had forecast sales of $8 billion by 1984, but two years later sales had reached only $7.5 billion.

Visa officials expect to get a major boost from their affiliation with the 1988 Olympic Games. The company spent millions to become an official sponsor of the games and in turn received the exclusive, worldwide rights to say its products are the official card, travelers check, and travel voucher of the Winter and Summer Games.

The company is releasing checks with Olympic rings in the center and expects to sell $10 million of them in the next year. The affiliation will be "very, very good for sales," says Visa's Mr. La Paglia.

But H. Spencer Nilson, publisher of *The Nilson Report,* an industry newsletter based in Santa Monica, Calif., says he doesn't think Visa's affiliation with the Olympics will help it take additional business from American Express.

"I don't think the Olympics will change it all that much," says Mr. Nilson. "Visa is already becoming well known. But it will take a long time before any body approaches American Express' dominant position."

BankAmerica's Mr. de Lang says that with the domestic market essentially saturated, his company is leaning more heavily on overseas sales, which account for nearly 60% of industry volume. Of particular interest is the Far East, which is experiencing a travel boom. Many countries there are relaxing foreign exchange restrictions.

Issuers often earn more money on overseas sales, says Mr. de Lang. That's because the longer the checks remain uncashed, the longer the issuer earns interest on the float. International travelers tend to hold onto their travelers checks longer, he says, which increases profit per unit.

"Perhaps there has been a bit of a decline in the United States," says Mr. de Lang, "but it has been offset by an increase overseas.

"Many people for a number of years have been predicting the demise of travelers checks. We haven't seen a lot of growth, but we haven't seen a lot of decline either. It is basically a stable business." ■

Longevity of Ad Role a Surprise to Malden

I spent 20 years in Los Angeles doing film. Now in the last 10 years I have become a commercial actor. I do commercials.

— Karl Malden

Even though he was a veteran of Broadway plays and Hollywood movies, Karl Malden says he was unprepared for what was to become the longest-running role of his celebrated career.

At a time when he was best known for the police series "The Streets of San Francisco," Mr. Malden performed in his first television commercial for American Express travelers checks.

"To be honest with you, I thought I was going to do it for a year and that was going to be the end of it," Mr. Malden recalls. "Here it is 15 years later. I am very comfortable doing what I am doing."

Mr. Malden began his professional acting career in 1938 with a supporting role in the play "Golden Boy." In 1951 he won an Oscar for "A Streetcar Named Desire." He also won an Emmy for the television production "Fatal Vision." But now he is best known as the spokesman for American Express.

"I spent 20 years in New York doing the theater," Mr. Malden says. "I spent 20 years in Los Angeles doing film. Now in the last 10 years I have become a commercial actor. I do commercials."

Mr. Malden says he isn't bitter that his acting roles have been overshadowed by the television commercials in which he delivers the famous line: "American Express travelers checks: Don't leave home without them."

"You come into people's homes two or three times a week and they think you are the establishment," he says. "I only advertise the travelers checks but people come up to me and say, 'I have my gold card, have you got your gold card?' I've been doing it so long I have become the voice of American Express."

And a particularly effective voice as well. In 1976, Mr. Malden became the first winner of *Advertising Age* magazine's Star Presenter of the Year award. He has received offers to represent other products but has declined, even though he does not have an exclusivity agreement with American Express.

Even in a casual conversation, Mr. Malden seems adept at delivering the American Express message. In a recent telephone interview with the *American Banker,* Mr. Malden turned the table on the reporter by demanding to know which brand of travelers check the reporter carries.

"Tell me the truth now," he demanded in a tone that Lieut. Mike Stone might have used to pry information out of a suspect on "The Streets of San Francisco."

"Karl Malden does a very good job as a spokesman for that company," says Vincent La Paglia, vice president and director of paper products at Visa U.S.A., San Mateo, Calif. "American Express is a good marketing company."

Mr. Malden says he doesn't own any stock in the company but faithfully uses its travelers checks on personal trips and when on location for motion pictures and television movies.

"It is the only one I use," he says. "I am honest about that."

— Michael A. Robinson

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American Banker
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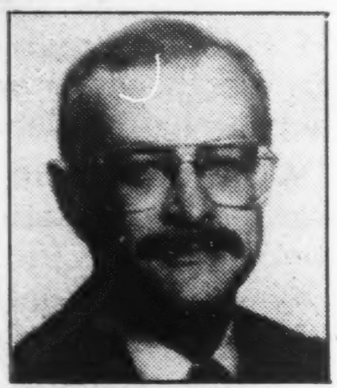
VOL. CLII NO. 174 Friday, September 4, 1987 ear

FEATURE SECTION

THRIFT REVIEW: Americans save less now than ever before. Read about the effects of this trend on thrifts, business expansion, savings plans, and the average American, starting on **Page 7.**

TODAY



Hank E. Koehn

HANK E. KOEHN, founder of the Trimtab Consulting Group and former director of Security Pacific National Bank's futures research division, is dying of AIDS. Hoping to educate the business community about the disease, he describes how AIDS has affected his life.......... 4

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How others cope with the challenge of AIDS gives clues and direction to my own efforts to maintain a civilized quality of life.

Hank E. Koehn, futurist researcher and AIDS patient [Page 4]

Unquote

To Our Readers

The American Banker will not be published Monday in observance of Labor Day.

Insurance Agents Will Market Thrift's Home Equity Accounts

By LYNN BRENNER

NEW YORK — Empire of America Federal Savings Bank will provide a home equity line of credit to Mutual Life Insurance Co. of New York, whose 5,000 agents will distribute the private-label product, the thrift announced Wednesday.

The agreement is a novel departure from typical joint ventures between banks and insurance companies. In most cases, the bank distributes the insurer's product in return for fee or commission income.

Buffalo-based Empire will pay Mutual Life, known as MONY, for marketing the home equity line of credit, called HELOC. The thrift's payments will be based on the amount of money customers actually borrow and how long the loan is on the thrift's books, said Joseph N. Pastwik, senior vice president of Empire.

"It must be on our books as a receivable for a certain amount of time before the contractual agreement kicks in," he said.

The credit line will be marketed by the insurer's captive agency force and by two of its subsidiaries, Atlanta-based Financial Services Corp., and Indianapolis-based Unified Management Co., said Richard Dunn, vice president of MONY Financial Services.

Empire: Page 28 ➽

An American Banker Special Report

Lenders See ESOP Financing as Entry Into World of Investment Banking

By DAVID NEUSTADT

Third in a Series

NEW YORK — Lending to employee stock ownership plans is one of the few areas of commercial finance still dominated by banks. Bankers are trying to keep it that way by aggressively marketing ESOP loans, and by coming up with new products, such as securitized loans.

Congress lured banks into the market in 1984 by making the interest income on ESOP loans 50% tax exempt. Then in 1986, tax reform eliminated many other tax-advantaged investments, while making employee stock plans more attractive to both issuers and lenders.

The ESOP Boom

Most bankers active in ESOP lending say they became involved after the 1984 legislation. But they say that the tax incentives are not the only reason, or even the most important one. They see ESOP lending as a way to develop investment banking-type skills at a time when they are still subject to Glass-Steagall restrictions.

"We got involved because of the potential for growth and because of the complexity," says Kenneth Winslow, a Chemical Bank vice president. "The tax-exempt aspect has an appeal, but it is not as appealing as some of the learning we could be doing. For example, an ESOP is one of the few instruments we are involved in that of necessity has an equity component."

Developing: Page 27 ➽

Cirrus Sale Could Propel Debit Cards

MasterCard Will Control Largest ATM Network

By YVETTE D. KANTROW

NEW YORK — MasterCard International's long-awaited agreement to purchase Cirrus Systems Inc., which was announced Thursday, could spur more growth in the debit card industry, particularly in the point-of-sale arena.

"MasterCard's other activities in POS will carry over to Cirrus, and it's very logical that it will lead to some sort of POS product development for Cirrus members," said William T. Sandalls, chairman of Cirrus, the nation's largest shared automated teller machine network.

"It's a very promising collaboration from the point of view that POS becomes a more viable service to offer consumers," he added. Mr. Sandalls is also vice chairman of BayBanks Inc., Boston, one of the ATM network's six owner-banks.

MasterCard and Cirrus agreed not to disclose the purchase price, and neither company's officials would confirm reports of a $38 million pricetag. Cirrus is owned by BayBanks; Bank of Montreal; First Interstate Bancorp, Los

Cirrus: Page 28 ➽

Top ATM Networks

On-Line Automated Teller Machines

MasterCard/Cirrus	25,362
American Express[1]	23,795
Visa	20,270
Plus System	14,000
ADP Exchange	4,500

[1] Includes more than 6,000 ATMs available only to cardholders in Japan.

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CBI EQUIFAX

Thrift Deposit Growth Outpaced Assets in First Half

More S&Ls Convert To Stock Form

By KENNETH J. HICKS

NEW YORK — Assets continued to grow at a substantially higher rate than deposits at thrift institutions in the first half of 1987.

Conversions and consolidation of the industry continued, as 13 more of the top 100 thrifts converted to stock ownership.

These are among the findings of the *American Banker's* midyear update of the top 100 thrift institutions in the United States, ranked by deposits. Also included in today's issue is a listing of the top 10 thrifts by deposits, showing deposit and asset growth since yearend 1986.

Deposit and Asset Growth at Top Thrifts

June 30 compared with Dec. 31, 1986 ($ billions)

	Deposits		Assets	
	6/30/87	12/31/86	6/30/87	12/31/86
1 Home Savings of America	$21.3	$21.8	$27.7	$27.8
2 Great Western Bank	18.3	18.1	28.3	27.4
3 American Savings & Loan	17.4	17.0	33.9	33.9
4 California Federal Savings & Loan	15.0	15.5	21.4	20.5
5 Meritor Savings Bank	12.8	12.7	20.2	18.4
6 Glendale Federal Savings & Loan	12.8	12.7	18.1	17.5
7 Goldome	10.8	11.0	14.7	14.7
8 First Nationwide Bank	10.5	11.1	15.4	15.0
9 Great American First Savings Bank	9.1	8.9	13.7	13.1
10 Home Federal Savings & Loan	9.1	8.6	12.8	12.1
Totals for Top 10	**$137.1**	**$137.4**	**$206.2**	**$200.4**
Percentage Change	**(−0.2%)**		**(+2.9%)**	

Conversion Approvals

Including supervisory conversions

1987 (Jan.-Aug.)	88
1986	113
1985	64
1984	105
1983	101
1982	34
Coversions since 1982	505
Conversions since 1975	627

For the top 100 thrift institutions, assets increased 6.4% from yearend 1986, to $644.2 billion. Deposits, on the other hand, were up a modest 2.9%, to $434.2 billion. At all institutions insured by the Federal Savings and Loan Insurance Corp., deposits increased 0.8% from yearend, to $897.9 billion. Assets were up 3.5%, to $1.2 trillion.

"A large number of institutions are finding it more cost effective to borrow funds" than to increase their deposit base, said Michael Wilson, vice president and associate director of research for the U.S. League of Savings Associations. "Interest expenses are more favorable for borrowings."

The FSLIC's assessments on thrifts also have put a damper on deposit growth, Mr. Wilson said. He pointed out that the FSLIC assessments amount to approximately "20 basis points for each dollar in deposits."

Advances from Bank Board

Federal Home Loan Bank advances and other borrowings by all thrifts climbed 16.0% to $228.3 billion at midyear. At yearend 1986, they totaled $196.9 billion.

Net new deposits — net deposits received, less deposits withdrawn — for the first six months of 1987 at all thrift institutions fell $15.5 billion. In the first half of 1986, net new deposits fell $1.8 billion.

Spurred by the strength of the stock markets, more thrift institutions have been converting from mutual to stock ownership. Lawrence J. White, a member of the Federal Home Loan Bank Board, expects conversions to continue at the same rate.

In the first half of 1987, the Bank Board issued 73 approvals for thrift institutions to convert to stock ownership. That compares with 28 conversion approvals in the first half of 1986. In the 12 months ended June 30, 1987, the Bank Board approved 158 conversions.

"At some point it [thrift conversions] has to slacken off," Mr. White said, "but for the next couple of years it should continue at a similar pace . . . It just makes a lot of sense for some of these mutual institutions to convert to stock."

The $10.8 billion-deposit Goldome, of Buffalo, formerly the largest mutual savings bank, changed its charter last month to become a state-chartered stock savings bank. Now, Peoples Bank, Bridgeport, Conn., is the largest mutual savings bank, with $4.6 billion in deposits as of June 30, an increase of 14.1% from a year ago.

That ranked the savings bank 25th in today's listing. The largest mutual savings and loan is First Federal Savings & Loan Association of Rochester, in New York. First Federal reported deposits of $3.1 billion to rank 46th. The thrift's deposits were off 4.3% from June 30 of last year.

Of the top 100 thrifts, there are 9 mutual savings banks, 33 stock savings banks, 11 mutual savings and loans, and 47 stock savings and loans. At the same time last year, 67 of the top 100 were stock institutions, compared with the 80 listed above.

Consolidation is a trend apparent throughout the financial services industry. At midyear 1987, the number of operating thrifts stood at 3,507, down from 3,533 at yearend and 3,576 at midyear 1986. Mr. Wilson and Mr. White say the consolidation is due to general economic conditions, acquisition of insolvent thrifts, increased competition, and technological improvements.

"Improved telecommunications and computerization allow thrifts to reach a larger market area," Mr. White said. "Thirty or even ten years ago the market area for each thrift was small and they didn't really compete with each other." This allowed many small thrifts to exist, serving limited market areas.

"I would say that it is likely that there will be under 3,000 thrifts," Mr. White said. But he could not say when.

Other Survey Findings

- The thrift that gained the most places from yearend was Far West Federal Bank, Portland, Ore. Its deposits increased more than 60%, to $2.4 billion. Far West jumped 64 places to rank 67th.

Leaping 54 spots to 45th place was Commercial Federal Savings & Loan Association, Omaha. Its deposits soared to $3.2 billion from $1.8 billion, an increase of 74.9%. Commercial Federal acquired the $2 billion-asset Empire Savings Building & Loan, Denver, on April 30 of this year.

Citicorp Savings, San Francisco, had the third largest gain in rank, jumping 24 spots, to 23d. Citicorp Savings, whose deposits increased 58.3%, to $4.9 billion, acquired 50 Sears Savings Bank branches in Southern California and now has 143 locations in that state.

- The thrifts with the highest net-worth-to-assets ratio in the top 100 were the two Citicorp-owned thrifts, Citicorp Savings of Illinois, Chicago, at 30.94%, and Citicorp Savings in San Francisco, 13.57%. These two thrifts were followed by Lincoln Savings & Loan Association, Irvine, Calif., with 9.84%; Rochester Community Savings Bank, of Rochester, N.Y., 9.31%; and Capitol Federal Savings & Loan Association, Topeka, Kan., 8.87%.

- The institutions with the lowest net worth ratios were Sunbelt Savings Assocation of Texas, Dallas, with −3.18%; Guaranty Federal Savings & Loan Assocation, Galveston, Tex., 0.42%; American Savings & Loan Association, Stockton, Calif., 1.13%; Horizon Financial FA, Southampton, Pa., 1.63%; and Lincoln Savings Bank FSB, New York, 1.64%. ■

CREDIT LINES

Investment Banking Angle Helps NCNB Net $40 Million Loan

By JOHN P. FORDE

NEW YORK — Ask investment bankers at major banks what they think of the commercial side of their institutions, and they will probably say that traditional commercial bank customers are ripe sources of new business.

These investment bankers have learned that corporate customers of their institutions often need fee-producing services such as private placements of securities.

However, bankers are also finding out that the flow of business can go the other way. Such was the case with an acquisition initiated by NCNB Investment Banking Co., Charlotte, N.C.

According to David C. Vorhoff, a vice president in the merger and acquisition group of NCNB, his firm was hired to assist in finding a potential buyer for Waccamaw Retail Group Inc. of Myrtle Beach, S.C. Waccamaw is a specialty merchandiser of housewares and home-decor items with 11 stores.

NCNB found Georgetown Industries Inc., a manufacturer of wire and reinforcement bars, right in the bank's home town of Charlotte. Georgetown wanted to diversify by entering a business not quite as susceptible as its existing lines to the cycles of the steel industry.

NCNB initiated the acquisition and served as financial adviser to Waccamaw. Mr. Vorhoff said the deal was one of many that the company has put together. He said the merger and acquisition group, which includes six professionals, put together about a dozen deals in 1986 and it is presently working on about 15 more.

While the sale was going through, Mr. Vorhoff said, Georgetown asked NCNB if it could help with financing needs of the new unit. Waccamaw, a retail company that deals frequently with overseas manufacturers, had a need for items such as letters of credit and seasonal credit lines.

AN American Banker WEEKLY FEATURE

According to Mr. Vorhoff, the business was referred to NCNB Corp.'s corporate side, which, after performing a credit review, agreed to assist Georgetown with its credit needs. The financing package did not include takeover financing, as Georgetown completed the deal using its own funds.

Roger R. Regelbrugge, president and chief executive officer of Georgetown, said the company's continuing credit needs were met by a $40 million loan agreement, which would allow Waccamaw to meet its short-term financing needs. Waccamaw had already been banking with NCNB, but the new form of the company demanded a new loan agreement.

The facility was meant to smooth the transfer of indebtedness from Waccamaw to its new parent company, he said in a phone interview Thursday. The agreement will take care of Waccamaw's needs through its busy Christmas season, after which Mr. Regelbrugge expects the pact to be renegotiated some time in the spring of 1988. He does not plan for the entire agreement to be drawn down.

Mr. Vorhoff was careful to point out that the commercial banking business was not the major reason that NCNB took on the Waccamaw investment banking job. "It was certainly at arm's length," he said, "but clearly our involvement didn't hurt their chances of getting the business."

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Other commercial financing business announced this week:

International Lease Finance Corp., Beverly Hills, Calif., signed a series of operating-lease agreements this week with nine U.S. and international airlines involving 22 jet aircraft, with a combined contract value of more than $1 billion. Operating leases are short-term agreements that leave the leasing company with an asset of high residual value after the leases expire.

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Tesoro Petroleum Corp., San Antonio, has entered into a new secured two-year $150 million revolving credit agreement with a consortium of banks, for which Manufacturers Hanover Trust Co., New York, acted as agent. The new agreement includes $30 million outstanding under an insurance company surety bond and $98.5 million in new bank credit, which is currently committed. ■

Top 100 U.S. Thrift Institutions

In Order of Deposits June 30, 1987, Compared with June 30, 1986

Compiled by American Banker Copyright 1987

Rank 6/87		Deposits June 30, 1987	Deposits June 30, 1986	Rank 6/86	Gain In Rank	Deposits Dec. 31, 1986	Rank 12/86	Gain In Rank	Net Worth 6/30/87	Net Worth to Assets (%)	Charter Type (a)	Insur. Type (b)
1	Home Savings of America, FA, Irwindale, Calif.	21,315,735,000	20,632,904,000	1		21,774,759,000	1		1,686,096,000	6.08	4	2
2	Great Western Bank, FSB, Beverly Hills	18,336,206,000	17,116,165,000	2		18,130,530,000	2		1,928,481,000	6.80	2	2
3	American Savings & Loan Assn., Stockton, Calif.	17,373,865,000	16,617,214,000	3		16,977,839,000	3		382,943,000	1.13	4	2
4	California Fed. Savings & Loan Assn., Los Angeles	14,961,631,000	14,217,789,000	4		15,455,800,000	4		1,099,752,000	5.14	4	2
5	Meritor Savings Bank, Philadelphia	12,799,221,000	12,754,770,000	5		12,676,100,000	6	+1	1,262,526,000	6.25	2	1
6	Glendale Federal Savings & Loan Assn., Calif.	12,789,621,000	11,660,817,000	6		12,700,344,000	5		1,015,454,000	5.62	4	2
7	Goldome, Buffalo, N.Y. (c,d)	10,831,727,000	11,170,249,000†	7‡		11,016,213,000	8	+1	327,569,000	2.23	1	2
8	First Nationwide Bank, FSB, San Francisco	10,462,329,000	9,651,948,000	8		11,079,351,000	7		994,743,000	6.48	2	2
9	Great American First Savings Bank, San Diego, Calif.	9,106,812,000	8,410,010,000	9		8,877,414,000	9		799,803,000	5.86	2	2
10	Home Federal Savings & Loan Assn. of San Diego, Calif.	9,103,000,000	7,706,519,000	11	+1	8,562,059,000	10		N.A.	N.A.	4	2
11	World Savings, FS&LA, Oakland, Calif.	7,900,507,000	7,790,359,000	10		7,698,523,000	11		820,313,000	6.24	4	2
12	Empire of America, FSB, Buffalo, N.Y. (d,e)	7,681,812,000	7,392,558,000†	12★		7,352,759,000†	12★		226,177,000	2.39	2	2
13	Coast Savings & Loan Assn., Los Angeles	7,624,621,000	4,891,469,000	22	+9	5,931,131,000	16	+3	N.A.	N.A.	4	2
14	CrossLand Savings FSB, Brooklyn, New York	7,308,896,000	7,074,210,000	13		6,876,465,000	13		872,381,000	8.00	2	1
15	City Federal Savings Bank, Bedminster, N.J.	6,976,567,000	7,199,062,000	12		6,998,588,000	12		363,906,000	3.36	2	2
16	Dime Savings Bank of New York FSB, Garden City	6,880,401,000	6,708,617,000	14		6,464,274,000	15		642,601,000	7.00	2	1
17	Anchor Savings Bank FSB, Northport, N.Y.	6,372,570,000	6,376,930,000	15		6,468,025,000	14		566,450,000	7.57	2	2
18	Columbia Savings & Loan Assn., Beverly Hills	5,927,074,000	4,685,369,000	24	+6	5,192,585,000	19	+1	674,723,000	7.41	4	2
19	Gibraltar Savings, Beverly Hills	5,874,331,000	6,280,690,000	16		5,727,043,000	17		564,873,000	4.54	4	2
20	Imperial Savings Assn., San Diego, Calif.	5,555,182,000	5,891,565,000	17		5,532,288,000	18		389,611,000	4.16	4	2
21	Bowery Savings Bank, New York	5,109,922,000	5,090,167,000	19		5,136,413,000	20		357,471,000	5.15	2	1
22	First Federal of Michigan, Detroit	4,967,725,381	4,906,236,000	21		5,047,913,315	22		521,375,947	4.40	4	2
23	Citicorp Savings, FS&LA, San Francisco	4,863,528,000	3,177,685,000	44	+ 21	3,072,518,000	47	+ 24	937,173,000	13.57	4	2
24	Talman Home Federal Savings & Loan Assn., Chicago	4,624,384,000	4,833,627,000	23		4,748,281,000	24		304,257,000	5.24	4	2
25	People's Bank, Bridgeport, Conn.	4,584,490,000	4,019,429,000	29	+4	4,352,744,000	26	+1	344,993,000	6.46	1	1
26	Standard Federal Bank, Troy, Mich.	4,413,355,534	4,239,350,603	26		4,450,335,801	25		577,228,470	6.60	2	2
27	CenTrust Savings Bank, Miami	4,263,682,000	3,161,966,000	45	+ 18	3,588,802,971	35	+8	418,016,000	5.78	4	2
28	Long Island Savings Bank FSB, Syosset, N.Y.	4,204,528,000	4,120,098,000	28		4,194,343,000	27		484,505,000	8.62	1	2
29	Western Savings & Loan Assn., Phoenix, Ariz.	4,061,804,000	3,635,065,282	32	+3	3,813,475,624	32	+3	259,996,000	4.62	4	2
30	MeraBank, FSB, Phoenix, Ariz.	4,043,594,000	3,554,895,000	33	+3	3,905,887,000	31	+1	515,676,000	8.10	2	2
31	Carteret Savings Bank, FA, Morristown, N.J.	4,006,672,000	4,164,208,000	27		4,123,994,000	28		330,584,000	5.90	4	2
32	Atlantic Financial Federal, Bala Cynwyd, Pa.	3,987,251,000	3,961,786,000	30		4,107,470,000	29		262,484,000	3.54	4	2
33	Gibraltar Savings Assn., Houston	3,914,649,570	3,387,805,339	35	+2	3,398,074,075	39	+6	465,361,831	7.86	4	2
34	Dollar-Dry Dock Savings Bank, Bronx, New York	3,912,060,000	4,364,323,000	25		3,956,983,000	30		164,714,000	3.75	2	1
35	Northeast Savings, FA, Hartford, Conn.	3,902,359,000	3,311,825,000	37	+2	3,454,316,000	36	+1	376,375,000	5.69	4	2
36	Citicorp Savings of Illinois, FS&LA, Chicago	3,758,895,000	3,746,984,000	31		3,640,424,000	34		1,733,214,000	30.94	4	2
37	Howard Savings Bank, Newark, N.J.	3,749,833,000	3,372,697,000	36		3,704,461,000	33		317,592,000	7.36	2	1
38	Washington Mutual Savings Bank, Seattle	3,652,844,000	3,248,856,000	40	+2	3,293,169,000	41	+3	302,582,000	5.36	2	1
39	TCF Banking & Savings, FA, Minneapolis	3,644,545,000	3,131,113,000	46	+7	3,405,961,000	38		253,787,000	4.31	4	2
40	Sears Savings Bank, Glendale, Calif.	3,617,400,000	5,115,309,000	18		5,054,267,728	21		297,150,000	5.52	2	2
41	Florida Federal Savings & Loan Assn., St. Petersburg	3,514,347,000	3,432,332,836	34		3,446,706,000	37		N.A.	N.A.	4	2
42	United Savings Assn., Houston	3,423,324,000	3,224,412,000	41		3,193,286,000	43	+1	258,907,000	4.38	4	2
43	TransOhio Savings Bank, Cleveland	3,392,943,000	2,568,221,000	58	+ 15	3,391,000,000	40		310,295,000	5.50	2	2
44	Emigrant Savings Bank, New York	3,172,033,964	3,180,297,695	43		3,138,797,252	46	+2	197,702,443	5.58	2	1
45	Commercial Federal Savings & Loan Assn., Omaha, Neb.	3,155,660,000	1,703,118,000	99	+ 54	1,804,121,000	99	+ 54	186,971,000	3.32	4	2
46	First Federal Savings & Loan Assn., Rochester, N.Y.	3,127,292,000	3,268,025,000	39		3,154,870,641	45		89,400,000	2.04	3	2
47	Perpetual Savings Bank, FSB, McLean, Va.	3,012,455,000	3,000,000,000	47		3,193,313,000	42		376,343,000	8.40	2	2
48	University Savings Assn., Houston	3,003,648,000	2,714,818,000	53	+5	2,853,527,000	51	+3	227,337,000	5.52	4	2
49	Community Federal Savings & Loan Assn., St. Louis, Mo.	2,931,021,000	3,205,626,000	42		3,055,827,000	48		106,437,000	2.80	2	2
50	Lincoln Savings & Loan Assn., Irvine, Calif.	2,916,000,000	2,662,792,000	55	+5	2,823,134,000	53	+3	229,000,000	5.31	4	2
51	Green Point Savings Bank, Brooklyn, New York	2,915,024,344	2,659,072,044	56	+5	2,752,920,447	56	+5	331,006,769	9.84	1	1
52	Bright Banc Savings Assn., Dallas	2,912,700,000	3,278,467,000	38		3,173,566,000	44		135,319,000	2.78	4	2
53	American Savings Bank FSB, New York	2,897,608,000	2,965,611,000	48		2,943,771,031	49		336,983,000	8.68	2	1
54	Benjamin Franklin Federal S & L Assn., Portland, Ore.	2,871,312,000	2,782,064,895	50		2,869,674,291	50		226,697,000	5.09	4	2
55	AmeriFirst Federal Savings & Loan Assn., Miami	2,853,865,000	2,879,662,000	49		2,811,388,000	55		200,263,000	4.94	4	2
56	Sunbelt Savings Assn., Dallas	2,836,081,236	2,730,459,911	52		2,821,995,000	54		-107,160,678	- 3.18	4	2
57	Manhattan Savings Bank, New York	2,703,686,000	2,680,631,038	54		2,727,680,008	57		244,391,000	8.12	1	1
58	First Texas Savings Assn., Dallas	2,666,608,967	2,732,885,143	51		2,853,280,424	52		106,195,324	2.95	4	2
59	Chevy Chase Savings Bank, FSB, Md.	2,633,529,611	2,305,083,798	65	+6	2,424,005,745	63	+4	169,827,583	5.41	2	2
60	Old Stone Bank FSB, Providence, R.I.	2,562,553,000	2,116,717,000	73	+ 13	2,511,973,000	59		260,093,000	7.03	2	2
61	Apple Bank For Savings, New York	2,523,900,000	1,667,882,000	105	+ 44	2,451,764,000	62	+1	180,435,000	6.47	2	3
62	Georgia Federal Bank, FSB, Atlanta	2,500,000,000	2,197,367,000	68	+6	2,332,455,000	67	+5	N.A.	N.A.	2	2
63	Hudson City Savings Bank, Paramus, N.J.	2,488,900,678	2,396,217,946	61		2,487,373,787	60		200,566,646	7.26	1	1
64	Farm & Home Savings Assn., Nevada, Mo.	2,469,442,000	2,573,383,000	57		2,590,605,626	58		208,127,454	6.02	4	2
65	Far West Savings & Loan Assn., Newport Beach, Calif.	2,405,400,000	1,934,135,000	88	+ 23	2,121,591,000	81	+ 16	192,400,000	5.71	4	2
66	Homestead Savings, FS&LA, San Francisco	2,403,104,000	2,320,796,000	63		2,479,493,677	61		221,668,000	3.97	4	2
67	Far West Federal Bank, Portland, Ore.	2,384,379,000	1,453,497,399	126	+ 59	1,484,860,197	131	+ 64	192,400,000	5.71	4	2
68	Society for Savings, Hartford, Conn.	2,366,742,000	2,047,593,000	80	+ 12	2,227,823,000	70	+2	217,263,000	6.67	2	1
69	Fidelity Federal S & L Assn., Glendale, Calif.	2,358,231,000	2,260,463,000	66		2,406,569,000	65		176,163,000	5.06	4	2
70	Downey Savings & Loan Assn., Costa Mesa, Calif.	2,344,591,663	2,028,041,000	84	+ 14	2,187,856,093	73	+3	208,210,716	7.54	4	2
71	Bank Western FSB, Denver	2,343,907,000	2,409,020,000	60		2,365,452,405	66		264,860,000	6.96	2	2
72	Seamen's Bank for Savings FSB, New York	2,297,857,000	2,441,637,000	59		2,418,300,000	64		174,991,000	4.69	2	1
73	Williamsburgh Savings Bank, Brooklyn, New York	2,253,649,926	2,249,031,128	67		2,215,194,000	72		171,739,145	6.92	2	1
74	Midwest Federal Savings & Loan Assn., Minneapolis	2,232,671,000	2,058,752,000	79	+5	2,137,637,837	78	+4	134,466,000	4.05	3	2
75	First Minnesota Savings Bank FSB, St. Paul	2,228,188,000	2,378,427,000	62		2,267,736,183	69		106,056,000	3.57	1	2
76	First Federal Savings & Loan Assn., Pittsburgh	2,215,000,000	2,101,577,000	75		2,171,290,000	75		86,300,000	3.45	3	2
77	Valley Federal S & L Assn., Van Nuys, Calif.	2,206,328,000	2,044,327,000	81	+4	2,066,910,000	84	+7	109,066,000	3.73	4	2
78	San Jacinto Savings Assn., Houston	2,204,141,550	2,166,289,281	69		2,271,363,269	68		146,571,813	5.54	4	2
79	Franklin Savings Assn., Ottawa, Kan.	2,196,907,000	1,410,383,000	131	+ 52	1,961,504,000	89	+ 10	376,244,000	5.91	4	2
80	Capitol Federal Savings & Loan Assn., Topeka, Kan.	2,176,345,000	2,084,032,742	77		2,132,795,499	79		226,180,000	8.87	3	2
81	American Savings & Loan Assn. of Florida, Miami	2,150,172,000	2,088,252,000	76		2,144,742,000	77		N.A.	N.A.	4	2
82	Rochester Community Savings Bank, N.Y.	2,143,124,000	2,142,860,000	70		2,152,028,000	76		304,808,000	9.31	2	1
83	Lincoln Savings Bank FSB, New York	2,130,996,000	2,104,144,000	74		2,112,118,365	82		36,723,159	1.64	1	1
84	St. Paul Federal Bank for Savings, Chicago	2,099,254,083	2,001,609,747	85	+1	2,077,714,000	83		219,508,031	8.68	2	2
85	Santa Barbara Savings & Loan Assn., Calif.	2,087,722,000	2,062,712,493	78		2,005,337,000	88	+3	150,397,000	2.78	4	2
86	Pacific First Federal Savings Bank, Tacoma, Wash.	2,058,090,000	1,900,352,000	90	+4	2,059,374,000	85		218,500,000	5.06	2	2
87	Guarantee Savings, FS&LA, Fresno, Calif.	2,020,950,000	2,124,700,000	71		2,171,427,000	74		144,894,000	5.12	4	2
88	Citizens Federal Savings & Loan Assn., Miami	2,000,892,341	1,328,519,340	140	+ 52	1,904,050,000	94	+6	207,589,515	7.77	4	2
89	Hill Financial Savings Assn., Red Hill, Pa.	1,984,747,232	1,760,527,723	95	+6	2,009,666,587	87		118,391,069	4.17	3	2
90	Citizens Federal Savings & Loan Assn., Dayton, Ohio	1,974,861,461	1,914,392,000	89		1,957,586,529	90		100,534,611	4.52	3	2
91	Coral Gables Federal Savings & Loan Assn., Fla.	1,970,746,917	2,043,299,873	82		2,018,428,245	86		199,812,400	8.63	3	2
92	Horizon Financial, FA, Southampton, Pa.	1,963,253,000	1,687,162,000	102	+ 10	1,940,932,000	91		40,652,000	1.63	3	2
93	Astoria Federal Savings & Loan Assn., Queens, New York	1,954,856,569	1,836,094,402	93		1,866,725,771	97	+4	174,851,346	6.55	3	2
94	Dollar Bank FSB, Pittsburgh	1,925,517,000	1,934,586,000	87		1,900,786,000	95	+1	212,541,000	8.86	1	2
95	Lamar Savings Assn., Austin, Tex.	1,915,000,000	1,874,968,726	92		1,892,664,000	96	+1	N.A.	N.A.	4	2
96	Greater New York Savings Bank, New York	1,910,246,000	2,036,437,000	83		1,914,806,000	93		182,320,000	7.30	2	1
97	East River Savings Bank, New York	1,888,871,704	1,968,317,521	86		1,938,605,745	92		146,336,572	5.78	2	1
98	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	1,861,673,377	1,629,787,000	107	+9	1,762,433,000	101	+3	9,680,510	0.42	3	2
99	Pima Savings & Loan Assn., Tucson, Ariz.	1,833,151,000	1,583,506,000	114	+ 15	1,768,579,000	100	+1	113,875,000	4.04	4	2
100	Mercury Savings, FS&LA, Huntington Beach, Calif.	1,808,192,000	1,754,586,000	96		1,823,000,000	98		84,500,000	3.79	4	2

This **preliminary** listing of the top 100 savings banks and S&Ls is based solely on data from an **American Banker** questionnaire. **Total deposits and savings accounts** include: non-interest earning demand and NOW accounts; accounts earning in excess of regular rate in certificates with denominations of $100,000 or more and in other accounts; and accounts earning at or below regular rate in interest-earning NOW accounts, in passbook accounts, and all other accounts, except escrowed accounts. **Regulatory Net Worth** includes permanent, reserve, or guarantee stock; paid-in surplus; qualifying mutual capital certificates; income capital/net worth certificates; qualifying subordinated debentures; appraised equity capital; reserves; undivided profits; and net undistributed income. **(a)— Charter Types:** 1-Mutual Savings Bank; 2-Stock Savings Bank; (3)-Mutual Savings & Loan Association; (4)- Stock Savings & Loan Association. **(b)— Insurance Types:** 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured. **(c)**— Formerly Goldome FSB. Changed title in 8/87 when it converted from a federally-chartered mutual savings bank to a state-chartered stock savings bank. **(d)**— All data shown are on a consolidated GAAP ("general accepted accounting principles") basis. **(e)**— Converted from a mutual to stock savings bank in Nov. 1986. **(†)**— Restated. Originally reported unconsolidated data. **(‡)**— Rank unaffected by restatement. **(★)**— Rank institution would have had, if the restated data had been used.

American Banker

The Daily Financial Services

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STATISTICAL REFERENCE INDEX
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TODAY

Claire W. Gargalli

EQUIMARK CORP. named Claire W. Gargalli chairman and chief executive officer of its lead bank, making her the highest ranking female officer of a commercial bank in the United States. Ms. Gargalli, 44, had been president...2

STANDARD CHARTERED PLC has put Union Bank up for sale, and foreign bidders from the Pacific Rim are expected to emerge as suitors, say industry observers.... 2

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The role I can best play is that of a good banker.

Claire W. Gargalli on being named the highest ranking female executive at a commercial bank [Page 1]

Unquote

First City Recapitalized in FDIC Bailout

Agency, Investor Group Led by Abboud Rescue Texas Firm

By ROBERT TRIGAUX
Washington Bureau

WASHINGTON — Backed by nearly $1 billion in federal assistance and a $500 million new stock offering, an investor group led by former Chicago banker A. Robert Abboud has won control of troubled First City Bancorporation of Texas, it was announced Wednesday.

The bailout of the Houston banking firm by the Federal Deposit Insurance Corp. is second in size only to the FDIC's $4.5 billion 1984 rescue of Continental Illinois National Bank and Trust Co. of Chicago. First City is a $12 billion-asset institution with 62 banking subsidiaries.

On Wednesday, announcements of the takeover of First City were made simultaneously in Washington, by the FDIC, and in Houston, by First City and Mr. Abboud. The deal remains subject to shareholder approval, which is expected before Thanksgiving.

FDIC Chairman L. William Seidman on Wednesday said that if the FDIC had let First City fail and the agency had to liquidate its bank subsidiaries, it would have cost the FDIC up to $1.8 billion. The firm's lead bank, First City National Bank, Houston, with $2.8 billion in deposits as of June 30, was close to failing, according to the FDIC.

"This action was taken because it represents the lowest-cost alternative

FDIC: Page 8 ➞

> Texas is an energy state, and I hope we can help rebuild that industry.
>
> — A. Robert Abboud

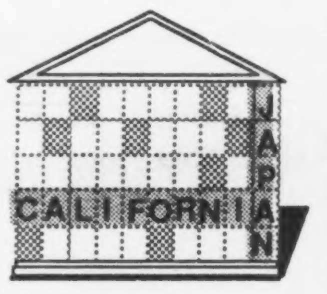
An American Banker Special Report

Japanese Banks Tackle California Middle Market

By ROBERT LUKE
First in a Series

LOS ANGELES — Japanese banks, having established a beachhead in California, now are mounting a full-scale attack on American competitors in the richest banking market in the United States.

From a negligible share a decade ago, Japanese-owned banks now command an estimated 12% to 13% of the California market.



"Within 5 to 10 years, Japanese banks will account for about 25% of [commercial bank] assets in the state," said Tsutomu Itoh, president of the Kyowa Bank of California and general manager of the Kyowa Bank Ltd.'s agency in Los Angeles.

"As many as three Japanese banks will be in the top five," he said. Currently, 4 of the top 10 are Japanese.

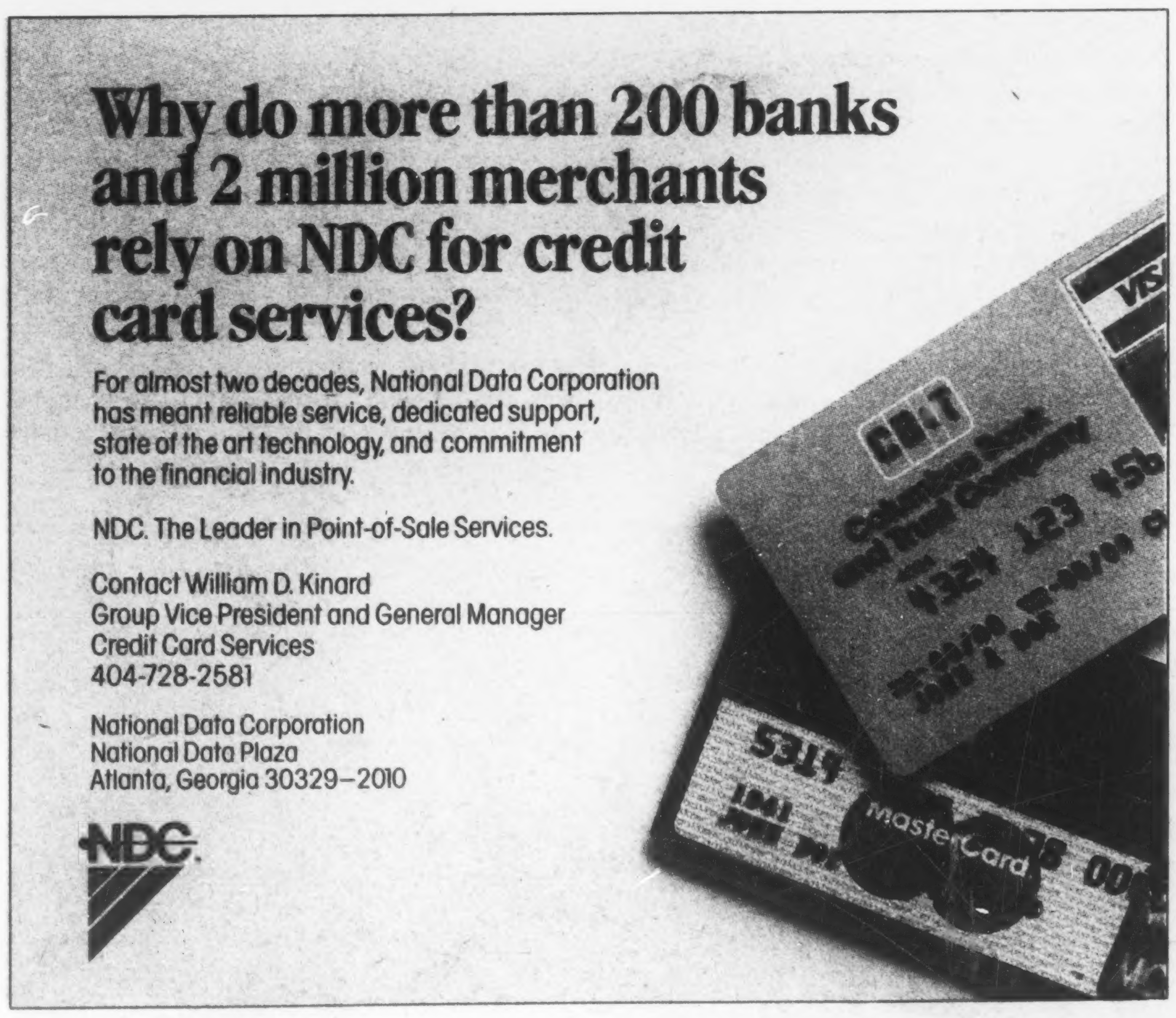
Mr. Itoh said much of the gain will come at the expense of California's four giant domestic banks, which now hold an estimated two-thirds of commercial bank assets in the state. They are Bank of America, First Interstate Bank of California, Security Pacific National Bank, and Wells Fargo Bank.

California has the largest economy in the United States and the sixth largest in the world. With 12% of the nation's population, the state commanded 15.9% of the nation's commercial bank and thrift assets in 1985.

Japanese funds are pouring into the state, not only in real estate and manufacturing investments, but in banking as well. The Sanwa Bank Ltd., for example, nearly quadrupled its California branch network last year with one acquisition — the $3 billion-asset California subsidiary of Lloyds Bank PLC.

"The Japanese have more interest in acquiring California banks than any other group of banks," said Gerry Findley, a banking consultant in Brea, Calif. "They are willing to pay a reasonable premium."

Japanese: Page 22 ➞



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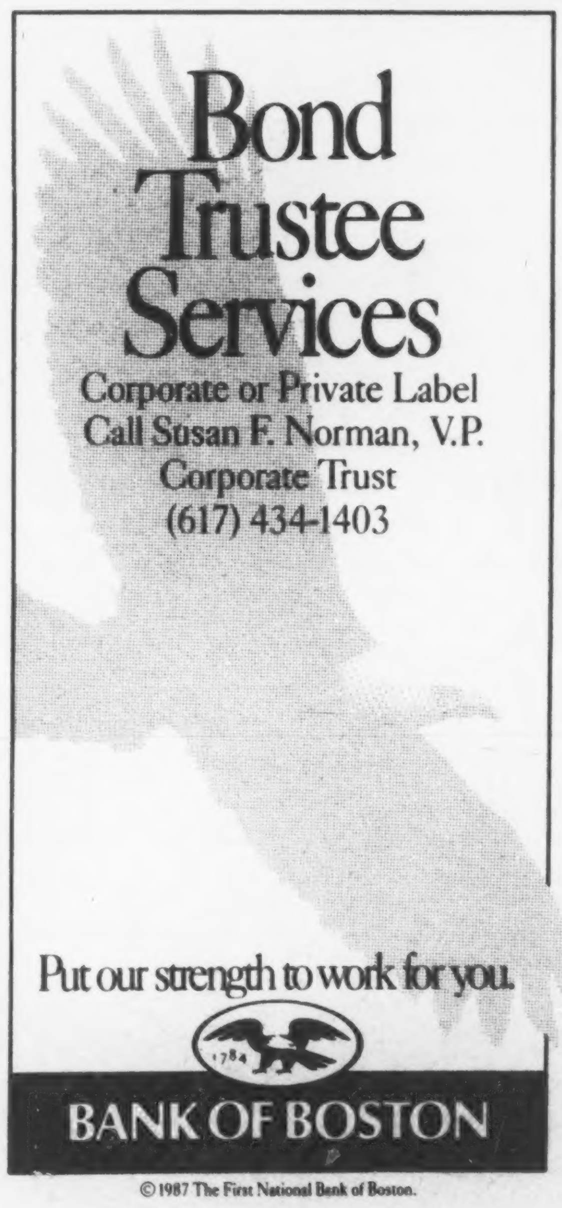

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An American Banker Special Report

Japanese Banks Pursue Middle Market in California

➻ Continued from Page 1

Last year, Japanese bank assets in the Golden State jumped nearly 32% to $67.1 billion, including $44.2 billion housed in 23 agencies or branches and $22.9 billion in nine California bank subsidiaries.

The subsidiaries are California First Bank, which is owned by the Bank of Tokyo Ltd.; Sanwa Bank California, owned by the Sanwa Bank Ltd., Osaka; the Bank of California and the Mitsubishi Bank of California, owned by the Mitsubishi Bank Ltd., Tokyo; the Sumitomo Bank of California, owned by the Sumitomo Bank Ltd., Osaka; Mitsui Manufacturers Bank, owned by the Mitsui Bank Ltd., Tokyo; Tokai Bank of California, owned by the Tokai Bank Ltd., Nagoya; Dai-Ichi Kangyo Bank of California, owned by the Dai-Ichi Bank Ltd., Tokyo; and Kyowa Bank of California, owned by the Kyowa Bank Ltd., Tokyo.

> Japanese banks offer higher rates for deposits and lower rates on consumer loans.

Although American bankers say they don't underestimate the Japanese, many believe the Japanese don't offer much competition in the mother lodes of the California market — retail banking and the corporate middle market.

"The Japanese have not been real competitors," said Carl E. Reichardt, Wells Fargo's chairman and chief executive officer, in an October meeting with security analysts in San Francisco. "The only place we see them on anything like a recurring basis is in major corporate credits, particularly public utilities and municipalities. The spreads on this business are razor thin. And they're doing us a great favor by taking this stuff out of the market.

Kyowa's Mr. Itoh agreed that the Japanese haven't been that competitive, but added, "I think that will change."

Once content to serve a largely Japanese clientele with nearly invisible spreads between funding costs and loan rates, Japanese banks in California now are cultivating the overall American market.

The reasons are economic.

With 23 Japanese banks serving some 1,000 Japanese firms in the state, the market "certainly is overbanked," said Atsuo Hasegawa, president of the Tokai Bank of California and general manager of the Tokai Bank Ltd.'s agency in Los Angeles.

Stressing Returns from Subsidiaries

Moreover, bulking up on low-margin assets doesn't make sense if Japanese banks with overseas operations need to boost their capital ratios to 6% by 1991, analysts said. Current Japanese ratios are estimated at less than 2.7%.

As a result, "the parents are putting more emphasis on ROAs [return on assets] of subsidiaries," said Junji Hatano, executive vice president and chief operating officer of the Bank of California. "They didn't have specific expectations of ROAs before."

"There may be a little more pressure for earnings today than in the past," said Leonard Weil, retired president and chief executive officer of Mitsui Manufacturers Bank. "When the dollar was appreciating, it didn't really matter very much whether they were making any profit or not because they were gaining in the appreciation of the dollar. Now, it is much more important that they make some earnings."

Usually conservative Japanese bankers, however, express unease about tapping the riskier American middle market with the discount pricing they used in recent years to dominate the public finance market. Last year, Japanese banks, largely through agencies in the United States, issued $18 billion in letters of credit to underwrite municipal securities — or about 50% of the market.

California's Japanese-Owned Banks

Totals on Dec. 31, 1986 (in millions of dollars)

	Assets	Deposits	Equity
California First Bank, San Francisco	$6,108	$4,731	$376
Sanwa Bank California, San Francisco	5,116	3,607	366
The Bank of California, San Francisco	4,073	2,071	283
Sumitomo Bank of California., San Francisco	3,306	2,665	187
Mitsui Manufacturers Bank, Los Angeles	1,877	1,680	136
Mitsubishi Bank of California, Los Angeles	1,376	1,243	94
Tokai Bank of California, Los Angeles	1,007	600	60
Dai-Ichi Kangyo Bank, Los Angeles	239	184	22
Kyowa Bank of California, Los Angeles	129	109	14

Ratios for 1984-1986

	Net Stockholder Return on Beginning Equity[1]			Annual Deposit Growth Rate		
	1986	1985	1984	1986	1985	1984
California First Bank	14.35%	9.50%	13.07%	15.52%	6.46%	16.77%
Sanwa Bank California	39.45	6.83	11.37	170.33	8.76	9.98
The Bank of California	7.99	2.67	(5.38)	10.47	7.82	(3.03)
Sumitomo Bank of California	12.28	17.12	10.53	8.94	8.25	3.84
Mitsui Manufacturers Bank	(14.63)	6.35	7.57	(3.39)	11.14	6.23
Mitsubishi Bank of California	19.71	19.35	7.07	10.40	35.11	24.81
Tokai Bank of California	11.94	5.06	1.42	25.01	34.91	(8.57)
Dai-Ichi Kangyo Bank	2.44	2.45	3.41	(12.33)	25.21	21.80
Kyowa Bank of California	5.93	8.45	4.77	16.30	32.08	21.51

Ratios for 1984-1986

	Net Opererating Income/Average Assets[2]			Net Loan Loss/Beginning Loans		
	1986	1985	1984	1986	1985	1984
California First Bank	1.92%	1.61%	1.36%	0.90%	0.92%	0.53%
Sanwa Bank California	0.82	0.56	0.68	0.61	0.37	0.21
The Bank of California	0.96	0.56	0.38	0.45	0.74	1.02
Sumitomo Bank of California	1.27	1.30	0.90	0.05	0.09	0.10
Mitsui Manufacturers Bank	0.80	1.48	1.56	2.92	1.59	1.84
Mitsubishi Bank of California	1.64	1.25	0.69	0.36	0.46	0.37
Tokai Bank of California	1.42	1.28	0.82	0.38	1.15	0.95
Dai-Ichi Kangyo Bank	0.41	0.34	0.55	0.14	0.09	(0.01)
Kyowa Bank of California	0.93	1.31	0.93	0.00	0.00	0.15

[1] Calculated by adding net additions to equity capital, plus cash dividends, minus additional capital stock sold or converted, or capital contributions by parent holding company. [2] Net operating income before provision for loan losses, income tax and securities transactions.

Source: The Findley Reports, Brea, Calif.

"Profitability comes first, not market share," said Seishichi Itoh, president and chief executive officer of California First Bank. "However, I have to tell you, profitability has something to do with market share. It sounds contradictory, but if you want to enjoy the benefits of scale, you have to have market share in order to make money."

To increase market share, Japanese banks often price loans 25 to 50 basis points lower than their domestic California competitors, according to Kyowa's Mr. Itoh. He added, however, that the short-term cost of such aggressive pricing eventually can lead to more profitable long-term relationships.

He pointed to a Kyowa customer, an American electronics importer, that picked the bank to finance its employee stock ownership plan. Such loans can command 200 to 300 basis points over the prime rate, he said.

Undercutting the Competition

To attract retail customers, Japanese banks also offer higher rates for deposits and lower rates on consumer loans, such as those for automobiles and

Japanese: Page 24 ➻

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Fed Proposes Rate Caps for Some Home Loans

➻ Continued from Page 3

problem: forced early repayment of a loan.

Without the caps, Mr. Angell's argument goes, a lender could raise the loan rate as interest rates in the economy increased. But with caps, the lender runs the risk of charging less for a loan than the prevailing interest rate.

Lenders are not going to turn their backs on their best customers and won't be terminating loans at will, said Craig Ulrich, general counsel at the Consumers Bankers Association.

"These are important customers, responsible family persons," he said, "about the absolute last group these financial institutions would want to Mickey Mouse around with."

Some banks won't reserve the right to call a loan if interest rates exceed the cap because they don't want to discourage customers, but other lenders will, Mr. Ulrich said.

Elena Hanggi, president of the Association of Community Organizations for Reform Now, or Acorn, commended Mr. Angell's stance, but said more consumer protection is necessary.

"I'm not sure I see enough consumer protection under Angell's proposal," she said in a phone interview. "We need to know what those conditions for a call-in would be." Ms. Hanggi stressed that she had not seen Mr. Angell's proposal.

The disclosure proposal does not establish a maximum interest rate, but merely states that "any adjustable-rate mortgage loan originated by a creditor shall include a limitation on the maximum interest rate that may apply during the term of the mortgage loan." ■

Gargalli Named Chief Executive at Equimark Corp.

➻ Continued from Page 2

Her management style, she said, will be the same: "You have to know which direction you're going in and be able to clearly communicate that to others. Make sure you let people know your expectations and whether their performance measures up.

"Do a lot of listening, and develop a team approach," she continued. "This is not a one-person business. You can't sit back and just tell others what to do; you've got to get in there and do it, too.

"And you've got to be tough when necessary — it's not the nicest part of the business, but it's as important as any other." ■

BACKPAGE

Looking for Gold in California

BANKCAL
THE BANK OF CALIFORNIA

Osamu Yamada
Chairman, President and CEO

Assets: $4.2 billion
Owner: The Mitsubishi Bank Ltd., Tokyo
Strategy: Wants to add five to 10 branches to current 22 in high-density, economic-growth areas. Emphasis on trust, private banking and corporate middle-market business. Retail banking an adjunct to those businesses.

Sanwa Bank
California

Yukihiro Fujiwara
President and CEO

Assets: $5 billion
Owner: The Sanwa Bank Ltd., Osaka
Strategy: The state's seventh-largest bank, also active in the retail and corporate middle-market, wants to double in size in five years. Last year's acquisition of Lloyds Bank California boosted branch network to 113 from 29.

CALIFORNIA FIRST BANK
1ST
Member FDIC

Seishichi Itoh
President and CEO

Assets: $6.1 billion
Owner: 77% owned by Bank of Tokyo Ltd.
Strategy: The state's sixth-largest bank wants to expand its retail and corporate middle-market business. Emphasis on technology driven products and services. Wants to boost branch network to 200 from 135 currently by 1990.

Sumitomo Bank
Sumitomo Bank of California
Member FDIC

Teruhisa Shimizu
President and CEO

Assets: $3.4 billion
Owner: 85% owned by The Sumitomo Bank Ltd., Osaka
Strategy: The bank models itself after Wells Fargo Bank. As a result, it concentrates on real-estate and middle-market lending. Beefing up sales orientation. Wants to build trust business; and add 10 branches to current 45.

TOKAI BANK
OF CALIFORNIA

Atsuo Hasegawa
President and *CEO*

Assets: $1 billion
Owner: Tokai Bank Ltd., Nagoya
Strategy: Seeking to grow internally, with emphasis on developing corporate finance, rather than of retail banking, business. Active in auto dealer financing. Wants more real-estate, corporate middle-market business.

Mitsui Manufacturers Bank

Yutaro Hayashi
President, CEO

Assets: $1.8 billion
Owner: The Mitsui Bank Ltd., Tokyo
Strategy: Rebounding from losses in 1986, the bank is seeking to reduce its reliance on real estate loans. Focus is on developing the corporate middle market, particularly hi-tech; and national and multinational accounts.

MBC
THE MITSUBISHI BANK OF CALIFORNIA

Yutaka Hasegawa
President, Chairman

Assets: $1.4 billion
Owner: The Mitsubishi Bank Ltd., Tokyo
Strategy: About 60% of loans are commercial real estate loans. Seeking to diversify with consumer installment loans and asset-based financing, among others. Prefers acquiring smaller banks to avoid duplicating branches.

DKB DAI-ICHI KANGYO BANK
OF CALIFORNIA

Hisao Kobayashi
President, Chairman

Assets: $250 million
Owner: The Dai-Ichi Kangyo Bank Ltd., Tokyo
Strategy: Virtually all of bank's functions are geared to serving customers of DKB's expanding agency, which has assets of $6 billion. Parent mulling possibility of expanding bank, or may leave it as adjunct of agency.

THE KYOWA BANK
OF CALIFORNIA

Tsutomu Itoh
President

Assets: $100 million
Owner: The Dai-Ichi Kangyo Bank Ltd., Tokyo
Strategy: Largely functions as adjunct of Kyowa's agency, which has $1.6 billion in assets. Majority of customers Japanese or Japanese-American. Seeks to develop real estate, middle-market business. Considering trust business.

Japanese Attempt to Broaden Base in Richest Banking Market

➸ Continued from Page 22

boats.

"Our auto loan rates are the lowest of all the larger banks," said Ronald Nakayama, vice president and deputy manger of loan administration at Sumitomo Bank of California.

Japanese bankers in California are confident they can capture a bigger share of the market with the help of talented American bankers, who frequently are assigned to develop relationships in the corporate middle market. To attract and retain talented personnel, Japanese banks are giving Americans more decision-making authority, particularly in subsidiaries.

"Advancement is not as limited as in a branch," said Mr. Hatano of the Bank of California.

An example of the use of a subsidiary as a vehicle for growth is the Tokai Bank of California, whose assets nearly doubled in 1986 to $1 billion, largely because of more than $500 million in auto dealer financing handled through a subsidiary headed by an American and staffed entirely by Americans.

Still, Japanese banks here seem more comfortable with transaction-oriented, rather than relationship-oriented, businesses. For example, most are keen on developing real estate loans.

"It's probably easier to get," Mr. Hatano said. "It's more transaction oriented. You don't have to have a long-term relationship. When it comes to big deals, you have to go to Tokyo for approval. Because of continuing appreciation of land prices in Japan, real estate deals are more favorably acted on."

Nevertheless, the Japanese are cautious.

"In real estate deals, for example, they tend to want a participant in the deal that is clearly knowledgeable," and that inevitably means an American bank, said Jim Grayson, an attorney with Morrison & Foerster in Los Angeles who works with Japanese banks.

"We want to pick and choose our markets," said Mr. Nakayama of Sumitomo Bank. "We don't want to concentrate on hotels and motels all the time."

That caution extends to commercial loans.

"When collateral is available for even commercial-type of loans, we like to have it backed by real estate," Mr. Nakayama said.

As a result, loan losses are low, compared with American-owned banks. For example, Sumitomo's net loan loss as a percent of beginning loans was 0.5% in 1986, according to Mr. Findley, the banking consultant.

"There is nothing magic about it," said Sumitomo's Mr. Nakayama. "You stick to the basics of good credit control, and you know your customers real well."

Mr. Weil, the former Mitsui executive, concluded: "Japanese banks will continue to increase in market share in California, whether it be by acquisition or internal growth. They will do it at the expense of less efficient operators."

Next: Sumitomo Bank of California focuses on improving profit margins and maintaining its Japanese heritage.

California Agencies & Branches Of Japanese Banks

Assets (In thousands of dollars)

	12/31/86	12/31/85
Bank of Tokyo Ltd.	$1,419,680	$1,140,058
Bank of Yokohama Ltd.	1,079,241	420,390
Dai-Ichi Kangyo Bank Ltd.	3,184,629	2,579,096
Daiwa Bank Ltd.	1,334,010	915,946
Fuji Bank Ltd.	4,582,524	3,345,924
Hokkaido Takushoku Bank Ltd.	489,134	451,352
Industrial Bank of Japan Ltd.	3,565,486	1,956,365
Kyowa Bank Ltd.	1,409,499	954,946
Long-Term Credit Bank. of Japan Ltd.	1,285,411	1,207,076
Mitsubishi Bank Ltd.	3,709,566	2,756,500
Mitsubishi Trust and Banking. Corp.	2,743,730	2,824,019
Mitsui Bank Ltd.	1,959,116	968,350
Mitsui Trust and Banking Co. Ltd.	2,031,816	1,855,953
Nippon Credit Bank Ltd.	783,484	716,283
Saitama Bank Ltd.	1,051,097	960,093
Sanwa Bank Ltd.	1,875,767	1,942,649
Shizuoka Bank Ltd.	1,069,340	357,214
Sumitomo Bank Ltd.	1,989,440	1,476,903
Sumitomo Trust & Banking Co. Ltd.	1,379,463	1,116,250
Taiyo Kobe Bank Ltd.	1,404,982	1,006,886
Tokai Bank Ltd.	2,590,207	1,522,367
Toyo Trust and Banking Co. Ltd.	1,187,189	1,217,981
Yasuda Trust and Banking Co. Ltd.	2,119,030	1,708,045
All Agencies/branches	**44,243,841**	**33,400,646**
All California bank subsidiaries	**22,884,917**	**17,590,451**
TOTAL	**$67,128,758**	**$50,991,097**

SOURCE: California Banking Department

9/11/87 C0175-1

American Banker

The Daily Financial Services N

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Friday, September 11, 1987

152nd Year

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A cap would probably be defeated, but it's dangerous.

Barbara Munson, a lobbyist for the Consumer Bankers Association, on proposed legislation that would set limits on the interest banks could charge on credit cards [Page 3]

Unquote

An American Banker Special Report

Sumitomo Bank of California Finds Niche in Asian Community

By MICHAEL A. ROBINSON

Second in a Series

CALIFORNIA
JAPAN

SAN FRANCISCO — Though less widely known — and perhaps less feared — than their counterparts in the auto industry, Japanese banking executives have earned a reputation for placing greater emphasis on growth and market share than on profits.

Of the four major Japanese banks in California, three are in the midst of major expansion drives designed to solidify their power in the Golden State. In addition, those same three banks also push their image as "American" companies rather than marketing themselves as subsidiaries of giant Japanese banks.

But Teruhisa Shimizu, the outgoing president and chief executive of Sumitomo Bank of California, is happily out of step with his competitors at the Bank of California, California First Bank, and Sanwa Bank California.

His bank, a unit of Sumitomo Bank Ltd. founded in 1953 as a state-chartered bank, is the smallest of the group and is concerned with improving profit margins and maintaining its Japanese heritage. The Osaka-based parent company, which owns 86% of the bank, announced this week that Mr. Shimizu will return to the head office in Japan. He will be replaced by Keizo Yoshida,

Sumitomo: Page 14 ➸

A VIEW FROM OUTSIDE

MARTIN MAYER

Seidman's Brave New World

IN my book, "The Fate of the Dollar," published eight years ago, I noted that one of the reasons the United States had done such a bad job in managing the exchange value of its currency was a confusion of roles in Washington.

From Eisenhower's time, the secretary of the Treasury (whose central task is to fund the government at the lowest price) assumed the role of safeguarding the currency — or, in the case of Michael Blumenthal, deliberately not safeguarding it.

Meanwhile the chairman of the Fed (to which Congress has delegated its exclusive constitutional responsibility for coining money) became instead the instigator of macroeconomic policy, looking at the presumed results wrought in the real economy by putative changes in the money supply, rather than at money itself.

Under Carter the undersecretary of state for economic affairs in the State Department, which is by nature the protector of stable relations with foreign countries, was an economist with a long history of advocacy of floating rates.

All the arguments, in other words, were made ineffectively because they came from quarters that should have been arguing other positions. Comparisons are possible with the Iran-Contra disaster, when, as the Tower Commission stressed, the people whose job it was to protect the President instead helped him climb out on a

View from Outside: Page 4 ➸

Bailout Revives Controversy Over FDIC Role

St Germain Will Review Decision to Block Failure

By ROBERT TRIGAUX and DAVID LAGESSE

After committing nearly $1 billion to the bailout of the $12 billion-asset First City Bancorporation of Texas, the Federal Deposit Insurance Corp. is bracing for criticism that it again has endorsed a policy that large U.S. banks will not be permitted to fail.

The agency's chairman, L. William Seidman, denies this is an accepted policy.

A storm of protest arose in 1984 after the FDIC committed $4.5 billion to rescue the $33.6 billion-asset Continental Illinois National Bank and Trust Company of Chicago. The FDIC expects to lose $1.7 billion on the Continental deal.

Banks with assets of $10 million or less have been bailed out in similar fashion, Mr. Seidman said, when such actions prove less costly to the FDIC than paying off depositors or selling a closed bank. To further justify the FDIC action, he said First City of Houston will be taken over by a private investor group, unlike Continental.

Nevertheless, the First City deal is the second largest bank bailout by the U.S. government. It causes industry observers to question if smaller banks are being grouped in the category of "too large to fail."

At least one critic, House Banking Committee Chairman Fernand St Germain, D-R.I., wants proof from the agency that First City's new operators, led by former First Chicago Corp. chairman A. Robert Abboud, have not been handed a sweetheart deal.

Next week, FDIC staff members will go to Capitol Hill to explain details of

FDIC: Page 12 ➸

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Slower Gains Seen in Executive Compensation

By JEFFREY MARSHALL

New York

POORER PERFORMANCE by publicly held thrifts last year was the chief reason for a lower average gain in top executives' compensation, according to a California consulting firm.

The average cash compensation — salary plus annual bonus — given to the five top officers at 220 public thrifts rose 7% in 1986. That was several notches above the inflation rate but just half of the 14% average gain in 1985, according to the study by MCS Associates, a management consulting firm based in Newport Beach, Calif. MCS conducted a similar survey last year.

Jon Rosenbaum, an MCS associate who oversaw the survey, said performance of the top publicly held thrifts fell off last year "largely due to an accumulation of bad assets. And since so many of these individual executives derive much of their compensation from incentive awards, this decline reflects badly on the companies' financial fortunes."

Mr. Rosenbaum said the percentage gains at the public thrifts still outpaced those given to Fortune 500 executives, but by a narrower margin than in 1985.

The survey, which divided the thrifts in five peer groups by asset size, found the single highest paid executive in four of the five groups was paid less than last year — in one case, 43% less.

Cash Compensation of Top Thrift Executives

1986 average for top two executives, by company assets

	Under $200 million	$200 million-$500 million	$500 million-$1 billion	$1 billion-$2.5 billion	More than $2.5 billion
Highest-paid	$96,213	$136,128	$179,153	$260,548	$520,975
Second highest-paid	72,763	94,346	113,110	169,497	302,523

Source: MCS Associates

Only in the $500 million-$999 million group did the highest paid executive make more than in 1985.

Of the 220 thrifts, 8% paid their top executive more than $500,000 in 1986, the same percentage as in 1985. Three companies paid the top person more than $1 million. Thirty-two percent paid the chief executive more than $250,000, down slightly from the year earlier.

Material for the MCS survey came from proxy statements, with additional information in some cases coming directly from the institutions.

More thrifts are tying executive compensation to company performance, a trend Mr. Rosenbaum called "a healthy change." Use of discretionary annual plans — compensation plans not based on profits or business objectives — dropped from 11% to 4% of all public thrifts between 1985 and 1986, while profit-related plans rose from 13% to 17% in the same period, MCS reported.

While thrifts take some cues from what peers pay executives, Mr. Rosenbaum says a more important determinant may be the company's philosophy or business plan.

"If a thrift is heavily involved in mortgage banking, you may find that the chief lending officer is paid a lot more than one at a more traditional thrift," he said.

More reporting thrifts are providing employment contracts for top executives, the study found. "That trend is slowing, but it's still significant," Mr. Rosenbaum said. "For thrifts that have converted, it's a different management ball game. The downside of conversion is that executives realize they must serve a different master" — the stockholder.

The increase in the survey base, from 160 companies last year to 220 this year, is largely a function of the rise in conversions, Mr. Rosenbaum said, though improved data collection also played a part.

Other Findings

- Incentive plans are in place at 96% of the surveyed thrifts. Long-term plans are in place at 88% of those surveyed, up 6% from 1985, compared with 56% for annual plans. Forty-nine percent had a combination of the two.
- Almost a third of annual incentive plans are based on just one major element, such as profitability, peer comparison, or business plan objectives. Combination annual plans were used by just 26% of all reporting thrifts, but by almost half (47%) of those with assets above $2.5 billion.
- Defined benefit plans, the foundation of most retirement programs, are used by 82% of reporting thrifts, up 4% from 1985. Also increasing in popularity were 401(k) salary-reduction plans, up 6% from 1985, and employee stock ownership plans, up 5%. ■

> The percentage gains at the public thrifts still outpaced those given to Fortune 500 executives, but by a narrower margin than in 1985.

United Savings of America Adds to Its Network

➸ Continued from Page 6

branch is $17,000, compared with $6,000 at United Savings' regular branch. The deposit base at the 23 K mart branches is $50 million, with each store bringing in about $250,000 a month in new deposits.

"We seem to be doing about what the California K marts are doing," Mr. Voss said. "A lot of people don't admit to shopping at K mart, but about 50% of the country walks through a K mart once a month."

Branches in the K mart stores are staffed with one employee and have an automated teller machine for customers to make deposits or withdrawals. United Savings is hoping to attract customers by introducing some novel products, such as its mortgage prequalification program.

By feeding some basic financial information into a personal computer, a customer will receive a plastic card describing what size mortgage he can get. The consumer then can take the card to a realtor. United Savings plans to begin offering the service Jan. 1.

When United Savings first outlined its regional, consumer-oriented strategy several years ago, the competition for the consumer market was not as fierce, Mr. Voss said. But now a number of Chicago-area banks and savings and loans also have stepped up their efforts. And while United Savings said it wants to attract Middle America consumers, Mr. Voss said it must be more specific about who it goes after and must alter its marketing thrust accordingly.

"You can't be a plain vanilla anything today," he said. "You have to segment the markets."

In its fourth quarter, which ended June 30, United Savings earned $1.8 million, up substantially from $412,449 in the period last year. Mr. Voss also said the quality of earnings is better, with a larger percentage coming from operating earnings rather than the sale of assets.

The improvements partly reflect efficiencies gained through consolidation, he said.

Net worth remains well above regulatory requirements, at about $53 million, or 5.1% of total liabilities. And Mr. Voss expects net worth to climb to about 5.5% of total liabilities by June 30, 1988. ■

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Bethune Resigns As Thrift President

Special to the American Banker

LITTLE ROCK, Ark. — Ed Bethune, a former member of the House Banking Committee, has resigned as president of the $1.7 billion First Federal of Arkansas, the state's largest savings and loan association, to return to private law practice.

Mr. Bethune's resignation comes six months after he took the job and a month after First Federal, based in Little Rock, reported $60.5 million in second-quarter losses, primarily from energy loans.

Mr. Bethune served in the House from 1978 to 1983.

He also was chairman of the Federal Home Loan Bank of Little Rock from 1973 to 1977, when the headquarters of the Ninth District bank was moved to Dallas.

His is the second resignation of a top executive in as many months. Jim Coles, First Federal vice chairman and also a former president of the Federal Home Loan Bank of Little Rock, announced his resignation in August. Mr. Coles, who is scheduled to leave his post at the end of this month, said it had been his goal for a decade to retire at age 55 and return to his native California.

M.R. Godwin, chairman and chief executive officer of First Federal, expressed regret at Mr. Bethune's resignation and noted that he will continue as a member of the thrift's board of directors.

Mr. Bethune said he plans to be actively involved as a board member. "However, private law practice is my first love and it suits me better than corporate work," he said.

Mr. Bethune is also chairman of the Republican Party in Arkansas. ■

Strategic Dates

Jan. 1, 1988

WEST VIRGINIA TRIGGER: Effective today, banks and savings and loans from any state may acquire, respectively, West Virginia banks and savings and loans, but only on a reciprocal basis. The in-state institution must be at least two years old.

Offering Date Set For Bond Issue To Rescue FSLIC

By JIM McTAGUE
Washington Bureau

WASHINGTON — The first block of bonds designed to raise money for the insolvent Federal Savings and Loan Insurance Corp. will be issued Sept. 28, thrift regulators announced Wednesday.

A special unit, the Financing Corp., or Fico, will offer between $400 million and $600 million in bonds through underwriters for sale to institutional investors. Congress has empowered Fico to issue $10.8 billion in bonds for the FSLIC over the next three years.

Lawrence J. White, a member of the Federal Home Loan Bank Board, which oversees both the FSLIC and Fico, said Wednesday that the positive reception to the bonds from analysts at some of the bigger securities firms is encouraging.

The proceeds of the bond sales will be used to resolve about 400 problem thrift cases facing the FSLIC. As of year end, the agency was $6 billion in the red and unable to close or sell ailing institutions.

Mr. White, in a speech to 800 people at a conference on savings and loans sponsored by the American Institute of Certified Public Accountants, said the Bank Board has yet found the right candidate to become director of the FSLIC. Brian Newberger has been acting director since June 30, when Thurman C. Connell left to become president of the Federal Home Loan Bank of Des Moines. ■

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VOL. CLII NO. 180 Tuesday, September 15, 1987 ar

TODAY

CALIFORNIA
JAPAN

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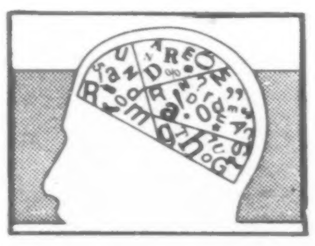
I was fortunate that God gave me a talent for business.

Brett Kingstone, the 27-year-old former lemonade-stand owner, author, and investment banker [Page 32]

Unquote

Random Thoughts



By SANFORD ROSE

There is an old adage that lucky men need no counsel and can even survive bad counsel. In the early to mid-'80s commercial bankers received a lot of counsel from investment bankers on capital and acquisition strategy. Much of this advice was bad, but because the commercial bankers got lucky, they ended up prospering from this bad advice. Next time they might not be so fortunate.

The investment bankers introduced their commercial-bank colleagues to the alleged benefits of preferred stock. They said: "Go out and raise preferred and you can lower your cost of capital, thereby raising the discounted value of future cash flows."

That advice seemed to be sound. Since preferred provides a tax shield to institutional investors who can exclude 85% of dividends from taxable income, it can be issued at relatively low rates. Of course, this tax advantage also applies to common stock, but given the undervalued state of bank stocks, the cost of issuing common seemed prohibitive. But banks could perhaps issue preferred at attractive

Random Thoughts: Page 4 ➸

Prudential Will Market MasterCard To Policyholders Through Mailings

By LYNN BRENNER

NEW YORK — Prudential Insurance Co. said it will begin offering MasterCard credit cards to select life and property/casualty insurance policyholders.

The cards will be offered by Prudential Bank and Trust Co., the insurer's subsidiary based in Atlanta, through a special arrangement with Signet Bank of Richmond, Va. Signet will be responsible for servicing all accounts.

Prudential is the second major life insurer to introduce a credit card this year. A New Hampshire-based subsidiary of John Hancock Mutual Life Insurance Co., First Signature Bank & Trust Co., began marketing a Visa card on Jan. 1, primarily by mail and telephone. A John Hancock spokesman said the bank probably will have mailed 2.5 million card application by yearend.

John Hancock, based in Boston, declined to reveal the number of cards it has issued.

First Signature Bank & Trust Co. offers two Visa cards. The gold card may or may not carry an annual fee, depending on amounts charged; the classic card carries a $15 annual fee. Both have variable interest rates.

The Prudential MasterCard also carries a variable interest rate, initially set at 16.44%. An annual fee of $16 will be waived until January 1989, when the fee may be reduced if cardholders have purchased more than $2,500 in 1988. Cardholders will be eligible for lines of credit of up to $10,000.

Prudential, based in Newark, N.J., plans to mail card applications to 500,000 policyholders in 29 states and the District of Columbia.

The cards will be marketed by mail rather than through Prudential's insurance agents, said William Grau, manager of market development at Prudential. "Credit cards are a classic direct-mail product, and we'll go with the

Prudential: Page 31 ➸

Fed Accedes To State Rules On Subsidiaries

Holding Company Units Can Keep Broad Powers

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The Federal Reserve Board has indicated it will not curb insurance and other nonbanking powers given by states to bank subsidiaries of bank holding companies.

In an order permitting two state-chartered bank subsidiaries of a holding company to sell insurance, the Fed explained that nonbank prohibitions outlined in the Bank Holding Company Act do not apply to state bank subsidiaries.

The Fed decision last Thursday appears to set some specific limits on how it will treat state-chartered bank subsidiaries — an issue in several pending cases before the Fed. The decision also helps strengthen the validity of state laws covering state-chartered banks.

The insurance industry plans to sue the Fed over the decision, an attorney representing five major insurance trade groups said Monday.

The Fed, which regulates bank holding companies, ruled last Thursday that Merchants National Corp. in Indianapolis could let two state bank subsidiaries, Anderson Banking Co., Anderson, Ind., and Mid State Bank of Hendricks County, Danville, Ind., resume certain insurance agency activities authorized for state banks under Indiana law.

Merchants National acquired both banks in October 1986 and suspended their insurance sales while the Fed decided whether they should be allowed.

The Fed's decision reflects the central bank's belief that the nonbanking prohibitions in Section 4 of the Bank Holding Company Act do not apply to bank subsidiaries of holding companies, say Fed observers.

Fed: Page 31 ➸

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Top 300 Commercial Banks in the United States

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 6/87		Total Deposits 6/30/87
	ALABAMA	
63	AmSouth Bank NA, Birmingham	4,539,694,000
90	First Alabama Bank, Montgomery	3,429,310,000
135	Central Bank of the South, Birmingham	2,309,767,000
159	SouthTrust Bank of Alabama NA, Birmingham	1,985,468,000
	ARIZONA	
26	Valley National Bank, Phoenix	8,799,819,000
51	First Interstate Bank of Arizona NA, Phoenix	5,579,538,000
79	Arizona Bank, Phoenix	3,891,382,000
161	United Bank of Arizona, Phoenix	1,947,989,000
	CALIFORNIA	
2	Bank of America NT&SA, San Francisco	72,419,000,000
7	Security Pacific National Bank, Los Angeles	34,034,414,000
8	Wells Fargo Bank NA, San Francisco	32,699,949,000
12	First Interstate Bank of California, Los Angeles	17,267,075,000
31	Union Bank, Los Angeles	7,367,277,000
57	California First Bank, San Francisco	5,262,706,000
77	Sanwa Bank California, San Francisco	3,931,299,000
98	Bank of California NA, San Francisco	3,197,385,000
99	Sumitomo Bank of California, San Francisco	3,143,235,900
130	City National Bank, Beverly Hills	2,377,554,000
179	Mitsui Manufacturers Bank, Los Angeles	1,654,976,000
199	Imperial Bank, Los Angeles	1,495,438,000
222	Mitsubishi Bank of California, Los Angeles	1,331,946,000
229	Hibernia Bank, San Francisco	1,249,075,000
239	Bank of the West, San Francisco	1,182,690,000
245	San Diego Trust & Savings Bank	1,152,912,000
259	Barclays Bank of California, San Francisco	1,111,753,000
261	Westamerica Bank NA, San Rafael	1,103,695,000
291	Central Bank, San Francisco	960,417,000
	COLORADO	
156	United Bank of Denver NA	2,052,362,000
211	First Interstate Bank of Denver NA	1,408,021,000
293	Central Bank of Denver	957,869,000
	CONNECTICUT	
35	Connecticut Bank & Trust Co. NA, Hartford	6,971,803,000
43	Connecticut National Bank, Hartford	6,113,605,000
148	Union Trust Co., Stamford	2,159,304,000
160	Citytrust, Bridgeport	1,970,664,000
168	Bank of Boston Connecticut, Waterbury	1,877,751,000
218	United Bank & Trust Co., Hartford	1,359,309,000
	DELAWARE	
140	Wilmington Trust Co.	2,244,225,000
172	Greenwood Trust Co., New Castle	1,820,369,000
190	Manufacturers Hanover Bank (Delaware), Wilmington	1,541,096,000
221	Bank of Delaware, Wilmington	1,335,372,000
246	Chase Manhattan Bank (USA) NA, Wilmington	1,150,573,000
251	Bank of New York (Delaware), Wilmington	1,136,138,000
266	Morgan Bank (Delaware), Wilmington	1,073,953,000
280	Maryland Bank NA, Newark	1,017,329,000
282	Colonial National Bank USA, Wilmington	1,008,250,000
	DISTRICT OF COLUMBIA	
65	Riggs National Bank, Washington	4,491,749,000
84	American Security Bank NA, Washington	3,615,139,000
205	National Bank of Washington, Washington	1,450,405,000
227	First American Bank NA, Washington	1,281,477,000
	FLORIDA	
23	Southeast Bank NA, Miami	9,181,537,000
38	NCNB National Bank of Florida, Tampa	6,627,813,000
50	Florida National Bank, Jacksonville	5,636,184,000
54	First Union National Bank of Florida, Jacksonville	5,367,910,000
72	Barnett Bank of South Florida NA, Miami	4,152,633,000
75	Citizens & Southern National Bank of Florida, Ft. Lauderdale	4,031,927,308
76	First Florida Bank NA, Tampa	3,944,088,000
116	Sun Bank NA, Orlando	2,750,299,000
185	Barnett Bank of Palm Beach Cty., West Palm Beach	1,587,548,000
186	Sun Bank/South Florida NA, Fort Lauderdale	1,575,314,307
187	Sun Bank/Miami NA, Miami	1,569,436,000
198	Barnett Bank of Central Florida NA, Winter Park	1,497,881,000
213	Barnett Bank of Southwest Fla. NA, Sarasota	1,395,770,000
235	Barnett Bank of Jacksonville NA	1,189,772,000
248	Barnett Bank of Tampa NA	1,144,604,000
260	First American Bank & Trust, North Palm Beach	1,110,606,000
263	Sun Bank of Tampa Bay, Tampa	1,092,337,000
	GEORGIA	
30	Citizens & Southern National Bank, Atlanta	7,464,640,000
58	First National Bank, Atlanta	5,092,414,000
91	Trust Company Bank, Atlanta	3,376,231,000
138	Bank South NA, Atlanta	2,269,701,000
247	National Bank of Georgia, Atlanta	1,149,310,000
298	First Union National Bank, Atlanta	933,849,000
	HAWAII	
66	Bank of Hawaii, Honolulu	4,454,385,000
101	First Hawaiian Bank, Honolulu	3,098,159,000
	IDAHO	
157	Idaho First National Bank, Boise	2,050,940,000
214	First Security Bank of Idaho NA, Boise	1,392,116,000

Rank 6/87		Total Deposits 6/30/87
	ILLINOIS	
10	First National Bank, Chicago	28,499,627,000
11	Continental Illinois Nat'l Bank & Trust Co., Chicago	18,597,352,000
47	Harris Trust & Savings Bank, Chicago	5,858,583,000
68	Northern Trust Co., Chicago	4,384,768,000
109	American National Bank & Trust Co., Chicago	2,843,042,000
212	Exchange National Bank, Chicago	1,396,114,000
268	LaSalle National Bank, Chicago	1,067,462,000
	INDIANA	
104	Indiana National Bank, Indianapolis	2,932,232,000
113	Bank One Indianapolis NA	2,807,676,000
170	Merchants National Bank & Trust Co., Indianapolis	1,845,043,000
240	Summit Bank, Fort Wayne	1,180,783,000
	IOWA	
300	Norwest Bank Des Moines NA	930,876,000
	KANSAS	
262	Bank IV Wichita NA	1,103,247,000
	KENTUCKY	
118	First National Bank, Louisville	2,687,744,000
120	Citizens Fidelity Bank & Trust Co., Louisville	2,638,260,000
197	Liberty National Bank & Trust Co., Louisville	1,498,173,000
	LOUISIANA	
83	Hibernia National Bank, New Orleans	3,733,623,000
145	Whitney National Bank, New Orleans	2,177,076,000
188	First National Bank of Commerce, New Orleans	1,559,142,000
252	Louisiana National Bank, Baton Rouge	1,134,098,000
285	First National Bank, Shreveport	996,929,000
	MAINE	
250	Casco Northern Bank NA, Portland	1,142,315,000
	MARYLAND	
44	Maryland National Bank, Baltimore	6,040,838,000
82	First National Bank of Maryland, Baltimore	3,747,401,000
103	Equitable Bank NA, Baltimore	3,028,907,000
119	Sovran Bank/Maryland, Bethesda	2,651,724,000
143	Signet Bank/Maryland, Baltimore	2,238,353,000
151	Bank of Baltimore	2,118,855,000
208	Citizens Bank & Trust Co., Riverdale	1,430,966,492
277	Mercantile-Safe Deposit & Trust Co., Baltimore	1,031,544,000
	MASSACHUSETTS	
16	First National Bank, Boston	15,099,230,000
25	Boston Safe Deposit & Trust Co.	8,990,290,000
28	Bank of New England NA, Boston	7,783,734,000
67	State Street Bank & Trust Co., Boston	4,446,417,000
80	Shawmut Bank NA, Boston	3,888,267,000
110	BayBank Middlesex, Burlington	2,839,630,000
242	Bank of New England-West NA, Springfield	1,161,533,000
237	BayBank Norfolk County Trust Co., Dedham	1,183,472,000
253	Arlington Trust Co., Lawrence	1,125,735,000
270	Shawmut Worcester County Bank NA, Worcester	1,060,646,000
294	BayBank Harvard Trust Co., Cambridge	952,054,000
	MICHIGAN	
19	National Bank of Detroit	10,365,804,000
40	Michigan National Bank, Farmington Hills	6,289,232,000
48	Comerica Bank-Detroit	5,759,511,000
49	Manufacturers National Bank, Detroit	5,725,444,000
142	Old Kent Bank & Trust Co., Grand Rapids	2,241,235,000
267	Security Bank & Trust Co., Southgate	1,072,093,000
288	Citizens Commercial & Savings Bank, Flint	968,919,000
299	First of America Bank-Detroit NA	932,953,000
	MINNESOTA	
46	First National Bank, Minneapolis	5,925,902,000
81	Norwest Bank Minneapolis NA	3,765,191,000
102	First National Bank, St. Paul	3,031,272,000
275	Marquette Bank Minneapolis NA	1,048,966,000
	MISSISSIPPI	
124	Deposit Guaranty National Bank, Jackson	2,552,789,000
163	Trustmark National Bank, Jackson	1,928,339,906
276	Bank of Mississippi, Tupelo	1,045,330,000
279	Sunburst Bank, Grenada	1,025,908,546
	MISSOURI	
97	Mercantile Bank NA, St. Louis	3,240,225,000
108	Boatmen's National Bank, St. Louis	2,856,122,000
122	Centerre Bank NA, St. Louis	2,592,410,000
203	Commerce Bank of St. Louis NA, Clayton	1,464,259,000
224	United Missouri Bank of Kansas City NA	1,301,391,000
230	Merchants Bank, Kansas City	1,238,145,000
241	Boatmen's First National Bank, Kansas City	1,167,035,000
264	Commerce Bank of Kansas City NA	1,088,990,000
284	Mark Twain Bank NA, Ladue	998,102,000
	NEBRASKA	
265	Norwest Bank Nebraska NA, Omaha	1,082,638,000
	NEVADA	
127	First Interstate Bank of Nevada NA, Reno	2,526,477,000
225	Valley Bank of Nevada, Las Vegas	1,295,374,935

Top 300 Commercial Banks in the United States

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 6/87		Total Deposits 6/30/87
	NEW HAMPSHIRE	
292	Amoskeag Bank, Manchester	959,907,000
	NEW JERSEY	
36	First Fidelity Bank NA, Newark	6,965,370,000
88	Midlantic National Bank, Newark	3,473,837,000
117	United Jersey Bank, Hackensack	2,720,298,000
125	National Community Bank, Rutherford	2,540,648,179
131	Midlantic National Bank/North, West Paterson	2,373,109,000
162	First Jersey National Bank, Jersey City	1,937,550,000
164	New Jersey National Bank, Pennington	1,915,734,000
169	Citizens First National Bank, Ridgewood	1,865,804,000
182	Midlantic National Bank/South, Mt. Laurel	1,627,402,000
183	National State Bank, Elizabeth	1,610,598,000
189	First Fidelity Bank NA, Burlington Twp.	1,545,530,000
193	First National Bank, Toms River	1,530,717,000
215	Horizon Bank NA, Morristown	1,379,226,000
216	First Fidelity Bank NA/North Jersey, Totowa	1,373,974,000
223	Valley National Bank, Passaic	1,309,784,000
238	Trust Company of New Jersey, Jersey City	1,183,410,000
244	Princeton Bank	1,156,434,000
256	Midlantic National Bank/Merchants, Neptune	1,118,261,000
274	Summit Trust Co.	1,049,039,000
283	Central Jersey Bank & Trust Co., Freehold	999,003,000
	NEW MEXICO	
219	Sunwest Bank of Albuquerque NA	1,348,410,000
	NEW YORK	
1	Citibank NA, New York	101,300,000,000
3	Chase Manhattan Bank NA, New York	62,442,668,000
4	Morgan Guaranty Trust Co., New York	47,224,000,000
5	Manufacturers Hanover Trust Co., New York	44,815,131,000
6	Chemical Bank, New York	39,046,000,000
9	Bankers Trust Co., New York	30,959,963,000
13	Marine Midland Bank NA, Buffalo	17,198,900,000
15	Bank of New York	16,332,774,000
17	Irving Trust Co., New York	12,966,217,000
18	Republic National Bank, New York	11,740,732,000
24	National Westminster Bank USA, New York	9,146,547,000
59	Bank of Tokyo Trust Co., New York	4,978,180,000
61	European American Bank, New York	4,639,888,000
85	Citibank (New York State), Perinton	3,544,557,000
87	Israel Discount Bank of New York	3,489,160,000
92	Fuji Bank & Trust Co., New York	3,339,467,000
93	Chase Lincoln First Bank NA, Rochester	3,316,423,000
100	Industrial Bank of Japan Trust Co., New York	3,121,480,000
112	Norstar Bank of Upstate NY, Albany	2,816,484,062
115	Norstar Bank NA, Buffalo	2,786,376,000
129	Bank Leumi Trust Co., New York	2,419,886,000
134	United States Trust Co., New York	2,310,645,000
144	Manufacturers & Traders Trust Co., Buffalo	2,203,190,000
158	Barclays Bank of New York NA	2,009,100,000
175	Key Bank NA, Albany	1,768,077,000
204	IBJ Schroder Bank & Trust Co., New York	1,457,068,000
209	Norstar Bank of Long Island, Hempstead	1,429,894,289
236	Key Bank of Central New York, Syracuse	1,188,327,000
254	Amalgamated Bank, New York	1,120,482,000
257	Daiwa Bank Trust Co., New York	1,115,866,000
289	First American Bank of New York	964,478,000
295	Brown Brothers Harriman & Co., New York	947,683,000
	NORTH CAROLINA	
22	NCNB National Bank of North Carolina, Charlotte	9,209,283,000
27	Wachovia Bank & Trust Co. NA, Winston-Salem	8,700,513,000
33	First Union National Bank, Charlotte	7,062,654,000
111	Branch Banking & Trust Co., Wilson	2,819,053,000
123	First-Citizens Bank & Trust Co., Raleigh	2,570,014,000
191	Southern National Bank, Lumberton	1,540,030,000
192	United Carolina Bank, Whiteville	1,536,691,000
258	Central Carolina Bank & Trust Co. NA, Durham	1,115,183,000r
	OHIO	
37	AmeriTrust Co. NA, Cleveland	6,895,390,000
53	Huntington National Bank, Columbus	5,422,992,000
73	Society National Bank, Cleveland	4,117,450,000
74	National City Bank, Cleveland	4,051,513,000
86	BancOhio National Bank, Columbus	3,492,955,000
137	Bank One Columbus NA	2,274,052,771
150	Toledo Trust Co.	2,126,878,000
153	Fifth Third Bank, Cincinnati	2,067,981,000
155	Central Trust Co. NA, Cincinnati	2,053,403,000
166	First National Bank, Cincinnati	1,900,138,742
184	First National Bank, Akron	1,601,730,336
201	Society Bank NA, Dayton	1,493,286,000
210	Bank One Dayton NA	1,421,236,000
234	Bank One Cleveland NA	1,205,865,000
271	Society Bank of Eastern Ohio NA, Canton	1,055,790,000
272	Bank One of Eastern Ohio NA, Youngstown	1,053,896,000
273	Provident Bank, Cincinnati	1,049,370,000
	OKLAHOMA	
178	Liberty National Bank & Trust Co., Oklahoma City	1,667,843,000
195	Bank of Oklahoma Tulsa NA	1,525,530,000
	OREGON	
52	United States National Bank of Oregon, Portland	5,571,201,000
64	First Interstate Bank of Oregon NA, Portland	4,497,555,000

Rank 6/87		Total Deposits 6/30/87
	PENNSYLVANIA	
14	Mellon Bank NA, Pittsburgh	16,912,592,000
32	Pittsburgh National Bank	7,354,118,000
34	Fidelity Bank NA, Malvern	7,004,601,000
41	Philadelphia National Bank	6,238,614,000
55	Meridian Bank, Reading	5,363,731,000
69	Provident National Bank, Philadelphia	4,339,772,000
78	First Pennsylvania Bank NA, Philadelphia	3,892,466,000
96	Mellon Bank (East) NA, Philadelphia	3,254,289,000
121	Continental Bank, Norristown	2,631,504,000
139	Hamilton Bank, Lancaster	2,263,176,000
154	Equibank, Pittsburgh	2,059,083,000
174	Union National Bank, Pittsburgh	1,784,186,000
177	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,685,749,000
202	Dauphin Deposit Bank & Trust Co., Harrisburg	1,464,481,000
207	First Eastern Bank NA, Wilkes-Barre	1,438,742,000
220	Merchants Bank NA, Allentown	1,347,944,744
243	Commonwealth National Bank, Harrisburg	1,156,521,000
278	First Seneca Bank, Butler	1,028,539,000
290	United Penn Bank, Wilkes-Barre	963,062,000
296	Gallatin National Bank, Uniontown	947,333,632
	PUERTO RICO	
70	Banco Popular de Puerto Rico, San Juan	4,296,539,197
132	Banco de Ponce	2,362,238,354
233	Banco Santander Puerto Rico, Hato Rey	1,213,544,558
	RHODE ISLAND	
62	Fleet National Bank, Providence	4,622,848,000
133	Rhode Island Hospital Trust National Bank, Providence	2,317,405,000
	SOUTH CAROLINA	
94	South Carolina National Bank, Columbia	3,310,354,000
107	Citizens & Southern National Bank, Charleston	2,867,753,407
171	NCNB South Carolina, Columbia	1,822,708,000
286	First Union National Bank, Greenville	972,967,000
	SOUTH DAKOTA	
176	Citibank (South Dakota) NA, Sioux Falls	1,691,471,000
226	Norwest Bank South Dakota NA, Sioux Falls	1,292,607,000
	TENNESSEE	
71	First Tennessee Bank NA, Memphis	4,277,828,000
136	Commerce Union Bank, Nashville	2,287,497,000
146	First American National Bank, Nashville	2,177,023,000
147	Third National Bank, Nashville	2,171,567,000
200	Union Planters National Bank, Memphis	1,493,645,000
281	National Bank of Commerce, Memphis	1,011,404,000
	TEXAS	
21	First RepublicBank Dallas NA	9,672,801,000
39	Texas Commerce Bank NA, Houston	6,495,648,000
56	MBank Dallas NA	5,344,453,000
89	MBank Houston NA	3,468,883,000
114	First City National Bank, Houston	2,795,245,000
152	Allied Bank of Texas, Houston	2,102,993,000
167	Texas American Bank/Fort Worth NA	1,885,958,000
173	First RepublicBank Houston NA	1,787,270,000
206	Frost National Bank, San Antonio	1,447,369,000
217	Texas Commerce Bank-Dallas NA	1,360,446,000
228	MBank El Paso NA	1,262,960,000
232	First RepublicBank Austin NA	1,214,477,000
249	Texas Commerce Bank-Austin NA	1,143,389,000
255	NBC Bank-San Antonio NA	1,119,025,000
287	Laredo National Bank	970,530,711
297	Texas Commerce Bank-El Paso NA	944,115,000
	UTAH	
141	First Security Bank of Utah NA, Ogden	2,241,476,000
149	Zions First National Bank, Salt Lake City	2,132,486,000
	VIRGINIA	
20	Sovran Bank NA, Richmond	9,855,956,000
45	United Virginia Bank, Richmond	5,938,757,000
60	Signet Bank/Virginia, Richmond	4,960,151,000
95	Central Fidelity Bank, Richmond	3,302,912,000
126	Dominion Bank NA, Roanoke	2,530,170,000
128	First American Bank of Virginia, McLean	2,491,925,000
180	First Virginia Bank, Falls Church	1,633,509,000
269	Jefferson National Bank, Charlottesville	1,065,600,000
	WASHINGTON	
29	Seattle-First National Bank	7,503,487,000
42	Rainier National Bank, Seattle	6,208,161,000
105	First Interstate Bank of Washington NA, Seattle	2,902,851,000
165	Peoples National Bank, Seattle	1,909,702,000
194	Old National Bank, Spokane	1,526,723,000
196	Puget Sound National Bank, Tacoma	1,510,368,000
	WISCONSIN	
106	First Wisconsin National Bank, Milwaukee	2,879,803,000
181	M & I Marshall & Ilsley Bank, Milwaukee	1,630,095,000
231	Marine Bank NA, Milwaukee	1,214,686,000

(r)–Revised since publication on 8/20/87.

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FEATURE SECTION

American Banker

BANK CARD ANNUAL: Competition in the bank card business has heated up and its executives, once treated as industry stepchildren, are now sitting at the corporate head table. **Page 17.**

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NEWS MONDAY

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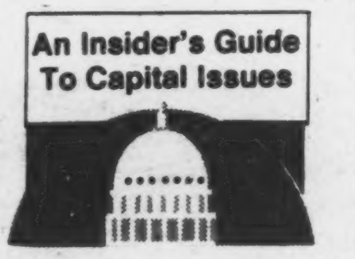

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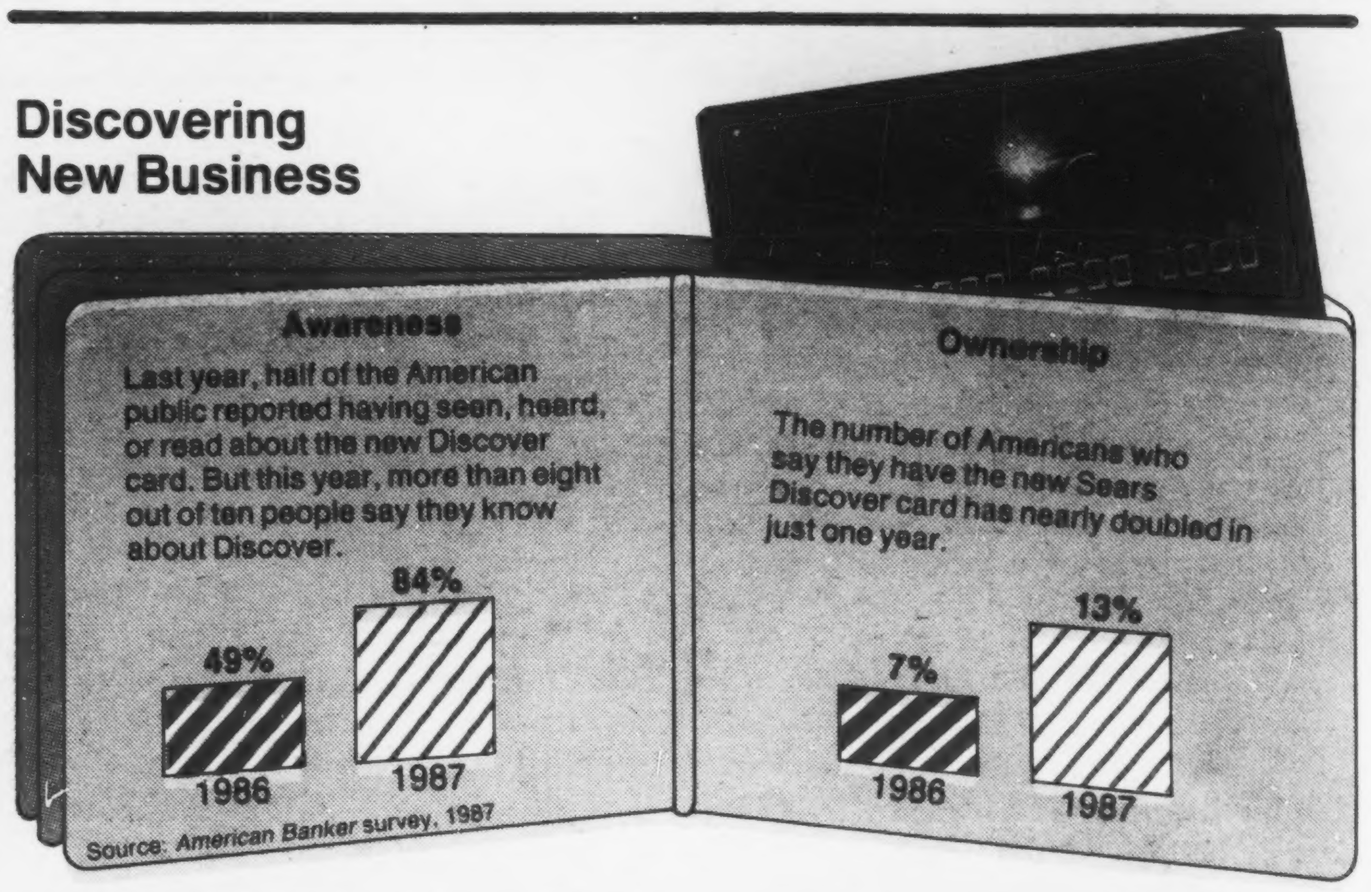
Quote

Now that all the language that used to be in the book regarding redlining has been systematically removed, we think there needs to be some negotiations that take place.

Michael Shea, national campaign director for the consumer group Acorn, on talks with the financial industry regarding lending barriers [Page 2]

Unquote



Discovering New Business

Awareness

Last year, half of the American public reported having seen, heard, or read about the new Discover card. But this year, more than eight out of ten people say they know about Discover.

Ownership

The number of Americans who say they have the new Sears Discover card has nearly doubled in just one year.

Source: American Banker survey, 1987

Consumers Give High Ranking To American Express Card

Opinion Survey Indicates Gain on Visa, MasterCard

By MICHAEL WEINSTEIN

Consumers rank the American Express card above or on a par with Visa and MasterCard for a wide range of features.

Industry observers say this high ranking reflects savvy marketing by American Express.

According to the *American Banker*'s annual opinion survey, consumers rate the American Express card as highly as the bank cards for widespread acceptance and even higher for inexpensiveness. These are generally considered to be some of the strongest features of bank cards.

Positive attitudes about American Express can only aid the financial conglomerate in generating business for its new Optima card, a revolving charge card introduced earlier this year.

The survey also shows that consumers believe American Express offers a significant advantage over bank cards in prestige, high credit limits, acceptance in restaurants, and use for entertainment and travel.

These are among the findings of the *American Banker*'s fourth annual survey of consumer attitudes about the changing financial services industry. The telephone poll was conducted this spring among 1,130 consumers by Trans Data Corp., a Salisbury, Md., research affiliate of this newspaper.

The survey based consumer attitudes toward credit cards on the responses of people who have both an American Express card and at least one of the bank cards. Responses from this group of 176 have a maximum sampling error of plus or minus seven percentage points. This is different from the sample used in the 1986 survey, so this year's results are not comparable with last year's.

Industry observers are surprised at the survey's finding that American Express, MasterCard, and Visa are considered about equal in the "accepted ev-

American: Page 60 ➸

Sears Ad Blitz Pays Off for Discover Card

Consumer Awareness Doubles in Year's Time

By JAY ROSENSTEIN

Sears, Roebuck and Co.'s massive promotional campaign for its new Discover credit card — from expensive national TV ads to the tiny decals on store windows — seems to be paying off.

The latest nationwide opinion poll from the *American Banker* shows that the number of consumers saying they have Discover cards has doubled in only a year. The number who say they are aware of the card has also doubled.

Another 8% say they do not now have the card but plan to get one in the next year.

These are among the findings of the *American Banker*'s fourth annual survey of how American consumers view the changing financial services industry. The telephone survey of 1,130 people was conducted this spring by Trans Data Corp., a Salisbury, Md., research affiliate of this newspaper.

Sears introduced the Discover card nationally in early 1986. Bankers are watching it closely because it competes

Sears: Page 48 ➸

AN **American Banker** SURVEY

Today the *American Banker* launches its fourth annual survey series, "How Consumer America Views the Changing Financial Services Industry." Additional articles will be published over the next four weeks. A magazine containing the entire survey will be sent to subscribers and distributed Oct. 18 at the American Bankers Association annual convention in Dallas.

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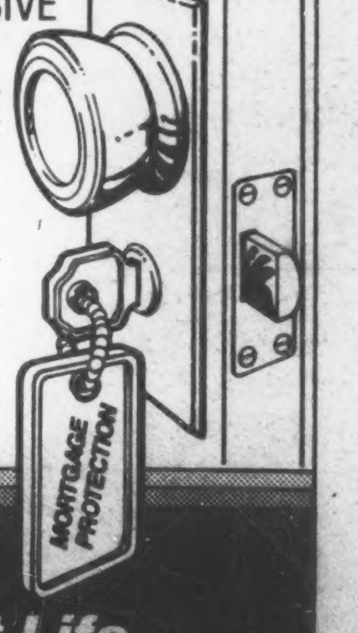

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Companies
of Springfield

One South Limestone Street
Springfield, Ohio 45502
(513) 328-2200

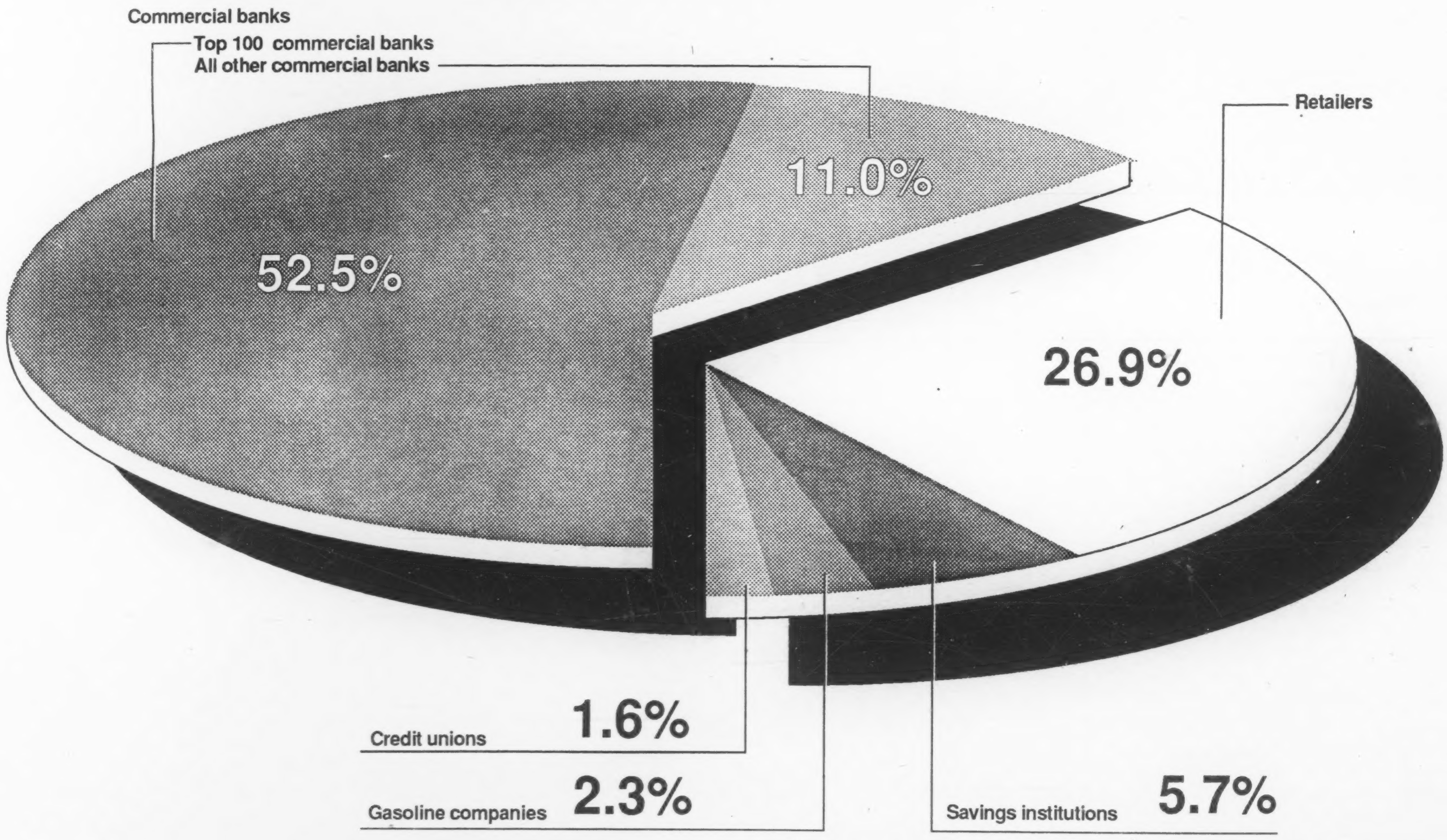
American Banker STATISTICS REVIEW

SECOND ANNUAL SURVEY

The Credit Card Market

Institutions' Share of the Credit Card Lending Market

Based on installment credit outstanding on Dec. 31, 1986



Source: Federal Reserve Board Bulletin

Featuring:

- Top 100 Banks in Credit Card Loans
- Top 50 FSLIC-Insured Thrifts in Credit Card Loans
- The "Billion-Dollar" Companies in Credit Card Loans

Top 100 Banks in Credit Card Operations

Credit Card Loans Outstanding on Dec. 31, 1986, Compared with Dec. 31, 1985 (In Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		Credit Card and Related Loans Outstanding			Total Loans	Ratio: Credit Cards to Total Loans	Gross Interest Revenue From Credit Card Opeations			Net Chargeoffs (Card Related)		Chargeoffs as % Of Credit Card Loans	
		12/31/86	12/31/85	% Chg.	12/31/86		1986	1985	% Chg.	1986	1985	1986	1985
1	**Citibank South Dakota NA, Sioux Falls**	9,803,251	8,048,981	21.8	9,938,319	98.6	1,617,540	1,518,453	6.5	468,391	277,014	4.8	3.4
2	**Bank of America NT&SA, San Francisco**	5,247,000	5,362,000	-2.1	64,153,000	8.2	875,000	842,000	3.9	149,000	134,000	2.8	2.5
3	**Chase Manhattan Bank (USA) NA, Wilmington, Del.**	5,080,808	3,301,356	53.9	5,137,001	98.9	811,769	322,883	151.4	225,498	72,818	4.4	2.2
4	**First National Bank, Chicago**	3,504,260	3,361,867	4.2	21,939,609	16.0	601,560	554,724	8.4	115,662	90,672	3.3	2.7
5	**Wells Fargo Bank NA, San Francisco**	2,815,700	3,071,283	-8.3	32,298,182	8.7	426,419	478,307	-10.8	96,541	85,233	3.4	2.8
6	**Citibank (Nevada) NA, Las Vegas**	2,561,077	1,610,967	59.0	2,562,787	99.9	358,005	145,809	145.5	51,739	2,047	2.0	0.1
7	**Manufacturers Hanover Trust Co., New York**	2,029,000	1,532,217	32.4	43,372,000	4.7	288,000	247,126	16.5	43,000	29,030	2.1	1.9
8	**Citibank NA, New York**	1,557,000	1,450,000	7.4	89,805,001	1.7	304,000	271,000	12.2	15,000	8,000	1.0	0.6
9	**Maryland Bank NA, Newark, Del.**	1,391,967	1,033,182	34.7	1,453,134	95.8	168,192	126,651	32.8	20,358	8,362	1.5	0.8
10	**Chemical Bank, New York**	1,258,000	1,369,713	-8.2	36,375,000	3.5	219,000	228,161	-4.0	38,000	32,985	3.0	2.4
11	**Security Pacific National Bank, Los Angeles**	1,182,147	1,136,478	4.0	33,185,490	3.6	195,069	187,776	3.9	30,760	27,566	2.6	2.4
12	**Beneficial National Bank USA, Wilmington, Del.**	1,130,044	1,045,727	8.1	1,136,210	99.5	192,880	147,604	30.7	57,271	34,808	5.1	3.3
13	**Greenwood Trust Co., Newcastle, Del.**	1,004,362	20,799	4,728.9	1,007,962	99.6	N.A.	N.A.	N.A.	6,839	0	0.7	0.0
14	**First Interstate Bank of Calif., Los Angeles**	994,354	1,018,345	-2.4	14,954,770	6.6	180,310	199,325	-9.5	27,730	25,948	2.8	2.5
15	**Citibank (Maryland) NA, Towson**	984,693	959,614	2.6	996,029	98.9	201,420	173,750	15.9	85,102	61,022	8.6	6.4
16	**Bank of Virginia, Richmond**	931,730	861,529	8.1	3,599,688	25.9	154,386	154,829	-0.3	27,414	18,283	2.9	2.1
17	**Marine Midland Bank NA, Buffalo, N.Y.**	883,592	1,233,159	-28.3	16,731,710	5.3	191,481	200,983	-4.7	41,595	32,000	4.7	2.6
18	**First National Bank, Atlanta**	865,948	1,013,985	-14.6	4,490,514	19.3	164,567	183,514	-10.3	43,821	38,544	5.1	3.8
19	**CoreStates Bank of Delaware NA, Wilmington**	830,578	703,053	18.1	830,578	100.0	125,760	106,726	17.8	18,075	14,669	2.2	2.1
20	**Seattle-First National Bank**	817,618	671,481	21.8	7,983,829	10.2	140,761	125,883	11.8	21,127	12,142	2.6	1.8
21	**Bank of New York (Delaware), Wilmington**	749,399	392,591	90.9	1,455,584	51.5	86,730	46,956	84.7	7,514	3,179	1.0	0.8
22	**Southeast Bank NA, Miami**	698,231	679,964	2.7	7,249,972	9.6	88,763	81,204	9.3	17,278	12,171	2.5	1.8
23	**Sovran Bank NA, Richmond**	659,992	586,838	12.5	7,149,186	9.2	89,303	75,925	17.6	12,338	6,411	1.9	1.1
24	**MBank USA, Wilmington, Del.**	652,689	507,869	28.5	655,201	99.6	103,214	29,559	249.2	27,075	4,471	4.1	0.9
25	**NCNB National Bank of North Carolina, Charlotte**	622,830	506,760	22.9	8,666,346	7.2	80,452	66,018	21.9	9,340	5,595	1.5	1.1
26	**First City Bank Sioux Falls NA, S.D.**	587,949	627,460	-6.3	588,605	99.9	91,554	32,208	184.3	26,111	1,242	4.4	0.2
27	**BancOhio National Bank, Columbus**	580,711	399,399	45.4	3,093,330	18.8	90,566	51,152	77.1	25,205	10,510	4.3	2.6
28	**Marine Midland Bank (Del.) NA, Wilmington**	563,229	0	N.A.	1,259,227	44.7	37,348	0	N.A.	907	0	0.2	N.A.
29	**First National Bank, Boston**	559,246	447,134	25.1	17,779,434	3.1	74,215	51,910	43.0	22,862	6,386	4.1	1.4
30	**United Virginia Bank, Richmond**	524,363	475,936	10.2	5,750,669	9.1	90,760	79,032	14.8	10,347	3,450	2.0	0.7
31	**Mellon Bank Delaware NA, Wilmington**	485,452	478,598	1.4	822,852	59.0	73,642	66,505	10.7	11,460	13,906	2.4	2.9
32	**First Omni Bank NA, Millsboro, Del.**	462,409	234,132	97.5	469,495	98.5	67,344	29,576	127.7	14,811	2,771	3.2	1.2
33	**Michigan National Bank, Lansing**	459,346	460,356	-0.2	1,276,991	36.0	92,199	76,194	21.0	12,068	10,034	2.6	2.2
34	**Valley National Bank, Phoenix, Ariz.**	451,464	387,263	16.6	7,056,993	6.4	56,081	60,250	-6.9	8,253	4,576	1.8	1.2
35	**Rainier National Bank, Seattle**	444,986	446,250	-0.3	5,615,266	7.9	92,109	89,296	3.2	9,994	7,668	2.2	1.7
36	**Colonial National Bank USA, Wilmington, Del.**	433,683	168,700	157.1	613,639	70.7	88,085	27,219	223.6	11,342	2,367	2.6	1.4
37	**Mercantile Bank NA, St. Louis, Mo.**	403,422	309,592	30.3	3,006,778	13.4	56,859	37,509	51.6	13,395	4,790	3.3	1.5
38	**Equibank, Pittsburgh**	400,016	255,868	56.3	1,704,485	23.5	47,980	37,893	26.6	7,195	6,458	1.8	2.5
39	**National Westminster Bank USA, New York**	393,358	399,075	-1.4	7,714,979	5.1	69,504	61,366	13.3	11,505	7,715	2.9	1.9
40	**RepublicBank Delaware, Newark**	374,574	N.A.	N.A.	374,574	100.0	18,876	N.A.	N.A.	4,009	N.A.	1.1	N.A.
41	**Wachovia Bank & Trust Co. NA, Winston Salem, N.C.**	373,789	337,022	10.9	6,723,871	5.6	40,371	36,419	10.9	2,051	1,256	0.5	0.4
42	**Security Bank & Trust Co., Southgate, Mich.**	360,248	330,244	9.1	806,884	44.6	61,608	52,072	18.3	4,566	2,551	1.3	0.8
43	**Harris Trust & Savings Bank, Chicago**	358,992	369,891	-2.9	4,800,027	7.5	62,026	59,044	5.1	10,386	9,527	2.9	2.6
44	**First Wisconsin National Bank, Milwaukee**	357,813	348,120	2.8	2,768,469	12.9	47,651	44,439	7.2	4,075	2,721	1.1	0.8
45	**First Union National Bank, Charlotte, N.C.**	356,600	314,145	13.5	7,660,709	4.7	45,625	44,796	1.9	2,360	1,233	0.7	0.4
46	**First Interstate Bancard NA, Simi Valley, Calif.**	355,283	534,817	-33.6	355,299	100.0	75,359	64,508	16.8	46,419	22,654	13.1	4.2
47	**Huntington National Bank, Columbus, Ohio**	347,444	267,153	30.1	4,574,538	7.6	48,175	41,375	16.4	1,631	981	0.5	0.4
48	**First Deposit National Bank, Tilton, N.H.**	345,590	30,993	1,015.1	349,935	98.8	N.A.	N.A.	N.A.	1,095	0	0.3	0.0
49	**NBD Delaware Bank, Wilmington**	343,357	282,255	21.6	343,357	100.0	48,534	N.A.	N.A.	5,931	3,591	1.7	1.3
50	**Avco National Bank, Irvine, Calif.**	342,331	350,193	-2.2	342,627	99.9	61,433	47,532	29.2	14,675	7,055	4.3	2.0
51	**United States National Bank, Portland, Ore.**	336,488	312,849	7.6	4,964,677	6.8	56,445	53,388	5.7	6,101	4,130	1.8	1.3
52	**NCNB South Carolina, Columbia**	327,658	279,091	17.4	1,634,017	20.1	66,551	49,273	35.1	28,810	7,654	8.8	2.7
53	**First Interstate Bank of Arizona NA, Phoenix**	324,728	299,887	8.3	4,478,925	7.3	50,899	47,533	7.1	10,498	6,852	3.2	2.3
54	**Maryland National Bank, Baltimore**	314,300	295,415	6.4	4,992,258	6.3	71,111	62,015	14.7	6,626	4,164	2.1	1.4
55	**Sun Bank NA, Orlando, Fla.**	304,217	291,949	4.2	2,333,387	13.0	44,137	40,983	7.7	14,164	12,685	4.7	4.3
56	**Bank One Columbus NA, Ohio**	302,417	356,038	-15.1	2,072,981	14.6	64,238	84,105	-23.6	24,389	32,238	8.1	9.1
57	**PNC National Bank, Wilmington, Del.**	300,826	275,397	9.2	327,436	91.9	42,270	36,813	14.8	4,257	5,381	1.4	2.0
58	**First National Bank, Wilmington, Del.**	294,474	278,213	5.8	310,437	94.9	42,843	38,979	9.9	7,122	3,751	2.4	1.3
59	**State Street Bank & Trust Co., Boston**	294,068	206,448	42.4	2,247,886	13.1	33,178	22,252	49.1	5,307	2,992	1.8	1.4
60	**European American Bank, New York**	292,015	336,194	-13.1	4,066,045	7.2	55,851	69,174	-19.3	12,873	10,774	4.4	3.2
61	**Indiana National Bank, Indianapolis**	290,587	282,112	3.0	2,649,001	11.0	54,757	50,592	8.2	9,904	5,069	3.4	1.8
62	**Central Bank, Denver**	285,283	294,907	-3.3	675,140	42.3	70,671	69,361	1.9	9,930	5,973	3.5	2.0
63	**Citizens & Southern National Bank, Atlanta**	284,455	267,108	6.5	6,648,897	4.3	53,870	49,356	9.1	7,327	4,783	2.6	1.8
64	**First Interstate Bank of Washington NA, Spokane**	277,389	80,327	245.3	2,063,804	13.4	42,266	11,918	254.6	13,544	1,275	4.9	1.6
65	**Citibank (New York State), Perinton**	271,649	881,169	-69.2	4,005,928	6.8	52,700	58,830	-10.4	35,680	48,882	13.1	5.5
66	**Central Fidelity Bank, Richmond**	271,419	296,893	-8.6	2,405,456	11.3	43,503	38,162	14.0	6,799	3,668	2.5	1.2
67	**Comerica Bank-Detroit**	266,800	305,319	-12.6	4,925,134	5.4	47,836	16,008	198.8	7,878	6,205	3.0	2.0
68	**AmeriTrust Co. NA, Cleveland**	259,586	233,684	11.1	5,958,525	4.4	43,368	34,323	26.4	5,812	2,414	2.2	1.0
69	**Connecticut Bank & Trust Co. NA, Hartford**	253,689	228,604	11.0	5,864,869	4.3	31,961	36,085	-11.4	2,463	1,580	1.0	0.7
70	**Norwest Bank Des Moines NA, Iowa**	249,154	254,774	-2.2	731,694	34.1	39,586	35,899	10.3	6,772	3,534	2.7	1.4
71	**Barclays Bank of Delaware NA, Wilmington**	248,634	33,457	643.1	249,928	99.5	30,944	N.A.	N.A.	11,636	48	4.7	0.1
72	**Bank One Indianapolis NA**	247,179	200,087	23.5	2,604,959	9.5	42,522	28,681	48.3	11,138	3,493	4.5	1.7
73	**Chase Lincoln First Bank NA, Rochester, N.Y.**	234,498	215,085	9.0	3,929,289	6.0	35,381	36,148	-2.1	3,107	2,332	1.3	1.1
74	**First National Bank of Commerce, New Orleans**	232,160	199,186	16.6	1,102,309	21.1	31,629	25,666	23.2	5,567	2,613	2.4	1.3
75	**First Tennesee Bank NA, Memphis**	226,872	212,972	6.5	3,184,929	7.1	43,431	42,554	2.1	6,422	4,140	2.8	1.9
76	**Equitable Bank NA, Baltimore**	222,977	234,544	-4.9	2,032,977	11.0	44,905	34,586	29.8	10,065	10,071	4.5	4.3
77	**First National Bank, Omaha, Neb.**	220,799	161,903	36.4	523,308	42.2	39,613	36,892	7.4	4,548	2,877	2.1	1.8
78	**American Express Centurion Bank, Newark, Del.**	220,513	0	N.A.	222,762	99.0	N.A.	N.A.	N.A.	2,711	0	1.2	N.A.
79	**Society National Bank, Cleveland**	218,885	203,388	7.6	3,128,308	7.0	27,881	29,624	-5.9	4,957	2,724	2.3	1.3
80	**Connecticut National Bank, Hartford**	217,647	186,973	16.4	5,465,184	4.0	19,893	20,179	-1.4	1,951	2,334	0.9	1.2
81	**First Interstate Bank of Oregon NA, Portland**	207,175	143,394	44.5	3,427,270	6.0	30,018	26,913	11.5	3,078	1,833	1.5	1.3
82	**Valley National Bank Household Bank, Salinas, Calif.**	207,142	62,624	230.8	207,142	100.0	26,152	4,739	451.8	6,596	386	3.2	0.6
83	**Arizona Bank, Phoenix**	205,713	172,250	19.4	3,216,117	6.4	19,947	18,986	5.1	3,253	1,435	1.6	0.8
84	**Barnett Bank of South Florida NA, Miami**	202,472	128,255	57.9	3,092,294	6.5	24,720	18,989	30.2	4,038	3,605	2.0	2.8
85	**Colorado National Bank, Denver**	199,050	85,259	133.5	739,089	26.9	28,489	25,797	10.4	4,335	2,488	2.2	2.9
86	**Banco Popular de Puerto Rico, San Juan**	196,501	160,540	22.4	2,256,603	8.7	25,378	19,668	29.0	3,017	1,296	1.5	.0.8
87	**Meridian Bank, Reading, Pa.**	195,221	111,634	74.9	4,292,647	4.5	27,195	18,927	43.7	1,754	1,423	0.9	1.3
88	**Sovran Bank/Delaware, Dover**	191,846	170,968	12.2	191,846	100.0	26,578	22,814	16.5	1,936	1,136	1.0	0.7
89	**South Carolina National Bank, Charleston**	191,174	199,891	-4.4	3,115,970	6.1	43,892	38,248	14.8	2,985	2,431	1.6	1.2
90	**Fidelity Bank NA, Malvern, Pa.**	189,570	176,003	7.7	5,290,649	3.6	24,527	25,489	-3.8	2,347	3,034	1.2	1.7
91	**United Bank of Denver NA**	185,766	17,015	991.8	1,382,083	13.4	36,387	37,176	-2.1	4,056	2,456	2.2	14.4
92	**Boston Safe Deposit & Trust Co.**	184,397	83,628	120.5	3,200,440	5.8	26,256	7,347	257.4	9,972	1,146	5.4	1.4
93	**Michigan National Bank, Detroit**	181,285	202,969	-10.7	1,704,326	10.6	41,502	33,876	22.5	5,801	4,467	3.2	2.2
94	**Morgan Bank (Delaware), Wilmington**	175,000	0	N.A.	2,300,940	7.6	0	0	N.A.	0	0	0.0	N.A.
95	**Comerica-Midwest NA, Toledo, Ohio**	172,196	169,358	1.7	172,196	100.0	27,905	N.A.	N.A.	9,662	9,662	5.6	5.7
96	**Bank One Dayton NA, Ohio**	171,980	163,360	5.3	1,171,600	14.7	40,971	34,704	18.1	5,921	2,827	3.4	1.7
97	**Horizon Bank NA, Morristown, N.J.**	171,534	147,541	16.3	1,125,317	15.2	30,615	20,469	49.6	6,227	2,794	3.6	1.9
98	**First Pennsylvania Bank (Delaware), Wilmington**	168,575	N.A.	N.A.	168,575	100.0	6,423	N.A.	N.A.	25	N.A.	.0	N.A.
99	**Independence One Bank, Rapid City, S.D.**	166,960	N.A.	N.A.	166,960	100.0	3,474	N.A.	N.A.	-86	N.A.	-0.1	N.A.
100	**United Missouri Bank of Kansas City NA**	160,477	159,981	0.3	696,811	23.0	28,971	28,155	2.9	3,017	3,052	1.9	1.9.
	TOTALS	70,737,325	59,792,997	18.3	626,699,460	11.3	11,046,125	9,147,137	20.8	2,305,413	1,420,519	3.3	2.4

Data are from the Federal regulatory Report of Condition and Report of Income for all insured commercial banks and were provided to American Banker by **ADP Data Services Division, New York.** ADP restates its 1985 data on a pro forma basis for mergers in 1986. **Credit Cards and Related Loans Outstanding** are from Schedule RC-C, item 6a, of the Report of Condition and include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans. **Total loans** are from RC-Balance Sheet, item 4.a.—"Loans and leases, net of unearned income". **Gross Interest Income from Credit Card Operations** are from the Report of Income, item 1.a.(1).(f).(1)—"Credit Cards and related plans" and include all interest, fees, and similar charges levied against or associated with domestically-booked credit card (and related plan) loans. **Net Chargeoffs** are gross chargeoffs on credit cards and related plans less recoveries on credit cards and related plans. The data are from Schedule RI-B of the Report of Income, item 5(a) Column A less item 5(a) Column B.

Geographic Listing of Top 100 Credit Card Banks

Shown by State with Credit Card Loans on Dec. 31, 1986, Compared with Dec. 31, 1985 (In Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		Credit Card and Related Loans Outstanding 12/31/86	12/31/85	Rank 12/85
	Arizona			
34	Valley National Bank, Phoenix	$451,464	$387,263	36
53	First Interstate Bank of Arizona NA, Phoenix	324,728	299,887	48
83	Arizona Bank, Phoenix	205,713	172,250	77
	California			
2	Bank of America NT&SA, San Francisco	5,247,000	5,362,000	2
5	Wells Fargo Bank NA, San Francisco	2,815,700	3,071,283	5
11	Security Pacific National Bank, Los Angeles	1,182,147	1,136,478	12
14	First Interstate Bank of Calif., Los Angeles	994,354	1,018,345	15
46	First Interstate Bancard NA, Simi Valley	355,283	534,817	25
50	Avco National Bank, Irvine	342,331	350,193	39
82	Valley National Bank Household Bank, Salinas (a)	207,142	62,624	..
	Colorado			
62	Central Bank, Denver	285,283	294,907	51
85	Colorado National Bank, Denver	199,050	85,259	..
91	United Bank of Denver NA	185,766	17,015	..
	Connecticut			
69	Connecticut Bank & Trust Co. NA, Hartford	253,689	228,604	66
80	Connecticut National Bank, Hartford	217,647	186,973	75
	Delaware			
3	Chase Manhattan Bank (USA) NA, Wilmington	5,080,808	3,301,356	4
9	Maryland Bank NA, Newark	1,391,967	1,033,182	14
12	Beneficial National Bank USA, Wilmington (b)	1,130,044	1,045,727	13
13	Greenwood Trust Co., Newcastle	1,004,362	20,799	..
19	CoreStates Bank of Delaware NA, Wilmington	830,578	703,053	20
21	Bank of New York (Delaware), Wilmington	749,399	392,591	35
24	MBank USA, Wilmington	652,689	507,869	26
28	Marine Midland Bank (Delaware) NA, Wilmington	563,229	0	..
31	Mellon Bank Delaware NA, Wilmington	485,452	478,598	28
32	First Omni Bank NA, Millsboro	462,409	234,132	64
36	Colonial National Bank USA, Wilmington (a)	433,683	168,700	80
40	RepublicBank Delaware, Newark	374,574	N.A.	..
49	NBD Delaware Bank, Wilmington	343,357	282,255	53
57	PNC National Bank, Wilmington	300,826	275,397	57
58	First National Bank, Wilmington	294,474	278,213	56
71	Barclays Bank of Delaware NA, Wilmington	248,634	33,457	..
78	American Express Centurion Bank, Newark, Del.	220,513	0	..
88	Sovran Bank/Delaware, Dover	191,846	170,968	78
94	Morgan Bank (Delaware), Wilmington	175,000	0	..
98	First Pennsylvania Bank (Delaware), Wilmington	168,575	N.A.	..
	Florida			
22	Southeast Bank NA, Miami	698,231	679,964	21
55	Sun Bank NA, Orlando	304,217	291,949	52
84	Barnett Bank of South Florida NA, Miami	202,472	128,255	97
	Georgia			
18	First National Bank, Atlanta	865,948	1,013,985	16
63	Citizens & Southern National Bank, Atlanta	284,455	267,108	59
	Illinois			
4	First National Bank, Chicago (b)	3,504,260	3,361,867	3
43	Harris Trust & Savings Bank, Chicago	358,992	369,891	37
	Indiana			
61	Indiana National Bank, Indianapolis	290,587	282,112	54
72	BankOne Indianapolis NA	247,179	200,087	72
	Iowa			
70	Norwest Bank Des Moines NA	249,154	254,774	61
	Louisiana			
74	First National Bank of Commerce, New Orleans	232,160	199,186	74
	Maryland			
15	Citibank (Maryland) NA, Towson	984,693	959,614	17
54	Maryland National Bank, Baltimore	314,300	295,415	50
76	Equitable Bank NA, Baltimore	222,977	234,544	63
	Massachusetts			
29	First National Bank, Boston	559,246	447,134	31
59	State Street Bank & Trust Co., Boston	294,068	206,448	70
92	Boston Safe Deposit & Trust Co.	184,397	83,628	..
	Michigan			
33	Michigan National Bank, Lansing	459,346	460,356	30
42	Security Bank & Trust Co., Southgate	$360,248	$330,244	43
67	Comerica Bank-Detroit	266,800	305,319	47
93	Michigan National Bank, Detroit	181,285	202,969	71
	Missouri			
37	Mercantile Bank NA, St. Louis	403,422	309,592	46
100	United Missouri Bank of Kansas City NA	160,477	159,981	87
	Nebraska			
77	First National Bank, Omaha	220,799	161,903	85
	Nevada			
6	Citibank (Nevada) NA, Las Vegas	2,561,077	1,610,967	6
	New Hampshire			
48	First Deposit National Bank, Tilton	345,590	30,993	..
	New Jersey			
97	Horizon Bank NA, Morristown	171,534	147,541	90
	New York			
7	Manufacturers Hanover Trust Co., New York	2,029,000	1,532,217	7
8	Citibank NA, New York	1,557,000	1,450,000	8
10	Chemical Bank, New York	1,258,000	1,369,713	9
17	Marine Midland Bank NA, Buffalo	883,592	1,233,159	10
39	National Westminster Bank USA, New York	393,358	399,075	33
60	European American Bank, New York	292,015	336,194	42
65	Citibank (New York State), Perinton	271,649	881,169	18
73	Chase Lincoln First Bank NA, Rochester	234,498	215,085	67
	North Carolina			
25	NCNB National Bank of North Carolina, Charlotte	622,830	506,760	27
41	Wachovia Bank & Trust Co. NA, Winston Salem	373,789	337,022	41
45	First Union National Bank, Charlotte	356,600	314,145	44
	Ohio			
27	BancOhio National Bank, Columbus	580,711	399,399	34
47	Huntington National Bank, Columbus	347,444	267,153	58
56	Bank One Columbus NA	302,417	356,038	38
68	AmeriTrust Co. NA, Cleveland	259,586	233,684	65
79	Society National Bank, Cleveland	218,885	203,388	71†
95	Comerica-Midwest NA, Toledo	172,196	169,358	79
96	Bank One Dayton NA	171,980	163,360	82
	Oregon			
51	United States National Bank, Portland	336,488	312,849	45
81	First Interstate Bank of Oregon NA, Portland	207,175	143,394	91
	Pennsylvania			
38	Equibank, Pittsburgh	400,016	255,868	60
87	Meridian Bank, Reading	195,221	111,634	..
90	Fidelity Bank NA, Malvern	189,570	176,003	N.A.
	Puerto Rico			
86	Banco Popular de Puerto Rico, San Juan	196,501	160,540	87‡
	South Carolina			
52	NCNB South Carolina, Columbia	327,658	279,091	55
89	South Carolina National Bank, Charleston	191,174	199,891	73
	South Dakota			
1	Citibank South Dakota NA, Sioux Falls	9,803,251	8,048,981	1
26	First City Bank Sioux Falls NA	587,949	627,460	23
99	Independence One Bank, Rapid City	166,960	N.A.	N.A.
	Tennessee			
75	First Tennesee Bank NA, Memphis	226,872	212,972	68
	Virginia			
16	Bank of Virginia, Richmond	931,730	861,529	19
23	Sovran Bank NA, Richmond	659,992	586,838	24
30	United Virginia Bank, Richmond	524,363	475,936	29
66	Central Fidelity Bank, Richmond	271,419	296,893	49
	Washington			
20	Seattle-First National Bank	817,618	671,481	22
35	Rainier National Bank, Seattle	444,986	446,250	32
64	First Interstate Bank of Washington NA, Spokane	277,389	80,327	..
	Wisconsin			
44	First Wisconsin National Bank, Milwaukee	357,813	348,120	40

Data are from the Federal regulatory Report of Condition for all insured commercial banks and were provided to American Banker by **ADP Data Services Division, New York.** ADP restates its 1985 data on a pro forma basis for mergers in 1986. **(a)**— On July 23, 1987, TSO Financial Corp., Willow Grove, Pa., parent of Colonial National Bank USA, announced that is has agreed to sell about $320 million in credit card receivables of the bank and rights to about 135,000 accounts to Valley National Bank. Valley National is a subsidiary of Household International Inc., Prospect Heights, Ill. TSO expects a net gain of about $15 million from the deal. **(b)**— In July 1987. First Chicago Corp. completed its purchase of Beneficial National Bank USA from Beneficial Corp. for about $250 million. The bank's name was then changed to FCC National Bank. **(†)**— The 1985 data have been restated for 1986 mergers. Rank bank would have had, if mergers had taken place in 1985. **(‡)**— Data for Puerto Rican banks were not available last year. Rank bank would have had, if data had been available. **N.A.**— Not available.

The Billion-Dollar Credit Card Firms

Based on the Combined Credit Card Loans Outstanding at Commercial Bank and Thrift Subsidiaries

(In Millions of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86	Rank 12/85	Parent Company	Credit Card Loans Outstanding At Bank & Thrift Subsidiaries 12/31/86	12/31/85	% Chg.	Bank Subsidiaries	Card Loans Outstanding 12/31/86
1	1	**Citicorp, New York**	15,319	12,973	+18.1%	Citibank of Arizona, Phoenix †	$41.5
						Citicorp Savings, FS&LA, San Francisco	16.6
						Citicorp Savings of Florida, FS&LA, Miami	10.5
						Citicorp Savings of Illinois, FS&LA, Chicago	73.0
						Citibank (Maryland) NA, Towson	984.7
						Citibank (Nevada) NA, Las Vegas	2,561.1
						Citibank NA, New York	1,557.0
						Citibank (New York State), Perinton	271.6
						Citibank South Dakota NA, Sioux Falls	9,803.3
2	2	**BankAmerica Corp., San Francisco**	6,065	6,033	+0.5%	Bank of America NT & SA, San Francisco	5,247.0
						Seattle-First National Bank	817.6
3	3	**Chase Manhattan Corp., New York**	5,449	3,571	+52.6%	Chase Manhattan Bank (USA) NA, Wilmington	5,080.8
						Chase Manhattan Bank NA, New York	133.3
						Chase Lincoln First Bank NA, Rochester	234.5
4	4	**First Chicago Corp. (a)**	3,504	3,369	+4.2%	First National Bank, Chicago	3,504.3
5	5	**Wells Fargo & Co., San Francisco (b)**	2,816	3,071	—8.3%	Wells Fargo Bank NA, San Francisco	2.815.7
6	6	**First Interstate Bancorp., Los Angeles**	2,409	2,240	+7.5%	First Interstate Bank of Arizona NA, Phoenix	324.7
						First Interstate Bancard NA, Simi Valley, Calif.	355.3
						First Interstate Bank, Los Angeles	994.4
						First Interstate Bank NA, Denver	48.3
						First Interstate Bank Idaho NA, Boise	37.6
						First Interstate Bank Nevada NA, Reno	122.4
						First Interstate Bank Oregon NA, Portland	207.2
						First Interstate Bank Utah NA, Salt Lake City	42.0
						First Interstate Bank Washington NA, Spokane	277.4
7	7	**Manufacturers Hanover Corp., New York**	2,029	1,532	+32.4%	Manufacturers Hanover Trust Co.	2,029.0
8	10	**Maryland National Corp., Baltimore**	1,706	1,329	+28.4%	Maryland Bank NA, Newark, Del.	1,392.0
						Maryland National Bank, Baltimore	314.3
9	11	**Marine Midland Banks, Buffalo, N.Y.**	1,447	1,233	+17.4%	Marine Midland Bank (Del.) NA, Wilmington	563.2
						Marine Midland Bank NA, Buffalo	883.6
10	12	**Security Pacific Corp., Los Angeles**	1,432	1,136	+26.1%	Arizona Bank, Phoenix †	205.7
						Security Pacific National Bank, Los Angeles	1,182.1
						Oregon Bank, Portland †	44.2
11	9	**First Wachovia Corp., Winston-Salem, N.C.**	1,330	1,351	—1.6%	First Atlanta Bank NA, New Castle, Del. †	90.6
						First National Bank, Atlanta	865.9
						Wachovia Bank & Trust Co., Winston Salem	373.8
12	8	**Chemical New York Corp.**	1,314	1,424	—7.7%	Chemical Bank NA, Jericho, N.Y.	56.0
						Chemical Bank, New York	1,258.0
13	13	**Beneficial Corp., Wilmington, Del. (a)**	1,130	1,045	+8.1%	Beneficial National Bank USA, Wilmington	1,130.0
14	...	**BancOne Corp., Columbus, Ohio (c)**	1,112	710	57.0%	Bank One Indianapolis NA ‡	247.2
						Bank One Lafayette NA, Ind. †	160.2
						Bank One Columbus NA, Ohio	302.4
						Bank One Dayton NA, Ohio	172.0
						Bank One Cleveland NA	53.9
						Bank One Akron NA, Ohio	65.4
						Bank One Eastern Ohio NA, Youngstown	111.4
15	...	**NCNB Corp., Charlotte, N.C.**	1,086	614.3	+76.9%	NCNB National Bank of Florida, Tampa	135.8
						NCNB National Bank of North Carolina, Charlotte	622.8
						NCNB South Carolina, Columbia †	327.7
16	...	**Sears, Roebuck and Co., Chicago (d)**	1,004	21	+4,729%	Greenwood Trust Co., New Castle, Del.	1,004.4

Commercial banks include "nonbank" banks and **thrifts** include FSLIC-insured savings institutions only. For banks, **credit card loans outstanding** are from Schedule RC-C, item 6a, of the Report of Condition and include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans. For thrifts, credit card loans from the Federal Home Loan Bank Board's Quarterly Financial Report for FSLIC-insured institutions and include credit extended in connection with credit cards plus overdrafts on NOW accounts plus any other open-ended credit extended to consumers. Compiled by American Banker from data provided by **ADP Data Services Division, New York.** **(a)**— In July 1987, First Chicago Corp. completed its purchase of Beneficial National Bank USA from Beneficial Corp. for about $250 million. The bank's name was then changed to FCC National Bank. **(b)**— The 1985 data are the sum of credit card loans outstanding at Wells Fargo Bank NA and Crocker National Bank. The banks were merged into one bank in May, 1986. **(c)**— Includes Bank One Indianapolis NA— the former American Fletcher National Bank & Trust Co.— which was acquired in Jan. 1987. **(d)**— A direct subsidiary of Dean Witter Financial Services Group, which is in turn a subsidiary of Sears, Roebuck and Co. The bank handles Sears' "Discover" credit card operations. **(†)**— Bank acquired or established in 1986. **(‡)**— Bank acquired in Jan. 1987, but included in the BancOne Corp. totals for yearend 1986.

Bank Credit Card Operations Of Diversified Financial Services Companies

Compiled by American Banker Copyright 1987

Rank 12/86	Name of Bank	Name of Parent	Card Loans ($ Thous.) 12/31/86	% Chg.	Date of Acq./Start
219	**Associates National Bank, Concord, Calif.**	Gulf & Western Corp., New York	$ 49,658	- 1.1%	1980
50	**Avco National Bank, Irvine, Calif.**	Avco Corp., Greenwich, Conn.	342,331	- 2.3%	1982
82	**Valley National Bank Household Bank, Salinas, Calif. (a)**	Household International Inc., Prospect Heights, Ill.	207,142	+230.8%	1981
118	**J.C. Penney National Bank, Harrington, Del.**	J.C. Penney & Co., New York	131,444	+178.7%	1983
13	**Greenwood Trust Co., Newcastle, Del.**	Sears, Roebuck & Co., Chicago	1,004,362	+4,728.9%	1985
78	**American Express Centurion Bank, Newark, Del.**	American Express Travel Related Services (b)	220,513	.....	1985
12	**Beneficial National Bank, Wilmington (c)**	Beneficial Corp., Wilmington	1,130,044	+8.0%	1952
36	**Colonial National Bank USA, Wilmington (a)**	TSO Financial Corp., Willow Gove, Pa.	433,683	+157.1%	1982
58	**First National Bank, Wilmington**	Commercial Credit Corp., Baltimore	294,474	+5.8%	1984
92	**Boston Safe Deposit & Trust Co.**	Shearson Lehman Brothers, New York (b)	184,397	120.50	1981
48	**First Deposit National Bank, Tilton, N.H.**	Capital Holding Corp., Louisville, Ky.	345,590	1,015.06	1984

Credit credit loan operations— See the definition of "credit card loans outstanding for commercial banks" in the footnotes to the table above. **(a)**— On July 23, 1987, TSO Financial Corp., parent of Colonial National Bank USA, announced that is has agreed to sell about $320 million i[illegible]edit card receivables of the bank and rights to about 135,000 accounts to Valley National Bank. **(b)**— A subsidiary of American Express Co., New York. **(c)**— In July 1987, First Chicago Corp. completed its purchase of Beneficial National Bank USA from Beneficial Corp. The bank's name was then changed to FCC National Bank.

Top 50 Thrifts in Credit Card Loans

December 31, 1986 Compared with December 31, 1985 (In Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		CREDIT CARD LOANS 12/31/86	12/31/85	% Chg.
1	Atlantic Financial Federal, Bala Cynwyd, Pa.	462,434	147,255	214.04
2	AmeriFirst Federal Savings & Loan Assn., Miami	357,778	228,128	56.83
3	Chevy Chase Savings Bank, FSB, Md.	299,842	36,675	717.57
4	Great American First Savings Bank, San Diego, Calif.	265,247	196,494	34.99
5	Great Western Bank, FSB, Beverly Hills, Calif.	261,717	246,370	6.23
6	Avondale Federal Savings Bank, FSB, Minnneapolis	238,493	208,908	14.16
7	Home Fed. Savings & Loan Assn. of San Diego, Calif.	227,349	207,829	9.39
8	Western Savings & Loan Assn., Phoenix, Ariz.	225,791	93,559	141.34
9	Bank Western Federal Savings Bank FSB, Denver	197,598	152,496	29.58
10	California Fed. Savings & Loan Assn., Los Angeles	173,086	154,434	12.08
11	Imperial Savings Assn., San Diego, Calif.	155,694	144,661	7.63
12	Goldome FSB, Buffalo, N.Y.	153,511	121,269	26.59
13	Far West Federal Bank, Portland, Ore.	151,118	141,859	6.53
14	First Financial Savings Assn., Stevens Point, Wis.	142,049	97,123	46.26
15	First Nationwide Bank, FSB, San Francisco	123,328	88,562	39.26
16	Freedom Savings & Loan Assn., Tampa, Fla.	120,786	87,914	37.39
17	MeraBank, FSB, Phoenix, Ariz.	117,209	122,757	–4.52
18	Perpetual Savings Bank, FSB, McLean, Va.	116,075	33,197	249.66
19	Home Savings of America, FA, Irwindale, Calif.	88,284	65,430	34.93
20	Empire of America FSB, Buffalo, N.Y.	73,170	38,328	90.90
21	Citicorp Savings of Illinois, FS&LA, Chicago	73,023	13,667	434.30
22	First Federal Savings Bank, Cleveland	72,060	41,809	72.36
23	Leader Federal Savings & Loan Assn., Memphis, Tenn.	68,033	57,285	18.76
24	Gem Savings Assn., Dayton, Ohio	64,174	26,017	146.66
25	Albuquerque Federal Savings & Loan Assn., N.M.	62,495	36,771	69.96
26	Ohio Savings Assn., Cleveland	58,408	10,236	470.61
27	Fulton Federal Savings & Loan Assn., Atlanta	58,392	39,951	46.16
28	Pima Savings & Loan Assn., Tucson, Ariz.	55,322	45,419	21.80
29	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	53,633	14,198	277.75
30	First Federal Savings & Loan Assn., Lincoln, Neb.	53,172	33,904	56.83
31	Citizens Federal Savings & Loan Assn., Dayton, Ohio	50,799	47,634	6.64
32	Florida Federal Savings & Loan Assn., St. Petersburg	48,235	46,852	2.95
33	Anchor Savings Bank, FSB, Northport, N.Y.	47,237	9,733	385.33
34	First FA, Orlando, Fla.	45,998	25,714	78.88
35	Guarantee Savings, FS&LA, Fresno, Calif.	45,239	32,904	37.49
36	First Federal Savings Bank, Santurce, P.R.	44,438	22,288	99.38
37	Wilmington Saving Fund Society, FSB, Del.	40,164	21,164	89.78
38	Loyola Federal Savings & Loan Assn., Baltimore	39,135	36,416	7.47
39	Household Bank FSB, Newport Beach, Calif.	39,063	18,302	113.44
40	Palmetto Federal Savings Bank, Aiken, S.C.	38,479	23,078	66.73
41	First Indiana Federal Savings Bank, Indianapolis	37,685	21,914	71.97
42	Berkeley Federal Savings & Loan Assn., Millburn, N.J.	36,500	14,157	157.82
43	Benjamin Franklin Fed. S & L Assn., Portland, Ore.	35,976	30,899	16.43
44	Beverly Hills Savings, FS&LA, Calif.	34,950	113	30829.20
45	Great American First Savings Bank, FSB, Tucson, Ariz.	34,849	33,658	3.54
46	First Minnesota Savings Bank, FSB, Minneapolis	34,719	N.A.	N.A.
47	Eureka Federal Savings & Loan Assn., San Carlos, Calif.	32,814	18,456	77.80
48	Bay Savings Bank, FSB, Mich.	32,219	16,365	96.88
49	Commercial Federal S&L Assn., Omaha, Neb.	31,934	8,088	294.83
50	Standard Federal Bank, Troy, Mich.	31,281	19,164	63.23

Credit card loans include credit extended in connection with credit cards plus overdrafts on NOW accounts plus any other open-ended credit extended to consumers. Data are provided to American Banker by **ADP Data Services Division, New York,** from their data base of the Federal Home Loan Bank Board's Quarterly Financial Report for FSLIC-insured institutions.

CALENDAR OF EVENTS

Continued from Page 36

September 13-16 — Defense Credit Union Council: educational conference and annual meeting, Opryland Hotel, Nashville, Tenn., 202-828-4545.

September 13-18 — Credit Union Executives Society: executive marketing institute, Sheraton Hotel, St. Louis, Mo., 608-271-2664.

September 20-23 — National Association of State Credit Union Supervisors: annual conference, Camelback Inn, Scottsdale, Ariz., 703-821-2243.

September 22-26 — Washington Credit Union League: annual convention and meeting, Red Lion Inn, Seattle, Wash., 206-885-1121.

September 27-30 — Massachusetts Cooperative Bank League: 99th annual convention, the Balsams Hotel, Dixville Notch, N.H., 617-542-0515.

October

October 4-8 — Credit Union Executives Society: operations conference, Sheraton Scottsdale Resort, Scottsdale, Ariz., 608-271-2664

October 8-9 — Pennsylvania Credit Union League: credit union attorneys conference, Toftmees Resort, State College, Pa., 717-234-3156.

October 15-16 — Washington Credit Union League: Northwest mid-management and operations conference, SeaTac Hyatt, Seattle, Wash., 206-885-1121.

October 16-23 — Credit Union National Association: annual meeting, convention, and exposition: Sheraton, New Orleans, La., 608-231-4000.

October 24 — DC Credit Union League: credit committee, DC Credit League, Washington, DC, 202-554-7850.

November

November 11-12 — Washington Credit Union League: human resource management conference, Stouffer Madison, Seattle, Wash., 206-885-1121.

November 12-14 — Kentucky Credit Union League: annual meeting, Galt House, Louisville, Ky., 502-459-8023.

FINANCIAL PLANNING

September

September 10-11 — American Banker-Bond Buyer: new applications to asset and liability management; Waldorf-Astoria, New York, N.Y., 212-943-4305.

September 11 — College for Financial Planning: financial planning product selection and portfolio management seminar, Tampa, Fla., 303-755-7101.

September 16 — College for Financial Planning: financial planning product selection and portfolio management seminar, Washington, D.C., 303-755-7101.

September 21-22 — American Banker-Bond Buyer: new applications to asset and liability management; Fairmont Hotel, San Francisco, Calif., 212-943-4305.

September 23 — College for Financial Planning: financial planning product selection and portfolio management seminar, New York, N.Y., 303-755-7101.

September 29 - Oct. 1 — American Bankers Association: chief financial officers forum, Westin Hotel, Chicago, Ill., 202-663-5130.

October

October 2 — College for Financial Planning: financial planning product selection and portfolio management seminar, Chicago, Ill., 303-755-7101.

October 6-8 — Alabama Bankers Association: funds management conference, Lake Guntersville State Park, Guntersville, Ala., 205-834-1890.

October 7 — College for Financial Planning: financial planning product selection and portfolio management seminar, Dallas, Tex., 303-755-7101.

October 14 — College for Financial Planning: financial planning product selection and portfolio management seminar, Los Angeles, Calif., 303-755-7101.

November

November 4-6 — National Commercial Finance Association: 43rd annual convention asset based financial services industry, The Fairmont Hotel, San Francisco, Calif., 212-594-3490.

November 12 — U.S. League of Savings Institutions: operations workshop for small and medium-size institutions, New Orleans, La., 312-644-3100.

GENERAL

September

September 10-12 — Savings and Loan League of Colorado: annual convention, Colorado Springs, Colo., 312-644-3100.

September 10-12 — West Virginia Savings League: annual convention, White Sulphur Springs, W.Va., 312-644-3100.

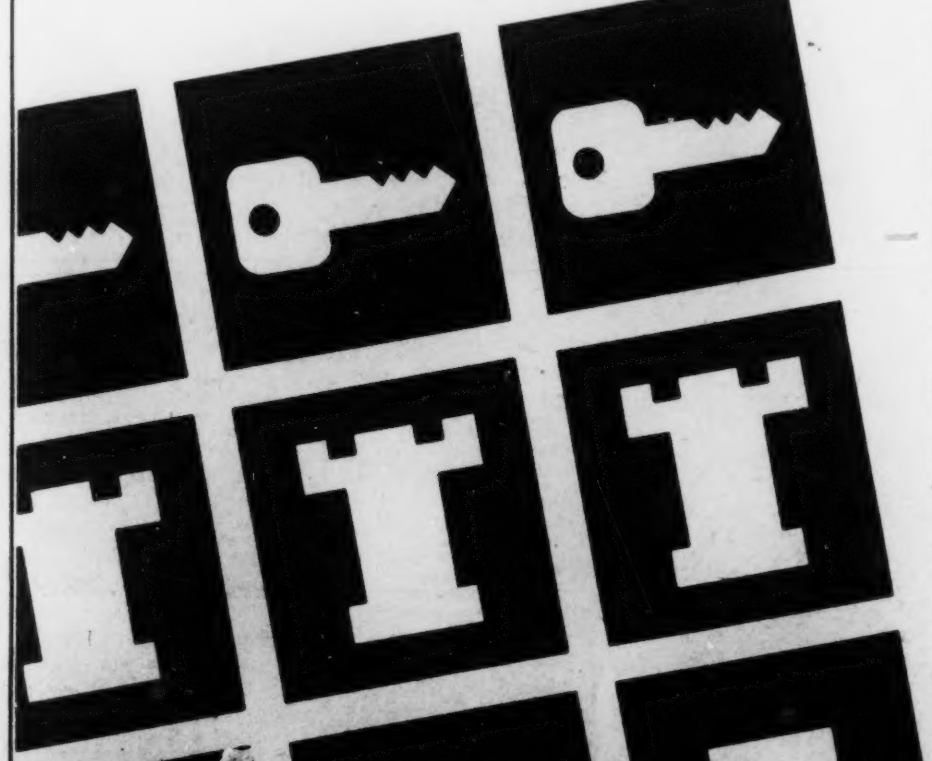
September 10-13 — New England League of Savings Institutions: annual convention, Danvers, Mass., 312-644-3100.

September 10 — College for Financial Planning: financial service firm selection process seminar, Tampa, Fla., 303-755-7101.

September 13-16 — Northwest Association of Affiliated Agencies: annual meeting, Nugget Hotel, Reno, Nev., 206-587-7077.

September 13-16 — Illinois League of Savings Institutions: annual meeting, Boca Raton, Fla., 312-644-3100.

September 13-16 — Oregon League of Financial Institutions and Washington Savings League: joint annual convention, Portland, Ore., 312-644-3100.



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This case is going to go to the Supreme Court.

Michael Bradfield, general counsel for the Fed, on a suit challenging the Fed's approval of new securities underwriting powers for nine banking firms [Page 1]

Unquote

Proxmire Views Banks in a New Light

Underwriting Risks Don't Loom as Large

By ROBERT M. GARSSON
Washington Bureau

William Proxmire

'A very large portion of mortgages and commercial loans are not made by banks anymore.'

WASHINGTON — Throughout his 30 years in the Senate, William Proxmire has staunchly believed that commercial banks should be barred from underwriting corporate equities and long-term corporate debt.

Now, as he nears retirement, the Senate Banking Committee chairman is suddenly questioning the views he has held for a lifetime.

In an interview with the *American Banker*, Mr. Proxmire, D-Wis., said it now appears to him that underwriting corporate equities may be far less risky than the traditional business of making commercial loans.

Underwriting, Mr. Proxmire said, places a firm at risk for less than a day.

"That's nothing like the risk of a loan that lasts for years and years," he said, acknowledging that he has now accepted the argument that banks have advanced, without success, for years on Capitol Hill.

That view, Mr. Proxmire added, argues strongly in favor of permitting banks to underwrite corporate securities, long-term corporate debt, and anything else that can be packaged and sold as a security.

Still, Mr. Proxmire, who turns 72 on Nov. 11, said he has not come to a final conclusion about what kind of bill he plans this fall to urge his committee to accept.

Mr. Proxmire's staff is working on the outline of a bill that would repeal sections 20 and 32 of the Glass-Steagall Act, the two provisions of law that prohibit affiliations between banks and securities firms, and their boards of directors.

Proxmire: Page 43 ➸

Insurance Company to Issue Visa Card In Joint Venture with Georgia Bank

By DAVID LaGESSE
Southwest Bureau

DALLAS — A.L. Williams Corp., an Atlanta insurance company, will begin issuing Visa cards in a joint venture with Fidelity National Bank, a small bank in Decatur, Ga.

A.L. Williams' sales force, which is largely part-time, will market the card to current and prospective policyholders, said Wayne L. King, executive vice president of the company.

The insurance company also plans to market mortgages through its agents, though details remain sketchy. The home mortgages are expected to be available by the first quarter of 1988, said Barbara King, an A.L. Williams spokeswoman. Ms. King is not related to Mr. King.

Primerica, the financial services conglomerate that grew out of the former American Can Co., owns about 20% of A.L. Williams. Primerica may participate in the home loan program through its mortgage banking subsidiary.

With about 150,000 representatives in the field, A.L. Williams expects to attract 500,000 Visa accounts within a year of the program's launch, Mr. King said. Applications have been printed and the first cards should be issued in November.

The predicted volume could transform Fidelity, which has about $140 million in assets, into a major credit card bank. The bank already has beefed up its staff for the expected wave of applications, though the bank

Atlanta: Page 42 ➸

Key FDIC Link To Continental Expires Today

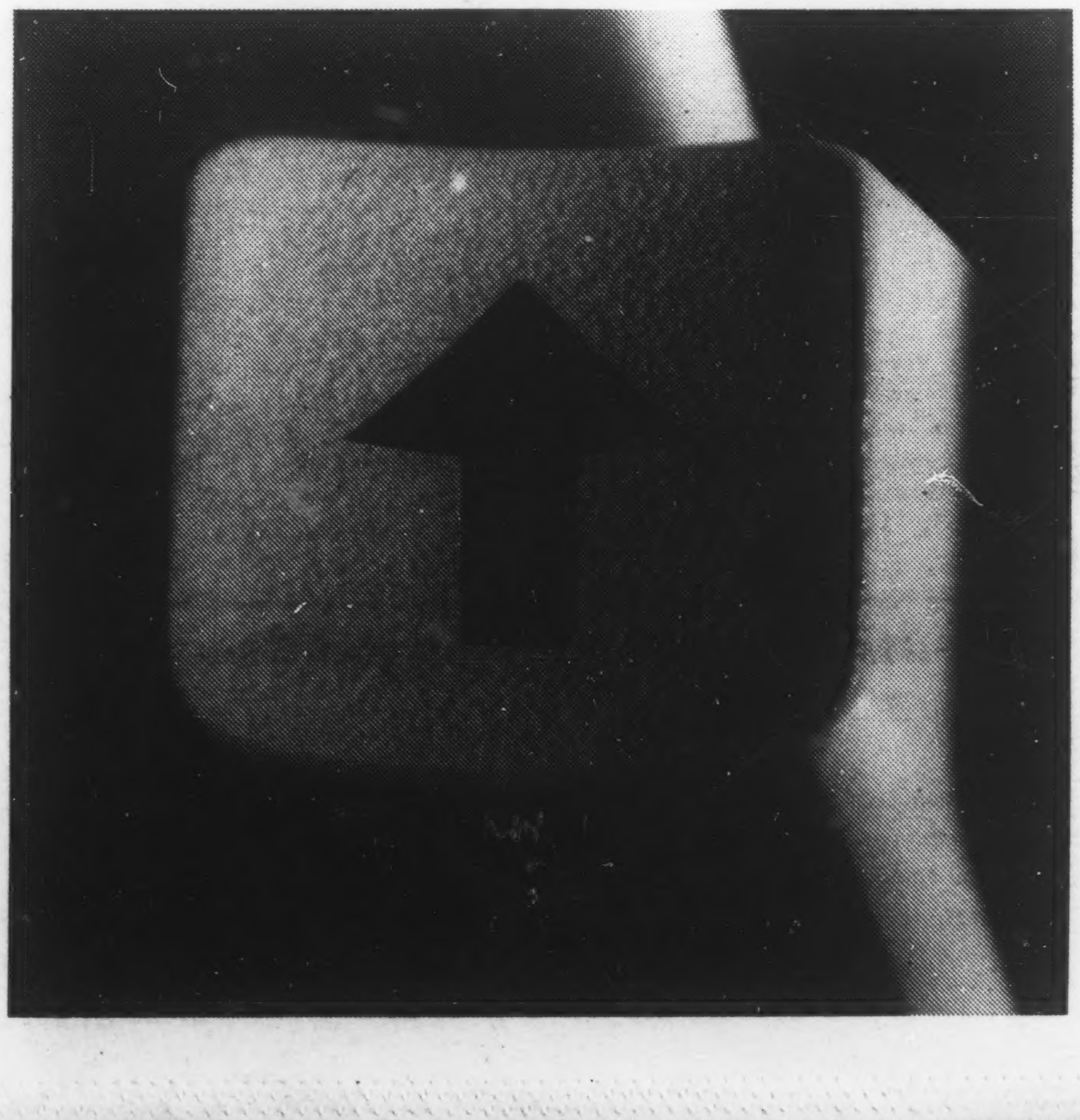
By LISABETH WEINER
Midwest Bureau

CHICAGO — Continental Illinois Corp. today celebrates another milestone on its slow but steady road to recovery.

After today, the company's principal banking subsidiary, Continental Illinois National Bank and Trust Company of Chicago, no longer will be able to transfer poor-quality loans to the Federal Deposit Insurance Corp. under terms of the government's 1984 bailout of the bank.

With the deadline passed, Continental will be left with a much cleaner loan portfolio and renewed hope that some-

Continental: Page 43 ➸



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FEATURE
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SECTION

PULL OUT AND SAVE

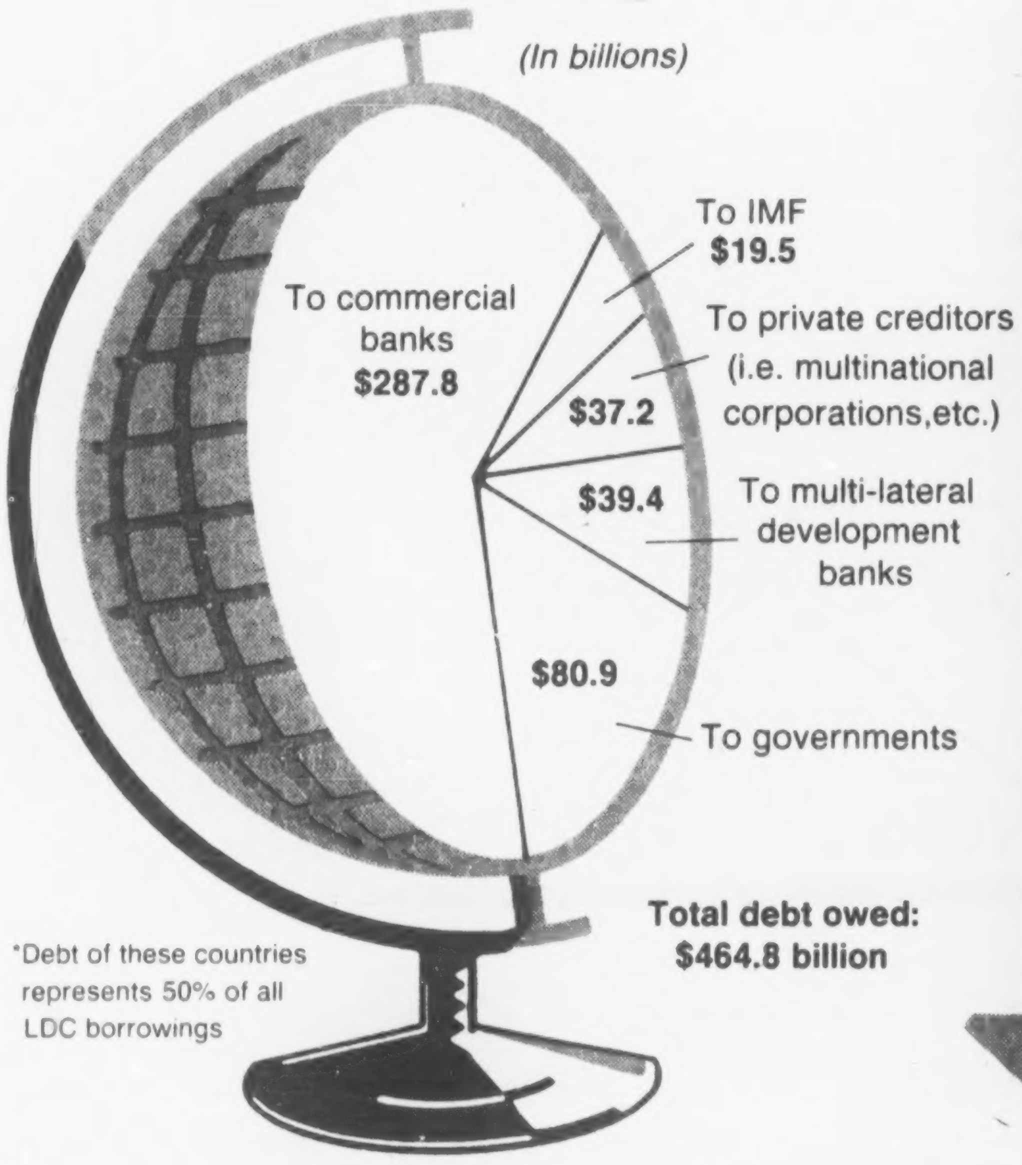
International Monetary Fund Review

Global Debt

Possible Defaults Continue to Shape Policy

LDC Debt

*Amounts owed by 15 countries participating in the Baker Plan**



*Debt of these countries represents 50% of all LDC borrowings

What the Baker 15 countries owed

At end of 1986

	In billions
Argentina	$53.0
Bolivia	$4.5
Brazil	$109.2
Chile	$21.6
Columbia	$15.0
Ecuador	$9.0
Ivory Coast	$7.6
Mexico	$100.4
Morocco	$15.9
Nigeria	$25.2
Peru	$14.6
Phillipines	$28.3
Uruguay	$5.2
Venezuela	$34.1
Yugoslavia	$21.1

Source: Institute of International Finance Washington, D.C.

Debt Ball Is In Private Sector's Court

Crisis provides fertile ground for new solutions.

By Maxwell Glen

ONE CAN GAUGE THE STATUS OF the international debt imbroglio with two observations: Debt-for-nature swaps are hot. The "Baker plan" is not. Conservationists have been abuzz since the Bolivian government agreed in mid-July to protect more than three million acres of endangered tropical lowlands in exchange for a reduction of its foreign debt.

Some U.S. bankers and policymakers heralded the unprecedented arrangement, in which a U.S.-based nonprofit group bought $650,000 of Bolivia's loans at a heavy discount in the secondary market, as one of several potentially fruitful techniques for reducing the debt burdens of lesser developed countries (LDC).

By contrast, the Baker plan has run aground. Two years ago its progenitor, Treasury Secretary James A. Baker 3d, called for debtor countries to reform their economic policies in exchange for increased lending by multilateral agencies and commercial banks.

OVERVIEW

By some estimations, the biggest blow to the Baker initiative came last May in the form of a decision by Citicorp chairman John S. Reed to set aside an additional $3 billion in reserves for anticipated losses in its foreign portfolio. Dozens of U.S. and foreign institutions have since followed suit, fueling long-standing fears that a writedown of its existing loans would almost terminally undermine a country's pursuit of new money from private sources.

Taken together, the debt-for-nature swap and Mr. Reed's bold and widely imitated maneuver illustrate the innovative extent to which debtors and creditors are trying to lick a crisis precipitated by Mexico's near-default five years ago.

They also underscore how the commercial and private sector have decided to take policy leadership into its own hands.

When the World Bank and International Monetary Fund convene at the annual joint meeting in Washington, the finance ministers and central bankers in attendance are as unlikely to reclaim international leadership of the issue as they are to resolve the debt problem overall. Most observers expect this year's gathering, like last year's, to end in a stalemate on key issues.

But some analysts contend that the debt crisis and the leadership void are linked inextricably. In short, there is a wide variety of partial or wholesale solutions to the debt crisis. What is lacking is the inclination in either the public or private spheres to pay for them.

It is not for want of incentive. According to the Institute of International Finance, a Washington-based research group underwritten primarily by international banks, the Baker plan's list of 15 key debtor countries owed $465 billion to foreign lenders at the end of 1986. The Baker plan countries, ten of which are in Latin America, are said to account for about half of all LDC external debt.

Baker country debts to commercial banks, at the end of last year, accounted for 61.9% of the total, while those to the IMF and multilateral development banks totaled 4.2% and 8.5%, respectively. About 17.4% was owed to official bilateral creditors such as the Export-Import Bank of the U.S. Other private suppliers accounted for 8%.

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Maxwell Glen is a contributing editor for the National Journal in Washington, D.C.

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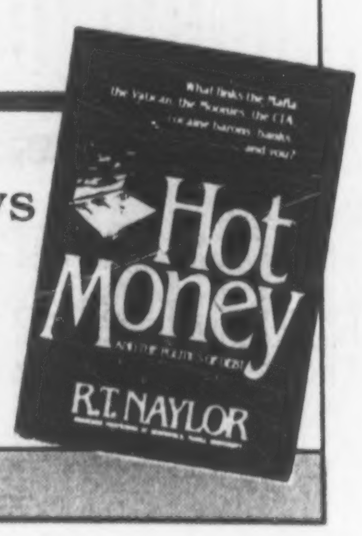


Continued from Previous Page

> ***"There is a power vacuum in need of being filled. If the World Bank and IMF wanted to, they could step in with an affirmative, creative posture."***

According to the Federal Reserve Board, the reported exposure of U.S.-based commercial banks in the Baker countries totaled $86.2 billion. This number reflects in part decisions of some institutions to write down on their own books loans that they are asking debtors to service at face value.

Ironically, IMF appears to be thriving under short-term, standby arrangements orchestrated during the early stages of the crisis. In June, continuing the 1986 trend, IMF actually received — mostly in repayments and service charges — $200 million more than it disbursed.

But commercial institutions and development banks have enjoyed no such luck. Most of the Baker plan's Latin American countries, where the commercial banks are mainly involved, are either way behind in their interest payments or not servicing their debt at all. Brazil, the developing world's biggest debtor, has not paid interest on its $67 billion in obligations to banks since February.

Servicing problems are inherent in the disparity between foreign debt and exports, some experts contend. In some cases, the ratio of total outstanding debt to annual exports ranges as high as 500%, according to Morgan Guaranty Trust Co. The United Nations Economic Commission for Latin America and the Caribbean reports that the ratio in 1986 of interest payments to exports was 37% for oil-producing members of the group and nearly 34% for non-oil producers.

William R. Cline, a senior fellow at the Institute for International Economics in Washington, argues that increased prices for commodities and an average growth rate in the industrial countries of as low as 2.5% per year may be enough to expand LDC export earnings, thereby forestalling the need for drastic measures. Yet some analysts reject Mr. Cline's optimism, adding that commodity price inflation, particularly in the energy sector, could prove a catalyst for another global recession.

Others contend that because of the inherent instability of commodity-based economies, the solution to the debt crisis simply lies in domestic policies that promote balanced industrial growth. But with only some exceptions, the ways in which many LDC governments have managed their economies to date have left foreign lenders less than optimistic about the future.

Motivating Forces

Crisis has been an impetus for technical creativity, of which the debt-for-nature swap is just one example. A more widely employed technique involves the exchange of debt-for-equity investments in the debtor country.

The Group of Thirty, a research organization of top bankers and economists, recently estimated that the volume of debt-for-equity swaps since 1982 has surpassed $12 billion. Chile is said to have reduced its debt by more than 10% using the vehicle. In a move designed to promote debt-for-equity swaps, the Federal Reserve Board last month increased from 20% to 100% the share that banks could own of nonfinancial companies in 33 debtor countries.

Another innovation is the "exit bond," which permits a smaller creditor to receive lower-yielding securities issued by the debtor government in exchange for loans.

Then there is payment-in-kind, illustrated by the recent decision of First Interstate Bank of California to accept clothing and other manufactured products from Peru in return for retiring $24 million of that country's debt.

Meanwhile, investment bankers are said to be seriously considering high-interest rate securities, called "asset-backed bonds," which would be sold like junk bonds. Some lenders have already turned certain loans into securities but held them for their own accounts.

Most banks are reluctant to discount their loans to the extent desired by some financial engineers. This is one explanation for the recent failure of Brazilian finance minister Luiz Carlos Bresser Perier's aborted attempt to win U.S. approval for a radical plan to write down its debt and convert it to securities.

Such financial moves seem only a partial solution at best. For example, the inaugural debt-for-nature swap retired only a small slice of Bolivia's $4 billion in external obligations. Similarly, the enthusiasm for debt-for-equity swaps has been tempered by the limited number of potentially attractive investments.

There is also fear that, as the Group of Thirty recently asserted, swap arrangements could "complicate an already difficult rescheduling and adjustment process without providing overriding benefits for either debtors or creditors." Critics variously charge that through swaps, debtors run the risk of exacerbating inflation, inflaming nationalistic sentiment, and by flooding the secondary market with bad debt, further undermining their ability to raise funds in the future.

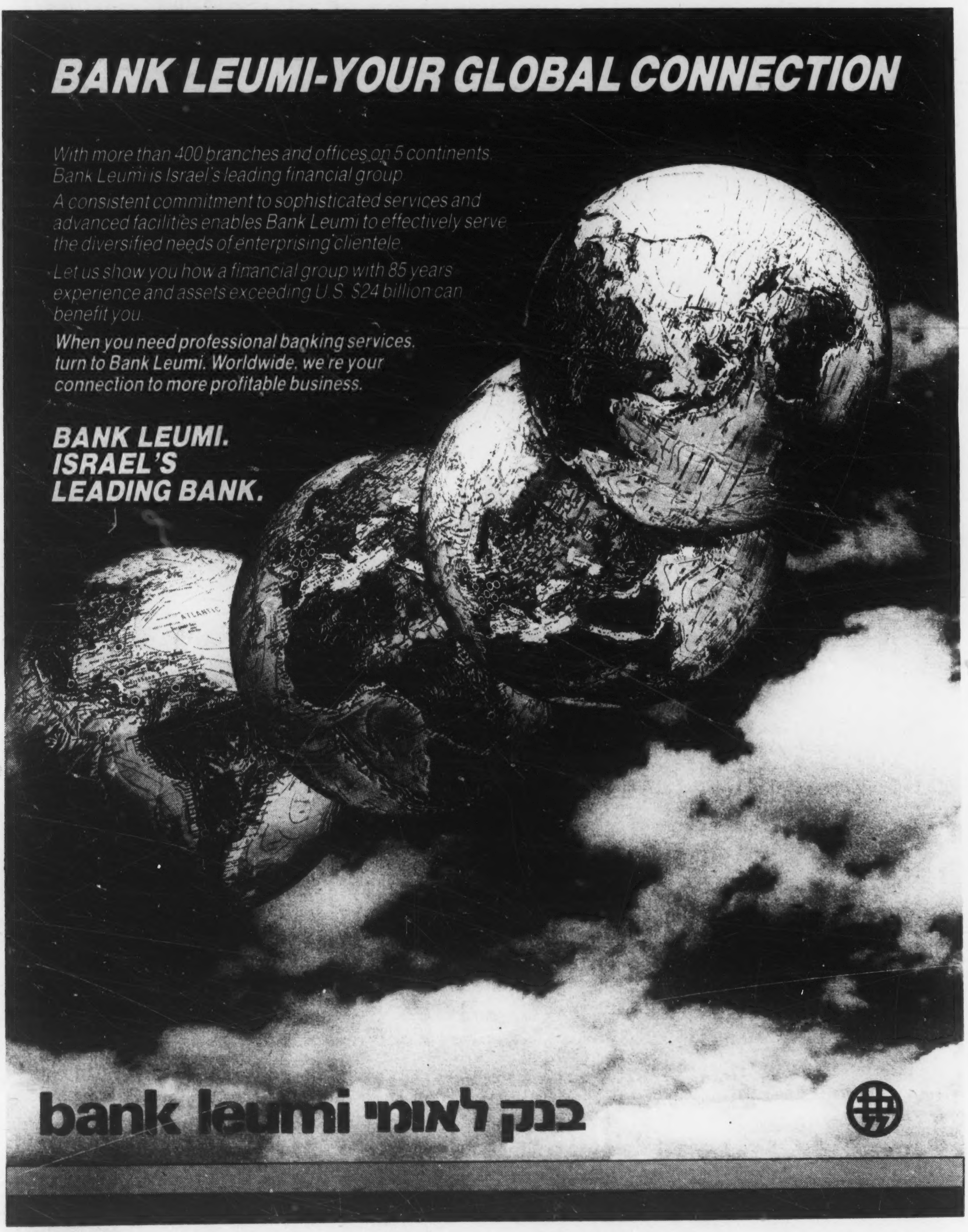
And though capital flight has been reversed in many of the major Baker countries, according to Morgan Guaranty Trust Co. spokespeople, new money is in big demand. Many experts point out that additional capital is essential to any resolution of the debt crisis. Dozens of countries are reportedly lining up for loans.

Second Chances

Mexico has received $7.7 billion in new financing from commercial banks and multilateral institutions under a loan package renegotiated last year. And last month, Argentina and its creditor banks signed a $34 billion rescheduling agreement that included about $2 billion in new loans and triggered $3.35 billion in additional financing from the IMF and World Bank.

But while lead negotiator Citicorp recruited more than 300 creditor banks worldwide to subscribe to the accord, skeptics contend that the enthusiasm for new lending is better reflected by the 10% decline from 1985

Continued on Page 14



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Continued from Page 12

to 1986 in LDC loans on the books of U.S.-based banks.

Sen. Bill Bradley (D-N.J.), chairman of the Senate's finance committee's international debt panel, argues that in the place of new lending, banks should provide interest rate relief and debt forgiveness on a case-by-case basis to countries that implement growth-oriented reforms.

Sen. Bradley also contends that, barring preliminary reforms, new lending is tantamount to throwing good money after bad. His advocacy of partial forgiveness and no new money has placed him at odds with Mr. Baker, who insists that while committing additional funds, the banks need not write down the value of their existing loans.

But both Mr. Baker and Sen. Bradley are at odds with commercial banks, which complain that under either plan, they are being asked to take the hit for the governments of the industrial countries.

Some experts believe that the recent wave of writedowns has cleared the way for an increasingly assertive role by the multilateral agencies and, in particular, Barber Conable, president of the World Bank, and IMF managing director Michel Camdessus.

"There is a power vacuum in need of being filled," says Richard Feinberg, vice president of the Overseas Development Council. "If the [World] Bank and [IM] Fund wanted to, they could step in with an affirmative, creative posture."

In fact, Mr. Camdessus won a verbal commitment at the Venice summit last June for an increase from $3 billion to $9 billion in funding for the fund's Structural Adjustment Facility, a short-term low-interest financing program targeted mainly at debtors in sub-Saharan Africa.

Yet IMF, originally established to redress short-term problems with current accounts and exchange rates, enjoys neither the mandate nor the funding to manage a global debt emergency of epic dimensions.

Meanwhile, although the World Bank and its multilateral brethren do enjoy a long-term perspective, they lack the funding and, some critics charge, the imaginative leadership needed to attract private sources back to the table.

Which all leads, some analysts say, to politics within and between each of the industrialized nations, principally Japan and the United States. While concerned about the debt-threat to their respective banking systems, each regards the other as its primary economic problem. And despite wide-eyed talk in the development community about Japan's surplus capital, neither government is anxious to lead a wholesale multilateral bailout.

Things could change for the better for debtors and creditors between now and January 1989, when President Reagan is scheduled to step down. But the experience to date has led few bankers and other observers to think that they will. ■

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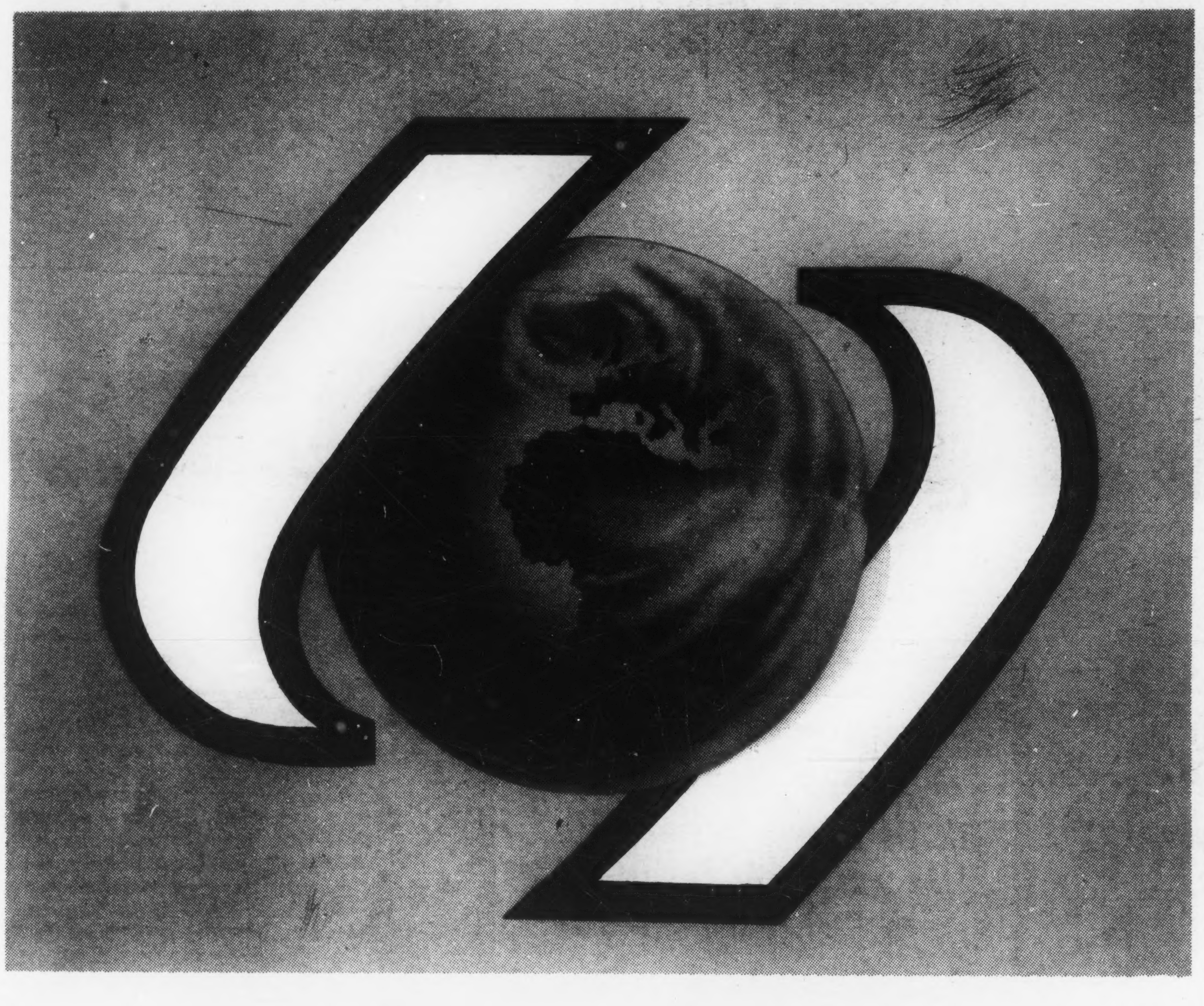

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Today

TECHNOLOGY TODAY

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You're talking about a monstrous interface. . .They may have other reasons for doing this, but from a back-office standpoint, it will be chaotic.

Eugene N. Scalercio, chairman and chief executive officer of NFS Services Inc., an operations consultant, on fusing the back-office operations of the Bank of New York and the Irving Bank Corp. [Page 1]

Unquote

Snags Seen in Proposed Irving Merger

Banking Observers Analyze Defenses Against Takeovers

By GORDON MATTHEWS

NEW YORK — The unfriendly effort by the Bank of New York Co. to acquire the Irving Bank Corp. raises the question of what defenses are available to such bids — and the more urgent issue of what measures would be useful for Irving.

Unsolicited proposals such as last Friday's $1.4 billion offer for Irving are rare in banking, particularly when the suitor is another major bank. But many industry observers believe hostile takeover proposals will become more common, especially if the Bank of New York's attempt is successful.

"Irving had not taken a lot of measures previously," said one lawyer who follows banking matters. "But they do have an established relationship with a good investment banking firm, Goldman, Sachs & Co., and that counts for quite a bit."

Irving's response to Bank of New York's offer, which it had rejected on Friday, was to say that its investment adviser was studying the bid. "That's the best tactic for now, while they mull the alternatives, but they'll have to make

Bank Observers: Page 31 ➻

Combining the Back Offices May Take Time, Hurt Morale

By PHILIP T. SUDO

NEW YORK — On paper, it looks like a perfect match: two big players in the securities processing business combining forces to create one gigantic market presence.

In practical terms, though, fusing the back-office operations of Bank of New York Co. and Irving Bank Corp. would put the merged firm at a competitive disadvantage into the next decade, Wall Street operations experts said Tuesday.

"It will be absolutely difficult," said Eugene N. Scalercio, chairman and chief executive officer of NFS Services Inc., an operations consultancy. "You're talking about a monstrous interface. They'll be giving up two years before they start to see the benefits of streamlining. They may have other reasons for doing this, but from a back-office standpoint, it will be chaotic."

Bank of New York and Irving officials could not be reached for comment. But another industry official said, "With the pace of the technological advancements in this business, the system will be outdated by the time they make it compatible."

Wall Street: Page 31 ➻

Banks Step Up Standards for Quality Service

By LAURA GROSS
and JAY ROSENSTEIN

PHOENIX — When Sarah Gurtis hears a phone in her bank ring more than three times, look out.

The senior vice president for marketing at Sun Bank, Orlando, Fla., has little tolerance for what she sees as inattention to the basics of quality service.

"We hold people accountable. If the phones don't get answered in three rings, we call the responsible party in at four o'clock and ask why," she said during an interview at the Bank Marketing Association's 72nd annual conference. The meeting is being held here through today.

Like other banks today, Sun Bank is aggressively establishing standards for quality service. The importance of setting specific, concrete standards for quality — not just paying lip service to the general idea — was a topic widely discussed at the convention, both on and off the podium.

Among the specific ideas bankers mentioned were:

- Adding another teller if more than three customers are waiting for service.
- Limiting to three minutes the maximum amount of time customers have to wait in a teller line or on the telephone.
- Imposing so-called sunset rules requiring that telephone calls from customers or prospects be returned the day they are received.

This "deep drive for true quality" represents a change from previous years, said John A. Russell, vice president and director of marketing at Banc One Corp., Columbus, Ohio, and president of the Bank Marketing Association.

"Until deregulation, bankers were never forced to quantify quality," he said, adding that the automobile, communications, and airline industries have gone through similar adjustments as a result of increased competition.

Quality Service: Page 6 ➻

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Lenders Asked To Back Loans To Third World

By ROBERT M. GARSSON
and ROBERT TRIGAUX
Washington Bureau

WASHINGTON — World Bank President Barber Conable warned commercial lenders Tuesday that they should not expect the agency to continue alone as the main provider of new funds to Third World debtor nations.

Last year, the World Bank provided the equivalent of four-fifths of total net lending to the 15 counties that are central to the debt strategy, Mr. Conable said in a speech during the annual meeting of the World Bank and International Monetary Fund.

"The bank was prepared to accept this increased exposure because it was both prudent and necessary to help ensure a resumption of growth and development in the affected countries," he said. "But we cannot stand alone."

Instead, he said, commercial banks and the international lending institutions should commit themselves to restoring the stronger debtor nations to normal access to world credit markets within the next five to seven years.

Mr. Conable also called for a close look at "innovative market-based approaches" to the debt problem, echoing a theme struck earlier in the morning by President Reagan.

Mr. Reagan spoke in general terms, warning debtor nations against taking unilateral actions such as a suspension of debt payments, and urging increased cooperation among commercial banks, developing nations, and international lending facilities.

"Now is the time for rational decision making and responsible action," he said, apparently alluding to nations that have suspended payments or threatened to do so. "Those who chose to follow false prophets, to live in an illusion instead of seeking a solution, will be left with the consequences of their actions."

Mr. Reagan also joined the parade of officials endorsing alternatives to new debt, urging debtor nations to consider wider use of swaps in which lenders exchange portions of debt for equity positions.

While Mr. Conable and others have criticized commercial banks for retrenching on new loans in the developing world, bankers insisted that money was continuing to flow, though more selectively in the past.

"The commercial banks have not stopped lending," said Bank of America chairman A.W. Clausen, himself a former world bank president.

"There has been a slowdown," he said. "But the majors have participated in every deal."

A number of bankers attending the IMF-World Bank meeting said they expect international debt problems to remain for a considerable time. And while the bankers cautiously applaud the options opening up to them to restructure their foreign loans, they largely endorse current reforms to foster economic growth in developing nations.

World Bank: Page 30 ➸

Correction

In a table labeled "Top 10 Mergers of U.S. Banks," which appeared Sept. 28, page 2, the column headings were reversed. The acquiring banks were in the first column, and the banks being acquired were in the second column.■

An American Banker Special Report

19 of Top 25 Banks Post Losses in 1st Half

Superregional Holding Firms Emerge as Biggest Earners

By L. MICHAEL CACACE

NEW YORK — Thirty-five of the nation's 100 largest bank holding companies lost money in the first half of 1987, including the 16 largest firms and 19 of the top 25. Combined, the 35 companies lost $11.8 billion.

Citicorp accounted for almost 20% of that total, reporting a loss of $2.3 billion. The 10 largest firms accounted for 71%, reporting a combined loss of $8.4 billion.

Most of the companies' losses could be attributed to special additions to the allowance for loan and lease losses in the second quarter, which were related to loans to countries currently restructuring their debt.

For example, at the top six companies, Citicorp added $3 billion to its reserve for possible credit losses in the second quarter; Chase Manhattan Corp. added $1.6 billion; BankAmerica Corp. and Chemical New York Corp. each added $1.1 billion; J.P. Morgan & Co. added $875 million; and Manufacturers Hanover Corp. added $1.7 billion.

Because of their limited exposure to Third World countries, superregional banking companies emerged as the top five earners in the first half of 1987. Four were from the Southeast and one was from the mid-Atlantic region.

The top earner was SunTrust Banks Inc., Atlanta, with net income of $141 million in the first half, up 37% from $102.7 million for the period last year, or 16th place. For the full year 1986, SunTrust had net income of $245.1 million to rank as the 12th largest earner in banking.

Following SunTrust were two Charlotte, N.C.-based firms: First Union Corp., with net income of $138.7 million for the first half, up 28% from a year earlier, and NCNB Corp., with net income of $108.4 million, up 5.4%.

PNC Financial Corp., Pittsburgh, was fourth, with $98.5 million, down 19% from a year earlier, and Barnett Banks Inc., Jacksonville, Fla., was fifth, with $81.1 million, up 9%.

These are some of the findings in the *American Banker*'s third annual bank

Top 25: Page 19 ➸

Top Bank Earners

Highest first-half net income
(millions of dollars)

	Net Income
1 SunTrust Banks Inc.	$141.0
2 First Union Corp.	138.7
3 NCNB Corp.	108.4
4 PNC Financial Corp.	98.5
5 Barnett Banks Inc.	81.1

CORPORATE FINANCE

3 Banks Agree to Test a Part Of Loan-Pooling Operation

By ANDREW ALBERT

NEW YORK — Three major banks have made at least a preliminary commitment to the proposed loan-pooling operations of Dimensional Corporate Finance Inc., agreeing to test the company's risk-assessment system.

Sources say officials from First Bank Minneapolis and First Interstate Bank of California, Los Angeles, signed so-called testing agreements during a two-day meeting at Dimensional's San Francisco headquarters last week. A representative of Chemical Bank, who also attended the meeting, signed a testing agreement later in the week.

Of the three institutions, First Interstate's presence is the least surprising, since it is among the investors financing Dimensional's preliminary work.

The development provides an important boost for Dimensional, which according to some bankers lost momentum this summer. Bankers have voiced concern that the loan-pooling plan is too limited, and as a result, Dimensional reportedly found it difficult to enlist banks to test the technology on which the entire project hinges.

But the three banks agreed to participate in the test after reviewing Dimensional's system last week, according to Michael Keischnick, president of the loan-pooling subsidiary, Diversified Corporate Loans Inc. He said he expects several other banks to sign testing agreements within the next couple of weeks.

By signing testing agreements, the three banks have given Dimensional the go-ahead to wire their institutions into its risk-assessment software pack-

3 Banks: Page 25 ➸

Thrift Sells Credit Card-Backed Issue

NEW YORK — Great American Savings Bank of San Diego sold $110 million in pass-through certificates backed by its Visa and MasterCard receivables, and officials at the institution say they will likely return to the asset-backed market.

The certificates, with a 9.05% pass-through rate, were priced at 99.66 to yield 9.22%. At that yield, the Series A notes were returning 75 basis points more than the comparable U.S. Treasury issue.

The securities are expected to win an Aaa rating from Moody's Investors Service, with help from a letter of credit guaranteeing payment on 20% of the principal amount. The Federal Home Loan Bank of San Francisco provided the letter of credit. The bank reportedly hopes to become increasingly competitive with private-sector letter-of-credit providers.

Last week's issue was the fifth public offering of credit card receivables this year. Great American officials said they expected the deal to be treated as a sale for accounting purposes but not for regulatory capital purposes.

Great American used about $140 million of its $200 million credit card portfolio to collateralize the securities, which were sold through a grantor trust set up specifically for the deal.

The lead manager for the deal was Goldman, Sachs & Co., and First Boston Corp. served as comanager.

James A. Krzeminski, senior first vice president and treasurer for Great American, said the thrift's "overall corporate program is to look to liquefy all the assets we can. The exact timing [of sales] will depend on activity in a particular product. The general trend is to do more issues."

He said Great American might look next to commercial real estate loans or perhaps its portfolio of home equity lines of credit, which now accounts for about $59 million in receivables.

— Andrew Albert

1st Boston Regains Position as Leader In Asset-Backeds

NEW YORK — First Boston Corp., with help from super-issuer General Motors Acceptance Corp., regained its position as the No. 1 underwriter of asset-backed securities.

During the first nine months of this year, First Boston served as lead manager on nine offerings worth a total of $3.1 billion. The asset finance team at Salomon Brothers Inc., which had wrested the top spot from First Boston in midyear tallies, slipped to second place in the nine-month rankings. Salomon lead-managed six issues totaling $1.6 billion.

Asset Sales Report, an *American Banker* newsletter, ranked underwriters of asset-backed securities, giving lead managers full credit for each public offering they handled from Jan. 1 through Sept. 24. Issues collateralized by U.S. government assets were not counted.

At midyear, Salomon for the first time ranked ahead of First Boston, which had for the two previous years dominated the world of asset finance. First Boston managed to overtake Salomon with four third-quarter issues, including an innovative offering of $1.4 billion in securities backed by auto loans on GMAC's books. Thanks to that deal, the year's largest to date, First Boston's third-quarter asset finance volume more than doubled that of the entire first half.

Aside from its sheer size, the transaction drew market attention because of a feature that allowed investors to avoid the prepayment risk associated with the car loans. That risk was assumed by Morgan Guaranty Trust Co. in exchange for a fee.

GMAC has not been entirely faithful to First Boston, retaining Salomon twice this year to manage the books on auto loan offerings worth $485.8 million. And if interest rates had not moved wildly in September, GMAC likely would have employed Salomon to market more asset-backed paper — perhaps keeping Salomon in first place.

Conspicuously absent from the rankings are Merrill Lynch & Co. and Morgan Stanley & Co., two firms that for months have been working on their first public offerings of asset-backed

First Boston: Page 25 ➸

Bank Holding Company Review

Summary of Findings from Third Annual Survey

Top 25 U.S. Bank Holding Companies

Top earners in banking, based on net income for first-half 1987 compared with net income for full-year 1986

Rank 1987†	Rank 1986‡		Net Income 1987†	Net Income 1986‡
1	12	**SunTrust Banks, Inc., Atlanta**	141.0	245.1
2	9	**First Union Corp., Charlotte, N.C. (a)**	138.7	278.7
3	16	**NCNB Corp., Charlotte, N.C.**	108.4	198.8
4	14	**PNC Financial Corp., Pittsburgh**	98.5	222.6
5	21	**Barnett Banks, Inc., Jacksonville, Fla.**	81.1	162.0
6	17	**First Wachovia Corp., Winston Salem, N.C.**	79.9	193.8
7	26	**Sovran Financial Corp., Norfolk, Va.**	78.6	148.0
8	25	**CoreStates Financial Corp., Philadelphia**	78.2	148.1
9	36	**Midlantic Corp., Edison, N.J.**	73.8	112.8
10	19	**Bank of New England Corp., Boston**	65.3	171.8
11	40	**MNC Financial, Inc., Baltimore**	65.2	91.8
12	34	**Boston Safe Deposit & Trust Co.**	63.7	117.8
13	27	**NBD Bancorp., Inc., Detroit**	63.5	145.8
14	22	**Citizens & Southern Corp., Atlanta**	61.4	155.8
15	29	**Fleet Financial Group, Providence, R.I.**	57.8	136.7
16	35	**Hartford National Corp., Conn.**	55.8	114.0
17	37	**Norstar Bancorp., Inc., Albany, N.Y.**	53.4	104.8
18	30	**National City Corp., Cleveland**	45.6	134.6
19	44	**Society Corp., Cleveland**	44.1	84.1
20	49	**U.S. Bancorp., Portland, Ore.**	42.0	77.2
21	45	**KeyCorp, Albany, N.Y.**	41.5	82.2
22	50	**United Jersey Banks, Princeton, N.J.**	41.4	71.5
23	48	**Boatmen's Bancshares, Inc., St. Louis, Mo.**	40.1	78.1
24	51	**State Street Boston Corp., Boston**	39.9	71.4
25	62	**BayBanks, Inc., Boston**	38.6	58.9
		Totals For The Top 25	**1,697.7**	**3,406.4**

Top 100 Bank Holding Companies

Summary statistics (dollar amounts in billions)

	June 30, 1987	June 30, 1986	% Chg.
Total Assets	$1,954.3	$1,804.7	+ 8.3%
Total Deposits	$1,366.3	$1,241.8	+10.0
Primary Capital	$153.1	$130.1	+17.7
Ratio of Primary Capital to Total Assets	7.84%	7.21%	
Total Capital	$190.3	$167.1	+13.9
Ratio of Total Capital to Total Assets	9.73%	9.26%	
Net Income First Half of Year	($9.302)	$4.910	-189.5
Domestic Banks Controlled	1,421	1,362	+ 4.3
Domestic Bank Branches	21,911	19,888	+10.2

Firms Dropping Out of Top 25

Among top earners in banking for 1986, listed in order of yearend 1986 rank

Rank 1986‡		Net Income 1987†	Net Income 1986‡
1	**Citicorp, New York**	(2,321.0)	1,058.0
2	**J.P. Morgan & Co., Inc., New York**	(360.0)	872.5
3	**Chase Manhattan Corp., New York**	(1,274.3)	583.6
4	**Bankers Trust New York Corp.**	(429.7)	427.9
5	**Manufacturers Hanover Corp., New York**	(1,290.0)	410.7
6	**Chemical New York Corp.**	(1,017.0)	390.2
7	**Security Pacific Corp., Los Angeles**	(73.8)	385.9
8	**First Interstate Bancorp., Los Angeles**	(386.3)	337.9
10	**First Chicago Corp.**	(663.3)	276.2
11	**Wells Fargo & Co., San Francisco**	(293.7)	273.5
13	**Bank of Boston Corp.**	(13.0)	232.8
15	**First Bank System, Inc., Minneapolis**	(47.2)	202.9
18	**Mellon Bank Corp., Pittsburgh**	(626.0)	183.3
23	**Bank of New York Co., Inc.**	12.4	155.2
24	**Republic New York Corp.**	(31.4)	148.5

Net Income is income after taxes and minority interest, but before preferred dividends, extraordinary items and significant transactions. Excluded is income from discontinued operations. The 1986 net income is as reported in 1987, and has not been restated for mergers. †— Based on net income for first six months of the year. ‡— Based on net income for the entire year. (a)— The 1986 net income figure for First Union is income from continuing operations before extraordinary items. The 1986 net income figure reflects the fourth quarter 1986 acquisitions of Georgia-based First Railroad & Banking Co.; Bank of Waynesboro; and Georgia State Bancshares Inc., which are accounted for as pooling of interests. ( )— Indicates net loss for the year.

Primary Capital-to-Asset Ratios At Top 100 Bank Holding Companies

Largest ratios on June 30, 1987 (dollar amounts in millions)

	Primary Capital	Total Assets	Cap. Asset Ratio (%)	Asset Rank
1 **Fleet Financial Group, Inc., Providence, R.I.**	$1,107	$11,333	9.77%	45
2 **AmSouth Bancorporation, Birmingham, Ala.**	614	6,464	9.46	74
3 **Meridian Bancorp., Inc., Reading, Pa.**	649	6,999	9.27	71
4 **SouthTrust Corp., Birmingham, Ala.**	488	5,283	9.24	84
5 **Norwest Corp., Minneapolis**	1,909	20,296	9.18†	29
6 **First Security Corp., Salt Lake City, Utah**	456	5,052	9.03	88
7 **Banc One Corp., Columbus, Ohio**	1,588	17,693	8.98	32
8 **J.P. Morgan & Co., Inc., New York**	6,829	74,681	8.93†	5
9 **KeyCorp., Albany, N.Y.**	827	9,280	8.91	55
10 **AmeriTrust Corp., Cleveland**	938	10,568	8.74†	47

Smallest ratios on June 30, 1987 (dollar amounts in millions)

	Primary Capital	Total Assets	Cap. Asset Ratio (%)	Asset Rank
1 **First City Bancorp. of Texas, Inc., Houston**	$787	$12,244	6.30%†	41
2 **BayBanks, Inc., Boston**	499	7,877	6.34	63
3 **Equitable Bancorp., Baltimore**	325	4,903	6.62	91
4 **Irving Bank Corp., New York**	1,644	24,187	6.70†	23
5 **Texas American Bankshares, Inc., Ft. Worth**	370	5,518	6.71	80
6 **First American Bankshares, Washington, D.C.**	495	7,268	6.81	67
7 **State Street Boston Corp.**	481	7,062	6.81	69
8 **Northern Trust Corp., Chicago**	567	8,079	6.88†	62
9 **Mellon Bank Corp., Pittsburgh**	2,366	33,165	6.93†	14
10 **MCorp., Dallas**	1,598	22,164	7.06†	25

Primary capital ratio is calculated by American Banker by dividing primary capital by assets, unless otherwise indicated. (†)— Primary capital ratio is calculated by dividing primary capital by assets plus the allowance for loan and lease losses (Fed ratio).

Top 100 Bank Holding Companies

In Order of Total Assets on June 30, 1987, Compared with June 30, 1986 (Dollar Amounts in Millions)

Compiled by American Banker Copyright 1987

Asset Rank 6/87		Total Assets		Rank 6/86	Gain In Rank	Total Deposits		Domestic Banks Controlled 6/30/87	Domestic Bank Branches 6/30/87	Primary Capital 6/30/87	Total Capital 6/30/87	Ratio of Prim. Cap.: Tot. Assets 6/30/87	Net Income First Half 1987
		6/30/87	6/30/86			6/30/87	6/30/86						
1	Citicorp, New York	194,400.0	183,388.0	1		117,200.0	109,408.0	7‡	347‡	14,700.0	22,900.0	7.37†	(2,321.0)
2	Chase Manhattan Corp., New York	98,860.1	90,610.4	3	+1	67,001.3	62,832.3	7	400	7,219.0	9,996.0	7.11†	(1,274.3)
3	BankAmerica Corp., San Francisco	96,923.0	117,314.0	2		78,805.0	94,344.0	2‡	1,053‡	7,500.0	8,800.0	7.51†	(1,070.0)
4	Chemical New York Corp.	78,410.0	56,899.8	6	+2	52,414.0	34,571.2	4	337	5,915.0	6,886.0	7.35†	(1,016.9)
5	J.P. Morgan & Co., Inc., New York	74,681.0	72,664.0	5		44.889.0	40,476.0	2	3	6,829.0	8,380.0	8.93†	(360.0)
6	Manufacturers Hanover Corp., New York	73,825.9	75,574.3	4		44,807.4	44,153.9	2‡	213‡	5,900.0	9,100.0	7.64†	(1,292.0)
7	Security Pacific Corp., Los Angeles	64,714.0	53,634.0	7		38,790.0	32,531.0	4	700‡	4,742.0	5,961.0	7.19†	(73.8)
8	Bankers Trust New York Corp.	54,700.0	52,400.0	8		28,800.0	27,500.0	2	6	4,100.0	5,000.0	7.37†	(429.7)
9	First Interstate Bancorp., Los Angeles	51,790.6	49,230.2	9		37,570.9	35,457.8	24	984	4,027.2	5,302.0	7.60†	(386.3)
10	Wells Fargo & Co., San Francisco	44,721.3	43,563.5	10		31,927.9	32,478.8	1	449	3,838.5	6,243.0	8.35†	(215.4)
11	First Chicago Corp.	41,664.8	39,369.9	11		30,534.9	27,315.9	10	0	3,454.5	4,029.7	8.03†	(633.3)
12	First RepublicBank Corp., Dallas	34,400.0	22,494.2	18	+6	27,000.0	16,468.7	105	17	2,759.0	3,620.0	7.77†	(302.8)
13	Continental Illinois Corp., Chicago	33,372.0	29,079.0	14	+1	17,809.0	16,426.0	6	0	2,532.0	2,990.0	7.37†	(433.8)
14	Mellon Bank Corp., Pittsburgh	33,164.7	36,178.7	12		23,080.7	21,588.3	7	361	2,366.2	2,869.9	6.93†	(626.1)
15	Bank of Boston Corp.	30,463.6	30,434.2	13		20,184.1	19,236.6	4	270	2,624.0	3,429.9	8.40†	(13.0)
16	First Bank System, Inc., Minneapolis	28,406.0	27,156.0	15		15,513.0	15,669.5	67	139	2,100.0	N.A.	7.20†	(47.2)
17	PNC Financial Corp, Pittsburgh	28,193.0	20,133.0	21	+4	17,389.7	12,753.0	15	350	2,231.4	2,570.8	7.91	98.5
18	Bank of New England Corp., Boston	27,051.3	18,249.9	29	+11	21,171.5	14,304.1	14	479	2,021.8	2,276.3	7.47	65.3
19★	SunTrust Banks, Inc., Atlanta	25,560.6	18,827.1	27	+8	21,131.8	15,564.2	51	630	1,886.8	2,173.3	7.38	141.0
20★	NCNB Corp., Charlotte, N.C.	24,624.0	23,876.8	17		17,710.0	16,571.2	6‡	589‡	1,862.0	2,185.0	7.56	108.4
21★	First Union Corp., Charlotte, N.C.	24,523.9★	19,369.3	24	+3	16,550.1	12,369.9	21	724	2,139.0	2,538.3	8.72	138.7
22	Marine Midland Banks, Inc., Buffalo, N.Y.	24,395.4	24,532.3	16		17,655.6	15,631.8	2	324	2,190.8	2,735.9	8.71†	(259.3)
23	Irving Bank Corp., New York	24,187.4	22,242.4	19		15,539.1	13,150.9	14‡	140‡	1,644.0	2,023.0	6.70†	(113.4)
24	NBD Bancorp., Inc., Detroit	22,564.8	18,580.2	28	+4	17,242.3	13,825.1	33	350	1,620.6	1,907.9	7.18	63.6
25	MCorp, Dallas	22,163.7	21,705.0	20		17,503.6	16,494.0	57	5	1,598.4	1,971.1	7.06†	(125.1)
26	Bank of New York Co., Inc.	22,156.6	19,684.1	23		16,967.8	13,872.5	2	189	1,808.6	1,959.0	8.16	12.4
27	Barnett Banks, Inc., Jacksonville, Fla.	20,680.8	16,192.5	33	+6	17,666.2	14,303.7	34	460	1,614.3	1,638.3	7.81	81.1
28	Republic New York Corp.	20,413.9	16,843.4	32	+4	13,830.1	10,399.8	2	42	1,501.2	2,295.8	7.27†	(31.4)
29	Norwest Corp., Minneapolis	20,295.9	19,779.8	22		13,022.4	13,370.0	70	212	1,908.9	3,089.0	9.18#	(127.1)
30	Citizens & Southern Corp., Atlanta	18,819.3	17,437.8	31	+1	14,325.0	12,711.5	3	464	1,445.7	1,721.2	7.68	61.4
31	First Wachovia Corp., Winston-Salem, N.C.	18,800.4	17,622.8	30		13,886.9	13,113.2	5	336	1,560.2	1,724.3	8.30	79.9
32	Banc One Corp., Columbus, Ohio	17,692.7	11,219.2	39	+7	13,670.7	9,128.1	37	470	1,588.0	1,708.5	8.98	18.7
33	Midlantic Corp., Edison, N.J. (a)	16,800.6	15,831.8p	34r	+1	13,270.8	12,499.0p	9	398	1,259.1	1,464.1	7.49	73.8
34	Sovran Financial Corp., Norfolk, Va.	16,443.1	14,234.8	35	+1	12,988.4	10,647.6	4	357	1,213.5	1,361.5	7.38	78.6
35	First Fidelity Bancorporation, Newark, N.J.	15,367.7	14,017.8	36	+1	11,324.0	10,856.4	5	317	1,195.4	1,302.2	7.78	24.5
36	MNC Financial, Inc., Baltimore (b)	14,966.6	8,564.7	54	+18	10,407.2	5,988.5	2	196	1,200.4	1,279.6	8.02	65.2
37	CoreStates Financial Corp., Philadelphia	14,714.1	12,061.1	38	+1	10,236.3	8,332.6	4	214	1,188.0	1,619.7	8.07	78.2
38	National City Corp., Cleveland	14,367.4	12,484.9	37		10,364.5	9,589.3	9	335	1,050.0	1,244.0	7.31	45.6
39	Hartford National Corp., Conn.	14,095.9	9,882.2	45	+6	9,917.8	7,893.1	8	250	1,079.2	1,278.2	7.66	55.8
40	Southeast Banking Corp., Miami	12,648.0	10,774.0	41	+1	9,274.0	8,367.7	5	185	1,037.2	1,128.7	8.20	19.1
41	First City Bancorporation of Texas, Inc., Houston	12,243.5	14,445.7	34		9,955.5	11,398.1	62	0	787.0	960.5	6.30#	(160.9)
42	Union Bancorp, Los Angeles	12,229.3	9,270.4	49	+7	8,921.1	6,168.0	2	73	1,032.3	1,200.4	8.44	18.2
43	Norstar Bancorp, Inc., Albany, N.Y.	12,137.7	10,283.5	43		9,870.7	8,318.0	7	398	1,043.3	1,159.0	8.60	53.4
44	Fidelcor, Inc., Philadelphia	11,692.4	8,876.3	53	+9	8,827.5	6,868.9	3	189‡	903.0	1,007.0	7.72	31.3
45	Fleet Financial Group, Inc., Providence, R.I.	11,333.3	10,009.0	44		6,666.8	6,031.0	4	155	1,106.7	1,400.1	9.77	57.8
46	Valley National Corp., Phoenix, Ariz.	11,030.5	10,380.6	42		9,507.5	8,485.6	4	296	821.6	1,030.0	7.30†	(42.7)
47	AmeriTrust Corp., Cleveland	10,567.5	8,445.7	56	+9	8,457.5	5,791.8	14	211	937.6	1,138.8	8.74#	(37.1)
48	Signet Banking Corp., Richmond	10,508.4	8,517.0	55	+7	7,203.6	5,669.7	3	237	758.6	883.0	7.11†	(18.0)
49	Shawmut Corp., Boston	10,417.7	8,982.2	51	+2	7,754.8	6,276.3	15	213	753.5	1,081.3	7.23	(8.6)
50	Harris Bankcorp, Inc., Chicago	9,979.5	9,789.3	46		7,356.3	7,170.9	9	0	798.8	828.0	8.00	37.8
51	Boatmen's Bancshares, Inc., St. Louis, Mo.	9,742.2	8,890.5	52	+1	7,035.7	6,958.5	36	151	709.5	852.1	7.28	40.1
52	Comerica, Inc., Detroit	9,701.0	9,285.2	48		8,089.7	8,011.7	19	184	830.8	875.7	8.56	22.2
53	Rainier Bancorporation, Seattle	9,589.6	8,322.8	59	+6	6,986.5	6,016.0	4	181	727.6	827.6	7.59	(1.1)
54	Crestar Financial Corp., Richmond (c)	9,490.4	8,418.3	57	+3	6,756.2	6,184.1	3	232	797.3	828.4	8.40	9.0
55	KeyCorp, Albany, N.Y.	9,280.2	7,496.7	62	+7	7,352.2	6,034.6	13	423‡	826.8	899.2	8.91	41.5
56	U.S. Bancorp., Portland, Ore.	9,032.5	8,411.4	58	+2	5,745.1	5,362.9	5	201	735.1	950.8	8.14	42.0
57	Society Corp., Cleveland	8,931.1	9,172.8	50		7,028.2	7,236.5	4	221	679.1	858.6	7.60	44.1
58	Allied Bancshares, Inc., Houston	8,863.5	9,784.9	47		7,342.0	7,629.4	52	0	639.6	707.3	7.22†	(136.7)
59	First of America Bank Corp., Kalamazoo, Mich.	8,402.5	5,461.9	76	+17	7,340.5	4,829.2	50	355	698.1	805.3	8.31	33.8
60	United Jersey Banks, Princeton, N.J.	8,215.4	5,556.0	75	+15	6,654.1	4,515.9	13	195	689.7	719.2	8.40	41.5
61	Michigan National Corp., Farmington Hills	8,098.3	7,609.5	61		6,628.6	6,605.0	7	227	608.5	612.7	7.51	33.3
62	Northern Trust Corp., Chicago	8,078.8	7,674.4	60		5,631.0	5,091.7	13	9	567.3	668.8	6.88†	(48.1)
63	BayBanks, Inc., Boston	7,876.6	6,821.6	66	+3	6,609.2	5,522.0	8	240	499.2	575.5	6.34	38.6
64	Manufacturers National Corp., Detroit	7,678.5	7,199.4	63		6,242.9	5,832.1	5	132	563.5	618.0	7.34	5.8
65	Huntington Bancshares, Inc., Columbus, Ohio	7,615.5	7,016.8	64		5,974.2	5,315.2	8	198	557.7	716.3	7.32	20.3
66	Florida National Banks of Florida, Inc., Jacksonville	7,353.0	6,344.7	69	+3	5,655.4	5,235.2	2	187	621.5	621.5	8.45	18.8
67	First American Bankshares, Washington, D.C.	7,267.8	6,276.7	71	+4	5,909.8	5,255.4	6	223	494.7	578.4	6.81	21.1
68	Dominion Bankshares Corp., Roanoke, Va.	7,267.4	5,309.2	78	+10	5,354.1	4,091.9	11	234	585.6	610.4	8.06	33.0
69	State Street Boston Corp., Boston	7,062.1	6,925.0	65		4,484.7	4,347.4	1	5	480.8	503.3	6.81	39.9
70	First Wisconsin Corp., Milwaukee	7,010.8	6,443.6	68		5,719.8	4,980.9	32	101	593.4	698.5	8.30†	(41.1)
71	Meridian Bancorp., Inc., Reading, Pa.	6,999.3	6,313.6	70		5,464.3	5,032.7	2	156	649.0	649.0	9.27	15.1
72	Mercantile Bancorporation, Inc., St. Louis, Mo.	6,618.0	6,451.6	67		5,272.9	4,949.4	33	103	579.2	670.4	8.21†	(25.9)
73	European American Bancorp, New York	6,582.2	6,222.4	72		4,594.0	4,549.5	1	86	492.8	779.9	7.49	13.0
74	AmSouth Bancorporation, Birmingham, Ala.	6,463.5	5,264.1	80	+6	4,922.6	3,878.8	4	178	611.5	613.7	9.46	36.9
75	Riggs National Corp., Washington, D.C.	6,150.2	5,454.9	77	+2	4,626.1	4,125.7	2	35	489.8	594.7	7.96	(1.6)
76	First American Corp., Nashville, Tenn.	6,059.7	4,957.4	85	+9	4,809.3	3,958.3	13	124	472.7	507.8	7.80	26.0
77	First Tennessee National Corp., Memphis	5,938.6	5,234.1	81	+4	4,389.3	3,883.2	2	129	452.6	510.8	7.62	16.3
78	United Banks of Colorado, Inc., Denver	5,764.7	4,692.4	90	+12	4,589.7	3,641.1	46	0	460.2	500.2	7.85#	(13.8)
79	Old Kent Financial Corp., Grands Rapids, Mich.	5,674.0	4,505.8	93	+14	4,654.8	3,906.9	25	188	454.9	517.2	8.02	29.4
80	Texas American Bankshares, Inc., Fort Worth	5,518.0	6,132.4	73		4,790.0	5,195.7	31	4	370.0	464.0	6.71	(6.0)
81	First Pennsylvania Corp., Philadelphia	5,514.8	5,665.9	74		3,885.7	3,870.2	2	70	436.3	501.4	7.70†	(79.2)
82	First Maryland Bancorp., Baltimore	5,392.5	4,768.1	88	+6	4,054.0	3,352.0	2	184	413.8	549.0	7.67	22.1
83	Marshall & Ilsley Corp., Milwaukee, Wis.	5,314.5	4,864.9	87	+4	4,062.0	3,617.5	30	61	460.9	537.2	8.67	25.8
84	SouthTrust Corp., Birmingham, Ala.	5,282.5	4,571.2	92	+8	4,085.0	3,626.5	29	161	488.2	534.7	9.24	28.9
85	Bancorp Hawaii, Inc., Honolulu	5,269.4	4,656.4	91	+6	4,459.2	3,998.8	1	60	381.2	397.6	7.23	25.5
86	Centerre Bancorp., St. Louis, Mo.	5,198.5	5,187.0	82		4,005.8	3,901.7	13	0	409.5	470.1	7.88	3.8
87	Indiana National Corp., Indianapolis	5,103.5	4,325.3	95	+8	3,772.6	3,177.9	6	91	401.8	451.9	7.87	8.1
88	First Security Corp., Salt Lake City, Utah	5,052.0	5,293.7	79		3,770.6	3,841.7	3	164	456.1	625.5	9.03	13.9
89	Commerce Bancshares, Inc., Kansas City, Mo.	5,050.9	4,991.4	83		4,273.7	4,166.9	23	107	386.3	437.6	7.65	19.4
90	South Carolina National Corp., Columbia	4,922.2	4,265.6	98	+8	3,311.5	3,136.3	1	161	371.6	421.4	7.55	25.8
91	Equitable Bancorporation, Baltimore	4,903.4	4,003.4	102	+11	3,283.1	3,011.3	3	129	324.5	374.5	6.62	17.1
92	First Kentucky National Corp., Louisville	4,781.8	4,496.2	94	+2	3,638.4	3,347.6	8	94	376.8	427.1	7.88	1.4
93	Trustcorp. Inc., Toledo, Ohio	4,653.8	3,093.9	123	+30	3,586.9	2,425.4	11	107	371.1	421.2	7.97	19.6
94	First Florida Banks, Inc., Tampa	4,586.6	4,307.9	97	+3	3,925.6	3,623.7	2	136	371.5	371.5	8.10	23.0
95	Central Bancorporation, Inc., Cincinnati	4,547.5	3,964.8	103	+8	3,470.7	3,005.9	7	123	328.7	346.8	7.23	27.6
96	Hibernia Corp., New Orleans, La.	4,542.5	3,051.1	125	+29	3,729.5	2,446.8	1	66	330.7	343.2	7.28	23.2
97	Premier Bancorp, Inc., Baton Rouge, La. (d)	4,503.1	4,763.1	89		3,787.4	3,976.1	8	100	385.2	437.4	8.55	2.6
98	First Jersey National Corp, Jersey City, N.J.	4,415.5	3,679.0	110	+12	3,713.7	3,129.6	5	114	347.4	376.9	7.87	20.7
99	First National Cincinnati Corp.	4,341.9	3,688.2	109	+10	3,508.9	2,837.1	14	125	366.6	381.6	8.44	22.3
100	Marine Corp., Milwaukee, Wis.	4,304.2	3,915.6	104	+4	3,466.1	3,178.8	22	79	356.0	391.9	8.27	9.7

Data are from an American Banker survey questionnaire and banks' midyear earnings releases. The 1986 data are as reported in 1986, unless otherwise noted. **Primary capital** is: equity capital plus the allowance for loan and lease losses plus mandatory convertible debt plus the minority interest in equity accounts of consolidated subsidiaries. **Total capital** is: primary capital plus secondary capital. **Secondary capital** is: limited life preferred stock plus subordinated notes and debentures (not included in primary capital); plus long-term debt of the parent company and its nonbank subsidiaries with an original maturity of seven years or more. **Primary capital ratio** is calculated by dividing primary capital on 6/30/87 by total assets on 6/30/87. **Note:** The American Banker ratio is not calculated in the same manner as the Federal Reserve Board ratio. The American Banker does not add the allowance for possible loan and lease losses to total assets, as the Fed does. In the past, the American Banker ratio was only 5-to-12 basis points higher than the Fed ratio. However, the sizable allowance for possible loan and lease losses taken by many of banks in the second quarter have caused the American Banker ratio to be as much as 20-to-25 basis points higher than the Fed ratio. Therefore, for banks reporting sizable losses for the first half of 1987, the Fed ratio is used. A "†" indicates a Fed ratio calculated by the firm; and a **"#" footnote** indicates a Fed ratio calculated by American Banker. **Net Income** is income after taxes, loan loss provisions and minority interest, but before preferred dividends and extraordinary items. Excludes income from discontinued operations. **(a)**— On 1/31/87, Midlantic Banks Inc., Edison, N.J., and Continental Bancorp., Inc., Philadelphia, merged to form a new company, Midlantic Corp. **(b)**— Formerly Maryland National Corp. Changed title 4/29/87. **(c)**— Formerly United Virginia Bankshares, Inc. Changed tiele 9/1/87. **(d)**— Formerly Louisiana Bancshares Inc. Changed title 4/87. **(p)**— Pro forma. **(r)**— Rank firm would have had, if merger had taken place on, or before, 6/30/86. **(‡)**— Data are for 12/31/86. **( )**— Indicates a loss. **N.A.**— Not available. **(★)**— Revised since publication on 7/28/87.

An American Banker Special Report

19 of Top 25 Bank Holding Companies Post Losses in First Half

➾ Continued from Page 2

holding company midyear report, which ranks the top 100 companies by total assets as of June 30. This year's update has been expanded to include a list of mergers completed by the top 100 companies since yearend 1986. (The tables begin on page 16.)

Mergers continued at a fast clip among the largest holding companies. Thus far this year, 37 of the top 100 have completed acquisitions of 59 other banking companies. In 1986, 38 of the top 100 firms acquired 67 other banking firms.

Although Citicorp remains the nation's largest commercial banking company, with assets of $194.4 billion at midyear, there have been some significant changes among the top 10.

Chase Manhattan has surpassed BankAmerica Corp. as the second largest company. Chase's assets totaled $98.9 billion on June 30, up 9.1% from $90.6 billion a year earlier, when it ranked third. BankAmerica Corp.'s assets dropped 17.4%, to $96.9 billion from $117.3 billion, moving it down a to third place.

Chemical New York Corp., which in May acquired the $19.2 billion-asset Texas Commerce Bancshares Inc., Houston, moved up two places to rank fourth, with $78.4 billion in assets on June 30.

J.P. Morgan & Co. remains in fifth place, with $74.7 billion in assets, but Manufacturers Hanover Corp. moved down two notches to sixth place, with assets of $73.8 billion, down 2.3% from a year ago.

Among the top 100 firms, the biggest jump in rank was posted by Trustcorp. Inc., Toledo, Ohio, which moved up 30 places to 93d, with assets of $4.65 billion on June 30, compared with $3.09 billion a year earlier. Mergers were the primary reason for the gain. From midyear 1986 to yearend 1986, assets rose 37% to $4.23 billion.

During that period, the company acquired three Indiana-based firms: Salem Financial Corp., Goshen; St. Joseph Bancorp., South Bend; and First Bancshares of Huntington Inc. Since yearend, it has acquired three other companies: Commercial Bancshares Corp., Adrian, Mich.; William Fall Appraisals, Perrysburg, Ohio; and Starke County Bancorp., Knox, Ind.

Other Survey Findings

- A regional breakdown of the top 100 companies in assets shows that 29 are in the Midwest, 25 in the Southeast, 23 in the mid-Atlantic states, nine in the West, and seven each in New England and the Southwest.
- A regional breakdown of the top 25 earners shows that eight are in the Southeast, six each in the mid-Atlantic states and New England, four in the Midwest, and one in the West.
- Bolstered by the sizable increases made to the allowance for credit losses by many of the top firms, primary capital for the top 100 firms rose 17.7% to $153.1 billion for the year ended June 30. Also, the primary capital-to-assets ratios for the top 100 firms rose by 63 basis points to 7.84%.

Primary capital is the sum of total shareholders' equity capital, mandatory convertible instruments, the allowance for possible loan and lease losses, and minority interest in equity accounts of consolidated subsidiaries.

- The top 100 firms had $1.95 trillion in assets on June 30, up 8.3% from $1.8 trillion a year earlier.
- The brisk acquisition activity of the top 100 firms is reflected in the data on domestic banks and domestic bank branches. The top 100 bank holding companies controlled 1,421 banks on June 30, up 4.3% from the year before. And the top 100 had 21,911 domestic bank branches at midyear, up 10.2% from 19,888. ■

Strategic Dates

Oct. 1, 1987

CREDIT CARD INTEREST: The interest rate ceiling for credit cards in Connecticut will drop automatically on this date unless the state's legislature votes to reset it. The ceiling currently is being held at 18%.

Dear Reader, How Are We Doing?

The *American Banker* wants to make sure our survey of bank holding companies meets your information needs. So would you spend a moment to give us some feedback? Please clip out this questionnaire and return to: William Zimmerman, Editor, American Banker, One State Street Plaza, New York, N.Y. 10004 (212) 943-5712.

(1.) How would you **change** the survey to make it more useful? What would you add?

(2.) What did you like **best** about the survey?

(3.) What did you like **least** about the survey?

(4.) How do you use the survey in your work?

Name (optional)

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Company

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Top 100 Bank Holding Companies by Region

Based on Total Assets on June 30, 1987 (in Millions of Dollars)

Compiled by American Banker Copyright 1987

NEW ENGLAND

Rank		Total Assets
15	Bank of Boston Corp.	30,463.6
18	Bank of New England Corp., Boston	27,051.3
39	Hartford National Corp., Conn.	14,095.9
45	Fleet Financial Group, Inc., Providence, R.I.	11,333.3
49	Shawmut Corp., Boston	10,417.7
63	BayBanks, Inc., Boston	7,876.6
69	State Street Boston Corp.	7,062.1

MID-ATLANTIC

Rank		Total Assets
1	Citicorp, New York	194,400.0
2	Chase Manhattan Corp., New York	98,860.1
4	Chemical New York Corp.	78,410.0
5	J.P. Morgan & Co., Inc., New York	74,681.0
6	Manufacturers Hanover Corp., New York	73,825.9
8	Bankers Trust New York Corp.	54,700.0
14	Mellon Bank Corp., Pittsburgh	33,164.7
17	PNC Financial Corp, Pittsburgh	28,193.0
22	Marine Midland Banks, Inc., Buffalo, N.Y.	24,395.4
23	Irving Bank Corp., New York	24,187.4
26	Bank of New York Co., Inc.	22,156.6
28	Republic New York Corp.	20,413.9
33	Midlantic Corp., Edison, N.J.	16,800.6
35	First Fidelity Bancorporation, Newark, N.J.	15,367.7
37	CoreStates Financial Corp., Philadelphia	14,714.1
43	Norstar Bancorp, Inc., Albany, N.Y.	12,137.7
44	Fidelcor, Inc., Philadelphia	11,692.4
55	KeyCorp, Albany, N.Y.	9,280.2
60	United Jersey Banks, Princeton, N.J.	8,215.4
71	Meridian Bancorp., Inc., Reading, Pa.	6,999.3
73	European American Bancorp, New York	6,582.2
81	First Pennsylvania Corp., Philadelphia	5,514.8
98	First Jersey National Corp, Jersey City, N.J.	4,415.5

SOUTHEAST

Rank		Total Assets
19	SunTrust Banks, Inc., Atlanta	25,560.6
20	NCNB Corp., Charlotte, N.C.	24,624.0
21	First Union Corp., Charlotte, N.C.	24,523.9
27	Barnett Banks of Florida, Inc., Jacksonville	20,680.8
30	Citizens & Southern Corp., Atlanta	18,819.3
31	First Wachovia Corp., Winston-Salem, N.C.	18,800.4
34	Sovran Financial Corp., Norfolk, Va.	16,443.1
36	MNC Financial, Inc., Baltimore	14,966.6
40	Southeast Banking Corp., Miami	12,648.0
48	Signet Banking Corp., Richmond	10,508.4
54	Crestar Financial Corp., Richmond	9,490.4
66	Florida National Banks of Florida, Jacksonville	7,353.0
67	First American Bankshares, Washington, D.C.	7,267.8
68	Dominion Bankshares Corp., Roanoke, Va.	7,267.4
74	AmSouth Bancorporation, Birmingham, Ala.	6,463.5
75	Riggs National Corp., Washington, D.C.	6,150.2
76	First American Corp., Nashville, Tenn.	6,059.7
77	First Tennessee National Corp., Memphis	5,938.6
82	First Maryland Bancorp., Baltimore	5,392.5
84	SouthTrust Corp., Birmingham, Ala.	5,282.5
90	South Carolina National Corp., Columbia	4,922.2
91	Equitable Bancorporation, Baltimore	4,903.4
94	First Florida Banks, Inc., Tampa	4,586.6
96	Hibernia Corp., New Orleans, La.	4,542.5
97	Premier Bancorp., Inc., Baton Rouge, La.	4,503.1

MIDWEST

Rank		Total Assets
11	First Chicago Corp.	41,664.8
13	Continental Illinois Corp., Chicago	33,372.0
16	First Bank System, Inc., Minneapolis	28,406.0
24	NBD Bancorp., Inc., Detroit	22,564.8
29	Norwest Corp., Minneapolis	20,295.9
32	Banc One Corp., Columbus, Ohio	17,692.7
38	National City Corp., Cleveland	14,367.4
47	AmeriTrust Corp., Cleveland	10,567.5
50	Harris Bankcorp, Inc., Chicago	9,979.5
51	Boatmen's Bancshares, Inc., St. Louis, Mo.	9,742.2
52	Comerica, Inc., Detroit	9,701.0
57	Society Corp., Cleveland	8,931.1
59	First of America Bank Corp., Kalamazoo, Mich.	8,402.5
61	Michigan National Corp., Farmington Hills	8,098.3
62	Northern Trust Corp., Chicago	8,078.8
64	Manufacturers National Corp., Detroit	7,678.5
65	Huntington Bancshares, Inc., Columbus, Ohio	7,615.5
70	First Wisconsin Corp., Milwaukee	7,010.8
72	Mercantile Bancorporation, Inc., St. Louis, Mo.	6,618.0
79	Old Kent Financial Corp., Grands Rapids, Mich.	5,674.0
83	Marshall & Ilsley Corp., Milwaukee, Wis.	5,314.5
86	Centerre Bancorp., St. Louis, Mo.	5,198.5
87	Indiana National Corp., Indianapolis	5,103.5
89	Commerce Bancshares, Inc., Kansas City, Mo.	5,050.9
92	First Kentucky National Corp., Louisville	4,781.8
93	Trustcorp. Inc., Toledo, Ohio	4,653.8
95	Central Bancorporation, Inc., Cincinnati	4,547.5
99	First National Cincinnati Corp.	4,341.9
100	Marine Corp., Milwaukee, Wis.	4,304.2

SOUTHWEST

Rank		Total Assets
12	First RepublicBank Corp., Dallas	34,400.0
25	MCorp, Dallas	22,163.7
41	First City Bancorporation of Texas, Inc., Houston	12,243.5
58	Allied Bancshares, Inc., Houston	8,863.5
78	United Banks of Colorado, Inc., Denver	5,764.7
80	Texas American Bankshares, Inc., Fort Worth	5,518.0
88	First Security Corp., Salt Lake City, Utah	5,052.0

WEST

Rank		Total Assets
3	BankAmerica Corp., San Francisco	96,923.0
7	Security Pacific Corp., Los Angeles	64,714.0
9	First Interstate Bancorp., Los Angeles	51,790.6
10	Wells Fargo & Co., San Francisco	44,721.3
42	Union Bancorp, Los Angeles	12,229.3
46	Valley National Corp., Phoenix, Ariz.	11,030.5
53	Rainier Bancorporation, Seattle	9,589.6
56	U.S. Bancorp., Portland, Ore.	9,032.5
85	Bancorp Hawaii, Inc., Honolulu	5,269.4

The American Banker groups bank holding companies into six geographical regions. The six regions are: the New England, the Mid-Atlantic, the Southeast, the Midwest, the Southwest and West. New England is comprised of: Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island, and Vermont. The Mid-Atlantic Region is comprised of: Delaware, New Jersey, New York, Pennsylvania, and Puerto Rico. The Southeast Region is comprised of: Alabama, Arkansas, the District of Columbia, Florida, Georgia, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia. The Midwest Region is comprised of: Iowa, Illinois, Indiana, Kansas, Kentucky, Michigan, Minnesota, Missouri, North Dakota, Nebraska, Ohio, South Dakota, and Wisconsin. The Southwest Region is comprised of: Colorado, New Mexico; Oklahoma, Texas, and Utah. The Western Region is comprised of: Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Washington, Wyoming.

Large Banks Not Controlled by U.S. Bank Holding Companies

Banks ranked among the top 100 in deposits at midyear, listed by assets on June 30, 1987 (dollar amounts in millions)

Name of Bank	Assets 6/30/87	Deposits 6/30/87	Net Income First Half 1987	Primary Capital 6/30/87	Name of Parent Company
National Westminster Bank USA, New York (a)	$11,263.6	$9,146.5	($185.6)	$774.3	National Westminster Bank PLC, London
Boston Safe Deposit & Trust Co. (b)	10,298.2	8,990.3	63.7	568.0	Shearson Lehman Brothers, New York (c)
Bank of Tokyo Trust Co., New York	6,026.1	4,978.2	13.8	392.6	Bank of Tokyo Ltd., Japan
California First Bank, San Francisco	6,000.3	5,262.7	18.1	402.4	Bank of Tokyo Ltd., Japan
Sanwa Bank California, San Francisco	5,169.6	3,931.3	9.6	378.5	Sanwa Bank Ltd., Osaka, Japan
Banco Popular de Puerto Rico, San Juan	5,031.8	4,296.3	18.0	316.7	None
Fuji Bank & Trust Co., New York	4,552.2	3,339.5	8.2	254.0	Fuji Bank, Ltd., Tokyo, Japan
Bank of California NA, San Francisco (d)	4,549.2	3,197.4	(16.6)	317.1	Mitsubishi Bank Ltd., Tokyo, Japan
Industrial Bank of Japan Trust Co., New York	3,995.7	3,121.5	8.6	239.5	Industrial Bank of Japan, Ltd., Tokyo
Israel Discount Bank of New York	3,820.7	3,489.2	N.A.	N.A.	Israel Discount Bank Ltd., Tel Aviv
Sumitomo Bank of California, San Francisco	3,413.5	3,143.2	9.5	199.2	Sumitomo Bank Ltd., Osaka, Japan

These banks do not appear on the listing of the Top 100 Bank Holding Companies in the U.S., because parent companies are not U.S. bank holding companies. (a)—Has a second-tier U.S. holding company, Natwest Holdings Inc., New York. Data for Natwest Holdings are not available to the public. (b)—The bank is a wholly-owned subsidiary of Boston Co., Inc. That company, in turn, is owned by Shearson Lehman Brothers. (c)—An American Express company. (d)—Has a second-tier U.S. holding company, Ban-Cal Tri-State, San Francisco. Data for Ban-Cal Tri-State are not available to the public. ( )— Indicates a loss. N.A.— Not available.

Acquisitions Completed by Top 100 Firms in 1987

Firms Listed Geographically (Dollar Amounts in Millions)

Compiled by American Banker Copyright 1987

Asset Rank 6/30/87	Name of Bank Holding Company	Type of Change(a)	Banks Merged or Acquired	Total Assets Of Merged Banks 12/31/86	Date Merger Completed
74	**AmSouth Bancorp., Birmingham, Ala.**	M	First Tuscaloosa Corp.	416	4/17
46	**Valley National Corp., Phoenix**	M	Valley Utah Bancorp.	855	5/18
7	**Security Pacific Corp.**	M	Orbanco Financial Services Corp., Portland, Ore.	1,000	April.
		M	Rainier Bancorp., Seattle	9,590†	8/20
42	**Union Bancorp, Los Angeles**	M	United Bancorp of Arizona	2,697	1/8
78	**United Banks of Colorado, Denver**	M	IntraWest Financial Corp., Denver	1,202	4/30
40	**Southeast Banking Corp., Miami**	M	Popular Bancshares of Miami	355•	3/31
30	**Citizens & Southern Corp., Atlanta**	M	Peoples Equity Shares, Inc., Carollton, Ga.	98	5/1
19	**SunTrust Banks, Inc., Atlanta**	M	Peoples Bancshares, Inc.,Lebanon, Tenn.	69#	3/31
		M	Loudon County Bancshares, Inc., Lenoir City, Tenn.	73#	6/1
11	**First Chicago Corp.**	M	National Bank of N. Evanston, Evanston Ill.	79	3/31[1]
		M	Elgin National Bank, Ill.[1]	41	3/31
		M	First National Bank, Schiller Park, Ill.[1]	66	3/31
		M	Merchants & Manufacturers State Bank, Melrose Park, Ill.[1]	50	3/31
		C	Benificial National Bank USA, Wilmington, Del.[2]	1,130[3]	7/3
92	**First Kentucky National Corp., Louisville**	M	Mutual Banc Corp., New Albany, Ind.	129	2/2
96	**Hibernia Corp., New Orleans**	M	Hub City Bank & Trust Co., Lafayette, La.	38	2/20
36	**MNC Financial, Inc., Baltimore[5]**	M,N	American Security Corp., Washington, D.C.	4,657	3/16
18	**Bank of New England Corp., Boston**	M	Conifer Group Inc., Worcester, Mass.	4,305	4/22
24	**NBD Bancorp., Inc., Detroit**	M	USAmeribancs, Inc., Bannockburn, Ill.	1,900#	2/28
59	**First of America Bank Corp., Kalamazoo, Mich.**	M	Lewiston State Bank, Mich	55	4/1
		M	Keystone Bancshares, Inc., Kankakee, Ill.	205	6/1
		M	WB Financial Corp., Wayne, Mich.	89	6/30
86	**Centerre Bancorp., St. Louis**	M	Goppert Bank & Trust Co., Kansas City	127	1/20
72	**Mercantile Bancorporation, Inc., St. Louis**	M	First Bancshares Corporation of Illinois, Alton	142•	2/17
33	**Midlantic Corp., Edison, N.J.[4]**	M,N	Midlantic Banks Inc., Edison, N.J.	11,874	1/31
		M,N	Continental Bancorp., Inc., Philadelphia	5,311	1/31
43	**Norstar Bancorp, Inc., Albany, N.Y.**	M	Peconic Bancshares Inc., Riverhead, N.Y.	51	3/17
		M	Syracuse Savings Bank, N.Y.[6]	1,181	5/13
26	**Bank of New York Co., Inc.**	M	Long Island Trust Co. NA, Garden City, N.Y.	1,841	2/2
4	**Chemical New York Corp.**	M	Texas Commerce Bancshares, Inc., Houston	$19,192	5/1
28	**Republic New York Corp.**	M	Williamsburgh Savings Bank, Brooklyn	2,331	4/30
21	**First Union Corp., Charlotte, N.C.**	M	Collier Bank, Naples, Fla.	37	2/2
		M	Edison Banks, Inc., Ft. Myers, Fla.	33★	2/2
		M	Roswell Bank, Ga.	143	4/1
		M	Commerce National Bank, Naples, Fla.	43	5/6
		M	First North Port Bancorp., North Port, Fla.	73	6/1
		M	City Commercial Bank, Sarasota	47	6/1
20	**NCNB Corp., Charlotte, N.C.**	M	CentraBank, Baltimore	244	7/7
31	**First Wachovia Corp., Winston-Salem, N.C.**	M	F.A. Bankshares, Inc., Monroe, Ga.	75	5/29
32	**Banc One Corp., Columbus, Ohio**	M	American Fletcher Corp., Indianapolis	4,321‡	1/26
93	**Trustcorp. Inc., Toledo, Ohio**	M	Commercial Bancshares Corp., Adrian, Mich.	172#	3/31
		M	William Fall Appraisals, Perrysburg, Ohio[8]	...	4/16
		M	Starke County Bancorp., Knox, Ind.	45	4/30
56	**U.S. Bancorp., Portland, Ore.**	M	Old National Bancorp., Spokane, Wash.	1,835	7/1
17	**PNC Financial Corp, Pittsburgh**	M	Citizens Fidelity Corp., Louisville, Ky.	4,747	2/28
90	**South Carolina National Corp., Columbia**	M	Bank of Fairfield, Winnsboro, S.C.	32	5/1
77	**First Tennessee National Corp., Memphis**	M	Lebanon Bank, Tenn.	130	6/30
76	**First American Corp., Nashville**	M	FPB Corp., Gallatin, Tenn.	64	4/1
12	**First RepublicBank Corp., Dallas**	M	InterFirst Corp., Dallas	17,986	6/6
58	**Allied Bancshares, Inc., Houston**	M	First National Bank, Waxahachie	45•	3/ 31
54	**Crestar Financial Corp., Richmond[7]**	M,N	Peoples Bank of Chesapeake, Va.	71•	1/21
68	**Dominion Bankshares Corp., Roanoke, Va.**	M	Nashville City Bank & Trust Co., Tenn.	649	1/87
		M	First National Bank, Sparta, Tenn.	94	3/87
		M	First National Bank, Dickson, Tenn.	48	3/87
		M	First National Bank, Pikeville, Tenn.	28	5/87
53	**Rainier Bancorporation, Seattle**	M	United Bank, SB, Tacoma	617	3/87
70	**First Wisconsin Corp., Milwaukee**	M	First National Bank, Glendale, Wis.	103	2/28
		M	DuPage Bank & Trust Co., Glen Ellyn, Ill	146	4/30
		M	Naper Financial Corp., Naperville, Ill.	198	4/30
		M	Bank of the North Shore, Northbrook, Ill.	43	6/30
		M	Shelard Bancshares, St. Louis Park, Minn.	168#	9/3

Banking firms are listed in geographic order, with their respective asset ranks shown in the left-hand column. Only acquisitions that were completed during 1987 are shown. **(a)**— Type of Changes: (M)—Merged the banking firm listed; (C)— Acquired credit card portfolio of the bank listed. (N)— Name of firm changed in 1987. **(1)**— Acquisition made by American National Corp., Chicago, a subsidiary of First Chicago Corp. **(2)**— Bank's title was changed to FCC National Bank after the merger. **(3)**— Amount shown is credit card loans outstanding on 12/31/86. **(4)**— New company formed by the merger of the two companies listed. **(5)**— Formerly Maryland National Corp. **(6)**— Changed charter to a commercial bank with new title—Norstar Bank of Central NY. **(7)**— Formerly United Virginia Bankshares, Inc. Changed title 9/1/87. **(8)**— A nonbank subsidiary. Name was changed to Seagate Appraisals. **(†)**— Data are for 6/30/87. **(‡)**— Data are for 6/30/86. **(•)**— Data are for 12/31/85. **(★)**— Data are for 12/31/84. **(#)**— Data are as of acquisition date. **Source of Data:** American Banker midyear questionnaire. The listing may be incomplete because some firms did not respond to the questionnaire. Also, some acquisitions may have been completed after the questionnaires were completed by respondents.

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Today

MARKETING TODAY

Innovations abounded at the 119-vendor exhibition at the Bank Marketing Association's convention in Phoenix. ____ 8

The First Women's Bank in New York is pledging to beat the interest rates on six-month certificates of deposit paid by any Philadelphia bank. 8

The ABA urged bank marketers to volunteer for its lobbying effort and displayed its computer program that prints out "personalized" letters for elected officials. ____ 9

Although MasterCard and Visa agreed a year ago to develop a single point-of-sale debit card system, unanimity may still be missing. ____ 10

INSIDE

The main objection by bankers to Brazil's new debt proposal centers on the issue of "burden-sharing," or how much new lending will be provided by government and multilateral creditors. ____ 2

A close look at the July default of Republic Health Corp. casts a shadow on participations in the secondary loan market. ____ 2

Manufacturers Hanover Trust Co. broke new ground recently by developing securities for a Reliance Group subsidiary backed solely by insurance premium loans. It appears, however, the bank may not find many more companies interested in the financing technique. ____ 2

The FDIC is seeking a buyer for Yankee Bank for Finance and Savings, a subsidiary of the financially troubled energy firm Yankee Cos., which is based in Cohasset, Mass. ____ 3

A record 136 banks failed in the first nine months of the year, bringing the total nearer to the 200 predicted by the FDIC for 1987. A listing of the banks that have failed or received FDIC assistance this year accompanies the article. ____ 6

In a bid to regain its position as profit leader among Japanese banks, the Sumitomo Bank Ltd. has launched a reorganization under new president Sotoo Tatsumi. ____ 7

William E. Simon, former secretary of the Treasury, expects his investor group to make more acquisitions soon. But another set of negotiations continues, with Ariadne Australia Ltd. of Melbourne, for the Simon group's interests. ____ 24

KEEPING CURRENT

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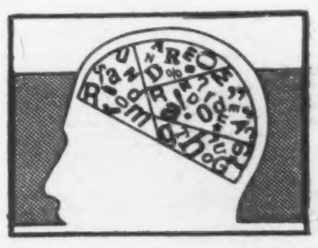
Quote

This was not the forum for his first major announcement, but even so there was no need for him to be so muted in his responses.

Karen Shaw, a former bank lobbyist who is now with the Institute for Strategy Development, on Alan Greenspan's reluctance to endorse certain banking powers. [Page 1]

Unquote

Random Thoughts



By SANFORD ROSE

The following consists of excerpts from a speech on asset-liability management given by the author at the joint examination and supervision staff conference of the Federal Home Loan Bank of New York.

Asset-liability management has been defined as the "controlled mismatching of maturities to maximize net interest earnings while taking reasonable business risk." Regal as this definition sounds, it is something less than useful. The focus on maturities is unfortunate. Interest rate risk does not arise from an imbalance in the maturity schedule of assets and liabilities. It comes from a cash flow gap.

Equal dollars in and out, and there is no rate risk. But if you get cash before you must disburse it, you are exposed to the threat of falling interest rates. Vice versa, you are exposed to the risk of rising rates.

Say that in the next few months, more of my liabilities than my assets will mature — or rather reprice, since it is the maturity of the yield not that of the instrument which counts. Am I necessarily liability sensitive? Perhaps not. Factoring in loan amortization and interest

Random Thoughts: Page 4 ➸

High Court Upholds Securities Powers For Units of Nonmember State Banks

By JED HOROWITZ

NEW YORK — The Supreme Court Monday let stand a ruling that permits federally insured, state-chartered nonmember banks to operate securities subsidiaries and evade the underwriting limitations of the Glass-Steagall Act.

The high court turned down an appeal by the Investment Company Institute and the Securities Industry Association, challenging a 1984 ruling by the Federal Deposit Insurance Corp. The FDIC ruling permitted affiliates of state-chartered banks to underwrite mutual funds and engage in many other activities prohibited by the Depression-era Glass-Steagall law.

Two lower courts had upheld the FDIC decision, and the Supreme Court refused to review their decisions.

On the face of it, Monday's ruling means that if state law authorizes a nonmember bank to engage in securities activities, there is no ban under the Glass-Steagall Act. But the Competitive Equality Banking Act of 1987 appears to dull the effect of the original FDIC rule.

"The immediate effect of the court action is nil in a bottom-line sense," said Michael Crotty, associate general counsel of the American Bankers Association, noting that the recent banking legislation bars state banks from exercising new securities powers until March 1, 1988. "But it is a very significant ruling in that it will enable quite a number of commercial banks to eventually become affiliated in some fashion with securities dealers."

Meanwhile, affiliates of state-chartered banks that existed before the moratorium began on March 5 can continue operating. Regulators said they had no estimate immediately available of how many FDIC-regulated banks have securities affiliates, though the numbers are not believed to be high.

Notable among them is Boston Safe

Court: Page 14 ➸

Greenspan Cool On New Powers Asked by Banks

Observers Surprised By Testimony to Panel

By ROBERT M. GARSSON
Washington Bureau

WASHINGTON -- Alan Greenspan had been expected to serve as a forceful advocate for new bank powers, but Monday the new Federal Reserve Board chairman told a House subcommittee he is not yet ready to endorse some of the activities bankers consider least controversial.

Testifying before the Energy and Commerce subcommittee on telecommunications and finance, Mr. Greenspan refused to say whether the underwriting of municipal revenue bonds is an appropriate activity for banks.

Moreover, Mr. Greenspan told the committee there is no evidence that the securities industry lacks competition. A key argument raised by the banking industry in support of new powers is that consumers, state and local governments, and businesses would benefit from increased competition among securities underwriters.

Mr. Greenspan said a number of times in his testimony that he generally favors expanded bank powers. But a number of banking committee staffers and others expressed surprise that he was not more forceful.

Several said they assume he is waiting for an opportunity to testify before the House and Senate banking committees to give full vent to his views.

However, the acknowledgment that the securities industry already enjoys strong competition "was startling," said Karen Shaw, a former bank lobbyist who now follows financial-services-industry legislation for the Institute for Strategy Development.

"This was not the forum for his first

Greenspan: Page 23 ➸

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RANDOM THOUGHTS

Continued from Page 1

cash flows could conceivably change the calculation, rendering me asset rather than liability sensitive.

Popular ideas about asset-liability management also frequently ignore intraperiod differences in the timing of repricings. It is sometimes said that as long as the summary volume of assets being repriced equals the summary volume of liabilities being repriced in a particular period, there is no interest rate risk.

But if, on average, assets are being repriced earlier in the designated period than are liabilities, the institution is exposed to sizable reductions in net interest income if rates decline, even though, by the end of the period, the cumulative volume of repriced assets corresponds perfectly to that of repriced liabilities. Otherwise put, the traditional concept of a zero cumulative gap is an absurdity.

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Good asset-liability management stresses the time value of cash. To what end? Is it to maximize net interest income, as was stated in the introductory quote? It is possible to maximize net interest income in the next couple of accounting periods while simultaneously laying the groundwork for the destruction of the institution.

Cast your mind back to the year 1978. Rates were rising, and the thrifts were long assets — liability sensitive. That is, they were liability sensitive from a composite balance-sheet viewpoint. Yet they were asset sensitive from a short-term income point of view because there was a lag in the repricing of liabilities with nonmarket-determined rates.

The rise in rates was eroding the market value of equity. Yet that same rise in rates increased net interest income because thrifts were able to invest amortizing principal and interest receipts at progressively higher yields. Thus the book value of equity rose at the same time as its market value was collapsing.

The very circumstance that was to plunge the industry into acute crisis temporarily created a roseate and entirely bogus aura of unprecedented prosperity. That prosperity abruptly terminated when nominally short liabilities became effectively short — that is, when the industry was forced to reprice liabilities at market-sensitive rates.

Presumably what the thrifts learned from this experience is the primacy of market over book values — that changes in market value foreshadow, are leading indicators of, changes in book value. So one must take steps to arrest the deterioration in market values despite any current buoyancy of book values. Yet one wonders how well this lesson has been learned.

Consider the current attitude toward risk-controlled mortgage arbitrages. Say that a thrift bought a current-coupon mortgage-backed security some months ago, funded it with a reverse repo, and hedged by lengthening the duration of the repo with rate swaps so that it more or less equaled the duration of the asset, provided that could be determined.

If rates had fallen sharply, prepayments would have accelerated. The extra cash being received would have had to be reinvested at quite unfavorable yields. Thus the market value of the arbitrage would have fallen because the duration of the assets had declined relative to that of the liabilities in a period of falling rates. And the spread would also have fallen because asset yields were dropping relative to fixed liability costs. Hence, the thrift would have had to scramble to rebalance in an effort to minimize the damage.

But when rates rise, as they have in the past six months, the effect on market values and book values is not symmetric. The rise in rates raises the discount rate on future cash flows, which should lower the duration of the asset. Simultaneously, however, prepayments slow, which raises that duration. In most instances, the prepayment effect swamps the discount-rate effect, lifting overall durations.

Since the duration of the asset is now greater than that of the liabilities in a period of rising rates, the market value of the arbitrage falls. But this decline in market values is not immediately reflected in reduced spreads and book values, as would be the case if rates had fallen sharply and prepaid cash had to be reinvested at disappointingly low yields. Assuming a complete prior hedge, the income effects begin showing up only when the swaps start to mature, raising liability costs.

Thus, focusing on book values and ignoring market values, the thrift appears to have the leisure to do nothing, which is what many are now doing. Damage control is expensive, so it is easier to sit with a position, praying that reversals in rates will save the day. That didn't happen in the post-1978 period, and it may not happen now.

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Good asset-liability management necessitates a dual focus — both on net interest income and market value. This is difficult because it means thinking about the institution as if, in reality, it were two institutions, with two optimal rate sensitivity postures. In brief, one should be liability sensitive in the under-one-year part of the thrift or bank and asset sensitive in the over-one-year institution.

As long as there is a liquidity premium in some markets, it pays to borrow shorter than one lends. One is in effect being paid to take some expectational risk.

But since the liquidity premium reaches an asymptote in the under-one-year part of the yield curve, there is no extra bang for the buck in mismatching between under-one-year liabilities and multiyear assets. One is taking on a lot more expectational risk without an incremental premium. The expected value of the longer-term mismatch may still be positive, but the variance of returns is likely to be unfavorably high.

Therefore thrifts and banks should be long assets, or liability sensitive, only in the under-one-year part of their institutions. This is accomplished by calculating the market value of the rate-sensitive assets, multiplying that value by one minus the duration of these assets and setting this product greater than the product of the market value of the rate-sensitive liabilities and one minus their duration.

Otherwise put, since there is a profit in controlled, moderate short-funding across a confined segment of the yield curve in selected asset-liability markets, we want the duration of the equity supporting the under-one-year institution to be equal to some positive number. A positive duration of equity — longer asset than liability durations — means that, if rates rise, the thrift receives a below-market rate of interest from its borrowers for a longer period of time than it is enabled to pay a below-market rate to its depositors and other creditors. So the thrift is tolerating a higher price sensitivity on the asset than on the liability side, and the risk of a decline in equity values should rates rise, in order to capture the liquidity-premium profit.

To offset this exposure, it must create a condition in the over-one-year institution in which a rate rise will depress liability values by more than asset values, or reduce the amount of interest the thrift owes its depositors and creditors by more than the amount of interest owed the thrift by its borrowers. This is accomplished by having a negative duration of equity in the over-one-year institution — that is, a longer duration for the liabilities than for the assets.

In order to immunize the thrift as a whole against rate changes — which is desirable since there is no consistent profit in long-term rate betting — the duration of its equity must be zero. That is, the value of assets times their duration must be set equal to the value of liabilities times their duration. If net worth is positive — if the value of assets exceeds that of the liabilities — then the duration of assets must be less than that of the liabilities. The overall immunizing condition for an institution is thus moderate asset sensitivity.

If a zero duration of equity presupposes asset sensitivity, a negative equity duration requires even more asset sensitivity. If the over-one-year institution is sufficiently short assets so that the negative duration of its equity and the positive duration of the equity in the under-one-year thrift sum to zero, the thrift is enabled to take advantage of the liquidity premium without being exposed to interest rate fluctuations.

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Whether this form of immunization is desirable is another question. Most thrifts don't feel they can make enough money unless they take substantial interest rate risk. That's because there isn't enough opportunity to profit from the management of credit risk in the traditional mortgage business. Lacking the broad menu of loan assets possessed by banks, the so-called "safe" thrifts — those that eschew the chancy, nontraditional real estate business — emphasize the big rate gamble and scorn the comparatively modest liquidity-premium profit, which isn't enough to pay their administrative expenses.

Thus there are limits to the role of asset-liability management. A knowledge of term structure theory and duration can prevent gambler's ruin, but its contribution to profits will not be impressive. Prosperity depends ultimately on diversifying into areas, especially the business credit area, where there is a substantial reward for the successful management of controllable risks. ■

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Bank Closures Keep Mounting At Record Pace

By BARBARA A. REHM
Washington Bureau

WASHINGTON — A record 136 banks failed in the first nine months of this year, putting the tally of closings well on its way to the 200 failures that the Federal Deposit Insurance Corp. has predicted for 1987.

Bank Failures

By comparison, 108 institutions closed in the first three quarters of 1986, which was a record at that time.

As the fourth quarter began, the toll continued to mount, with six additional closings as of last Friday. That brought the total for the year to 142. For all of last year, 138 banks closed.

In the first three quarters this year, 41 agriculture banks failed. That is eight fewer "ag" banks — those with more than 25% of their loans to farmers — than had failed during the same period last year. During 1986, a total of 59 agriculture banks closed.

In all of 1986, the FDIC gave open-bank assistance to seven banks. In the first nine months of this year, 16 banks were kept open with cash from the FDIC. Four more assistance deals, involving more than 65 banks, are pending final regulatory approval.

Clearly, the FDIC is turning more to helping a bank through tough times rather than closing it down. "Open-bank assistance has the advantage that local borrowers continue to conduct their business with an operating bank, which means community disruption is minimized," FDIC Chairman L. William Seidman said in the agency's 1986 annual report, released last month.

How Failures Were Handled

Of the 142 closings so far this year, the FDIC reports that nine banks' depositors were paid off. In 32 instances, the deposits were transferred to another bank, and in 101 cases, the banks' deposits were purchased and assumed by another bank. In all of 1986, 21 banks' depositors were paid off, 19 banks' deposits were transferred to other banks, and 98 banks' deposits were purchased and assumed.

The FDIC's "problem bank list," those banks in danger of failing, stands around 1,600, up from about 1,450 at the end of 1986. The number is now leveling off, according to Mr. Seidman.

Six more banks have closed since the third quarter ended.

Western Bank-Westheimer, Houston, closed Oct. 1, reopening on Monday as a branch of Charter National Bank-Houston. Insured deposits of $224 million were transferred to Charter National because the FDIC received no acceptable bids.

The two other Texas failures were also in Houston and both were taken over by Texas Commerce Bank, Houston. The two were: Western Bank-North Wilcrest, with deposits of $43.8 million, and Western Bank-Westwood, with deposits of $44.8 million.

Also closed Oct. 1 were: Clay County State Bank, Dilworth, Minn., whose deposits of $10.2 million were assumed by Northwestern State Bank, Ulen, Minn.; and Security State Bank, Oxford, Neb., whose deposits of $11 million were assumed by Union Bank and Trust Co., Lincoln, Neb.

The State Bank of Greenwald, Greenwald, Minn., closed Oct. 2, and its insured deposits of $18.4 million were transferred to Rural Bank of Greenwald, a newly chartered bank. ■

FDIC-Insured Banks that Failed or Were Rescued in 1987

Washington Bureau

WASHINGTON — The following is a list of U.S. banks insured by the Federal Deposit Insurance Corp. that, since Jan. 1, have failed or have received FDIC financial assistance because they were in danger of failing.

A bullet (•) denotes a collapsed agricultural bank, defined by the FDIC as having agricultural loans exceeding 25% of its total loans.

The number of insolvent banks that have been either liquidated or merged into other companies through Oct. 2 is 142. Sixteen others, listed here after the bank failures, received financial help from the FDIC to keep them from failing.

The total number of bank closings in 1986 was 138. Seven others received financial help from the FDIC to keep them from failing.

□

1. **Bowie National Bank**, Bowie, Tex. Closed Jan. 8. Deposits of $12.6 million assumed by Bowie State Bank, a newly chartered subsidiary of Montague Bancshares Inc., Weatherford, Tex.

2. **The Security National Bank & Trust Co. of Norman,** Norman, Okla., closed Jan. 8. Deposits of $174.4 million assumed by a newly chartered bank of the same name, owned in equal parts by First Commercial Corp., Little Rock, Ark., and Northwest Arkansas Bancshares Inc., Bentonville, Ark.

3. **American National Bank of Grand Junction,** Grand Junction, Colo., closed Jan. 8. All but $2,000 of the total of $7.1 million in deposits were within the federal deposit insurance limit. Insured deposits transferred to Intrawest Bank of Grand Junction.

• 4. **State Bank of Cuba,** Cuba, Ill., closed Jan. 9. Deposits of $17.6 million assumed by National Bank of Canton, Canton, Ill.

• 5. **Latimer Bank and Trust,** Latimer, Iowa, closed Jan. 15. Deposits of $21.9 million assumed by the First National Bank of Clarion, Clarion, Iowa.

• 6. **The First National Bank of Rush Springs,** Rush Springs, Okla., closed Jan. 15. Deposits of $12.5 million assumed by First National Bank of Maysville, Maysville, Okla.

7. **First Charter Bank,** Denver, closed Jan. 15. Deposits of $9 million assumed by Century Bank and Trust, Denver.

8. **The First National Bank of Skiatook**, Skiatook, Okla., closed Jan. 15. Deposits of $13.8 million assumed by American Exchange Bank, Collinsville, Okla.

• 9. **National Bank of Frederick,** Frederick, Okla., closed Jan. 22. Insured deposits transferred to First National Bank and Trust Company, Frederick. All but $260,000 out of total deposits of $23.3 million were within the federal insurance limit.

10. **The First National Bank of Marlborough,** Marlborough, Mass., closed Jan. 23. Insured deposits transferred to Worcester County Institution of Savings, Worcester, Mass. About $1.5 million out of total deposits of $47.2 million were within the federal insurance limit.

11. **First Sierra Bank,** Bishop, Calif., closed Jan. 23. Insured deposits transferred to Security Pacific National Bank, Los Angeles. All but $673,000 out of total deposits of $23 million were within the federal insurance limit.

• 12. **The Farmers National Bank of Remington,** Remington, Ind., closed Jan. 29. Deposits of $33.6 million assumed by Lafayette National Bank, Lafayette, Ind.

• 13. **First State Bank of Pattonsburg,** Pattonsburg, Mo., closed Jan. 29. Deposit payoff. Deposits totaled $5.5 million, all within the federal insurance limit.

14. **Peoples Bank and Trust Co.,** Holdenville,

Bank Failures: Page 20 ➵

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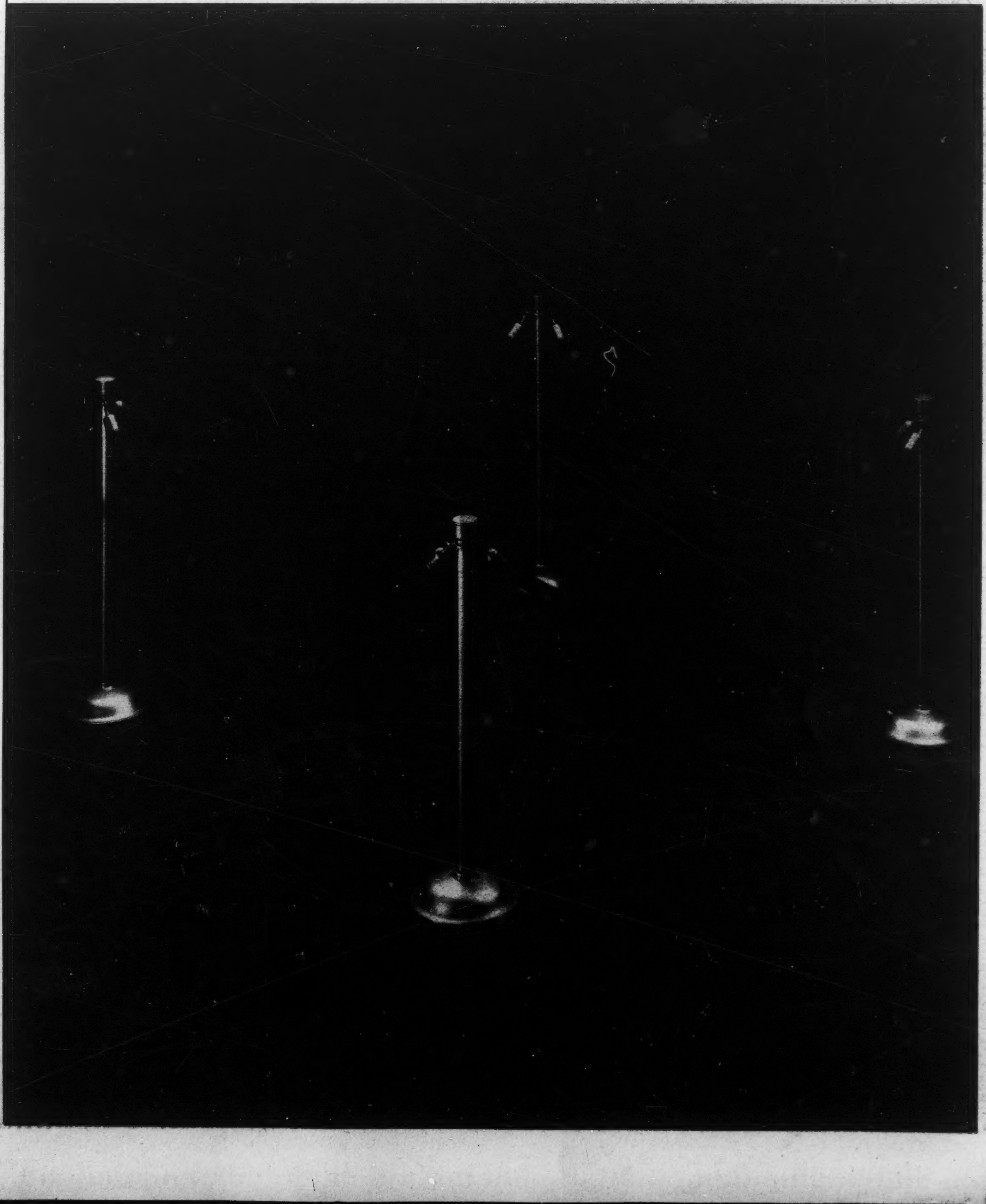

Bank Failures . . .

➼ Continued from Page 6

Okla., closed Jan. 29. Deposits of $19.3 million assumed by The Bank, McAlester, Okla.

• 15. **The La Pryor State Bank,** La Pryor, Tex., closed Jan. 29. Deposits of $5 million assumed by Zavala County Bank, Crystal City, Tex.

16. **Montgomery County Bank NA,** in The Woodlands, Tex., closed Jan. 29. Deposits of $44.3 million assumed by Texas Commerce Bank NA, Houston.

17. **Bear Creek National Bank,** Bear Creek, Tex., closed Jan 29. Deposits of $25.6 million assumed by Jersey Village Bank, Houston.

18. **Boulevard State Bank,** Wichita, Kan., closed Feb. 5. Deposits of $84.9 million assumed by Union Boulevard National Bank, Wichita, a newly chartered subsidiary of Union Bancshares Inc., Wichita.

• 19. **State Bank of Allison,** Allison, Iowa, closed Feb. 5. Deposits of $16.7 million assumed by Lincoln Savings Bank, Reinbeck, Iowa.

20. **Sunbelt National Bank,** Dallas, closed Feb. 5. Deposit payoff. All but $32,000 of total deposits of $11.1 million were within the federal insurance limit.

21. **Market National Bank**, Denver, closed Feb. 5. Insured deposits transferred to Women's Bank NA, Denver. All but $110,000 of total deposits of $8.9 million were within the federal insurance limit.

22. **Community Bank**, Seiling, Okla., closed Feb. 11. Deposits of $5.4 million assumed by First National Bank of Seiling.

23. **Federated National Bank,** Live Oak, Tex., closed Feb. 11. Deposit payoff. All but $127,000 of total deposits of $11.4 million were within the federal insurance limit.

24. **Security National Bank,** Midland, Tex., closed Feb. 12. Deposit payoff. All but $41,000 of total deposits of $7.7 million were within the federal insurance limit.

25. **First City Bank of Atoka,** Atoka, Okla., closed Feb. 13. Deposits of $12.4 million assumed by the Atoka State Bank, Atoka.

• 26. **First State Bank of King City, Missouri,** King City, Mo., closed Feb. 13. Deposits of $13.8 million assumed by Citizens Bank and Trust Co., Chillicothe, Mo.

27. **The County Bank, Manatee County,** Palmetto, Fla., closed Feb. 13. Deposits of $163.2 million assumed by NCNB National Bank of Florida, Tampa.

28. **First State Bank of Atmore,** Atmore, Ala., closed Feb. 19. Deposits of $11.4 million assumed by First National Bank of Atmore.

29. **Hub City Bank and Trust Co.,** Lafayette, La., closed Feb. 20. Deposits of $37.5 million assumed by the Hibernia National Bank, New Orleans.

30. **The First National Bank of Weslaco**, Weslaco, Tex., closed Feb. 20. Deposit payoff. All but about $366,000 of total deposits of $69.2 million were within the federal insurance limit.

31. **First National Bank of Crosby,** Crosby, Tex., closed Feb. 26. Deposits of $8.2 million assumed by a newly chartered national bank subsidiary of Central Bancshares of the South Inc., Birmingham, Ala. The new institution retained the name of the failed bank.

• 32. **Farmers State Bank,** Hart, Tex., closed Feb. 26. Deposits of $9 million assumed by Hale County State Bank, Plainview, Tex.

• 33. **The Lewistown Bank,** Lewistown, Ill., closed Feb. 27. Deposits of $14 million assumed by the National Bank of Canton, Canton, Ill.

• 34. **The First State Bank,** Rockford, Iowa, closed March 4. Deposits of $14.6 million assumed by First Security Bank and Trust Co., Charles City, Iowa.

35. **Liberty Bank**, Houston, closed March 5. Deposits of $50.5 million assumed by Central Bank of Houston.

36. **Sealy National Bank**, Sealy, Tex., closed March 5. Deposits of $7.8 million assumed by Austin County State Bank, Bellville, Tex.

• 37. **First National Bank in West Concord**, West Concord, Minn., closed March 5. Insured deposits of $8.8 million transferred to Farmers State Bank, West Concord.

38. **First National Bank of Sapulpa**, Sapulpa, Okla., closed March 5. Deposits of $7.5 million assumed by American National Bank and Trust Co., Sapulpa.

39. **Western Bank**, El Paso, closed March 12. Deposits of $39 million assumed by MBank El Paso NA, El Paso.

40. **Plaza National Bank,** Del Rio, Tex., closed March 12. Deposit payoff. All but about $38,000 of the total of $30.4 million were within the insurance limit.

41. **Expressway Bank,** Oklahoma City, closed March 12. Deposits of $17.6 million assumed by First Interstate Bank of Oklahoma NA, Oklahoma City.

• 42. **The First National Bank of Olney,** Olney, Tex., closed March 12. Deposits of $13.4 million assumed by First National Bank of Olney, a newly chartered subsidiary of Olney Bancshares Inc.

• 43. **Beaver Creek State Bank**, Beaver Creek, Minn., closed March 13. Deposits of $7.3 million transferred to Citizens State Bank of Silver Lake, Silver Lake, Minn.

44. **United Oklahoma Bank**, Oklahoma City, closed March 17. Deposits of $94.1 million assumed by United Bank of Oklahoma, a newly chartered subsidiary of United Bankshares Inc., Oklahoma City.

45. **Red River National Bank in Clarksville**,

Bank Failures: Page 21 ➼

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DEFAULT In A Security Agreement Made By B & W Sandwich Shop, Inc. to Joseph Restivo. I will sell Oct 7, 1987 at 9:30 AM [illegible] 301 W 13th St., New York, N.Y. Right/Title & Interest In & To Fixtures, Equipment, Inventory, etc. Subject to any and all prior liens & mortgages. Secured Party Reserves the right to bid. Frank E. Seipp, Auct'r Lic #732234 of F.E.S. AUCTIONS, INC.

Edward F. Fazio auctr Lic #798972 sells 9 AM on 10/14/87 3 Marcy Ln. Midltwn.'65 Chevy 194375S109118 Re: J. Doe, 10 AM at RD 10-Box 2A Mahopac '81 Renault VF1AA39AXB0103054 Re: R. Heilleset, '83 Renault 1AMDW9451DK102123 Re: E. Blum &/Or P.W. Beausejour, 10:30 AM at 6469 Bdway Bx '78 Ford E14BBBA8776 Re: K. M. Simpson, 11:00 AM at 61-19 Northern Blvd Qns '82 Mercury GAECPL72950 Re: G. Young, 11:30 AM at 34-14 Steinway St Qns '76 Fiat 131A30098699 Re: W. Iriarte, 12 PM at 77-12 Northern Blvd Qns '87 Toyota JT2ST65C1H7109245 Re: J. Williamson III, 12:30 PM at 133-38 41st Ave Qns '77 VW 1773429875 Re: Y. Chen, '82 Linc 1MRBP96F9CY621535 Re: Sunstar Int'l Ltd., 1 PM at 107-14 71st Rd Qns '84 Toyota JT2MX63E6E0053292, '86 Chevy 1G1FP87H6GN160485, '81 M/B WDBAB30AXBB233348 Re: Benz-Bentley Inc., '80 Linc 0Y82G630384Re: Prest A/S, 1:30 PM at 2779 Fulton St Bklyn '77 AL/RO AR116150001507 Re: J. Doe, 2 PM at 244 11th St Bklyn '80 Cady 6D476A9198909 Re: G. I. Hernandez, 3 PM at 311 3rd Ave Bklyn '76 Ford 6E84L213520 Re: N. Maldonato &/or M. Hernandez, 3:30 PM at 471 Baltic St Bklyn '80 Ford 0X94B152018 Re: V. &/or D. Reiniger, '85 Merc 1MEBP9234FH603039 Re: I. Anvar, 4 PM at 151 Flatbush Ave Bklyn '80 Merc 0H93D620285 Re: D. Rivera, 5 PM at 38-15 Greenpt. Ave Bklyn '85 BMW WBAAE6403F0704248 Re: N. Geolge &/or State Farm Ins. Published 9/29 & 10/6/87.

E. F. Fazio auctr lic #798972 sells 9 AM on 10/21/87 at 1828 Webster Ave, Bx., '84 Ford #2FABP19R5EB243231 Re: M. Smith, '71 Ford #V90KV1C13526 Re: A & J Used, '81 Olds #1G3AE6955BW233623 Re: J. N. E. Rosario; 9:30 AM at 2580 Boston Rd, Bx., '59 Porche #1M12090 Re: J. Doe; 10 AM at 1760 Park Ave, NYC., '79 Chevy #CGD1594165725 Re: G. L. Jones, '79 Plym #BA2AN9X111113 Re: S.M. Long, '70 Ford U15FKL27571 Re: J. Doe; 10:30 AM at 306 E. 106th St, NYC., '79 Plym #ML24A9D388523 Re: M. N. Ortiz, '74 M/B #1160312025093 Re: V.R. Piskacek; 11 AM at 61-15 32nd Ave, Qns., '76 MG #GHN5UG397589G Re: R. Garcia; 11:30 AM at 58-15 31st Ave, Qns., '79 Ford #9A69F111384 Re: L.S. Chang; 12 PM at 72-25 Qns Blvd, Qns., '72 Olds #3J57K2G135946 Re: J. Doe; 12:30 PM at 103-02 Rckwy Blvd, Qns., '82 Buick #1G4AB69RXCT1139084 Re: D .&/Or T. Taylor; 1:30 PM at 1617 Straight Path, Wyndnch., '87 Chrys #1C3BH48K5HN382060 Re: D. Cabrera; 2:30 PM at 1602 Neptune Ave, Bklyn., '83 Chevy #2G1AW19X0D1829842 Re: Y. Tkachman &/Or United Comm. Ins.; 3 PM at 2 Remsen St, Bklyn., '80 Chevy #1X685AT288060 Re: R. Dusauzay; 3:30 PM at 265 58th St, Bklyn.,' 77 Datsun #WPLF10028169 Re: G. Staton; 4 PM at 592 Pacific St, Bklyn., '80 Toyota #RA42364823 Re: H. J. Thompson; 5 PM at 609 11th Ave, NYC., '82 Dodge #JB7FK5476CY409618 Re: A. Jaffee. Published 10/6 and 10/13/87.

By order of the Dept. of Sanitation of the City of New York, Simon Rosenbach, Auct'r, DCA# 493384, sells Wed, Oct. 7, 1987, at 10 AM at D.S.Encumbrance Yard at 132 Madison St, NYC, household furnishings and personal effects.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, Oct. 13, 1987 10:00 AM 1210 Utica Ave Bklyn 1984 Buick 4 Dr Sdn 1G4AN69Y8EH971740 Re: H. RamBaran: 10:30 A.M. 1407 New York Ave Bklyn 1980 Lincoln 2 Dr Sdn 0Y82F670537 Re: Allstate Ins. Co.: 10:45 A.M. 1245 Rogers Ave Bklyn 1984 Ford 2 Dr Sdn 2FABP19R1EB224448 Re: Cuevas Enterprise: 11:15 A.M. 758 E. 98th St Bklyn 1975 White Tractor ERGCFN1843701 Re: Starlite Moving & Storage: 11:30 A.M. 785 E. 92nd St Bklyn 1980 Ford 4 Dr Sdn 0A61F124441 Re: R. Greenberg: 12:00 P.M. 28 Marginal St W. Bklyn 1976 Toyota 2 Dr Sdn RA24001350 Re: Jewish Heritage For The Blind: 12:30 P.M. 257 Marion St Bklyn 1968 Pontiac 2 Dr Sdn 223378U163204 Re: R. Herrera: 12:45 P.M. 41-43 Brooklyn Ave Bklyn 1983 Datsun 4 Dr Sdn JN1HU01S1DT063851 Re: Stuckers Auto Parts, Inc.: 1:15 P.M. 177 Monroe St Bklyn 1972 Plymouth 4 Dr Sdn RL41G2R149003 Re: J. Giessen: 1:30 P.M. 318 Flatbush Ave Bklyn 1975 AMC 2 Dr Sdn A6C667A103343 Re: M. Soto: 3:00 P.M. 2887 Coney Island Ave Bklyn 1980 Datsun 2 Dr Sdn KPS110017806 Re: M. Boyd: I. BELENSON & CO., INC.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, October 21, 1987 11:30 A.M. 590 Glenmore Ave Bklyn 1980 Ford Van E37GHHA2628 Re: C. Pieterson: 11:45 A.M. 250 Richmond St Bklyn 1983 Oldsmobile 2 Dr Sdn 1G3AR47A8DM540758 Re: T. Skesavage: 12:15 P.M. 131-02 Merrick Blvd. Queens 1975 Cadillac 2 Dr Sdn 6D47S5E510943 Re: J. Wider: 1:00 P.M. 41-61 Kissena Blvd. Queens 1979 Oldsmobile 4 Dr Sdn 3X69R9M239711 Re: T. So: 1:30 P.M. 43-05 111th St Queens 1981 Ford 2 Dr Truck 1FTJE38Z9BHA29527 Re: R. Sanjines: 2:30 P.M. 72-45 51st Ave Queens 1980 Cadillac 2 Dr Sdn 6D476A9199953 Re: S. Jung: 2:00 P.M. 86-22 Corona Ave Queens 1966 Ford 2 Dr Sdn 6Y87Z126504 Re: S. Cundiff: 3:00 P.M. 37-41 Vernon Blvd. Queens 1971 Chevrolet 2 Dr Sdn 124871N579820 Re: R. Boreland: I. Belenson & Co., Inc.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, Oct. 13, 1987 10:15 A.M. 2633 E. Tremont Ave Bronx 1977 Honda 2 Dr Sdn SJD2000627 Re: C. Kola: 10:45 A.M. 3074 Webster Ave Bronx 1981 Plymouth Subn 1P3BK59D7BF207779 Re: D. Bogdany: 11:15 A.M. 448 E. 167th St Bronx 1977 Cadillac 4 Dr Sdn 6D69S7E636023 Re: R. Holman: 11:45 A.M. 255 Jackson Ave Bronx 1979 Toyota 4 Dr Sdn KE30636178 Re: A. Guzman: 12:15 P.M. 265 Edgecombe Ave NYC 1978 Dodge 4 Dr Sdn ZL44A8D221402 Re: G.S. Vlamidis: 12:45 P.M. 225-229 St. Nicholas Ave NYC 1979 Honda 4 Dr Subn WBB5006383 Re: V.F. Valladorer, 1981 Harley Davidson Motorcycle 1HD1BEK16BY010441 Re: D. Carr: 1:30 P.M. 2021 3rd Ave NYC 1982 Chevrolet 4 Dr Sdn 2G1AN69N0C1173428 Re: J. Rodriguez: I. Belenson & Co., Inc.

B. SPERBER DCA LIC# 794803 &/OR S. SPERBER DCA LIC# 769437 Sell, October 21, 1987 10:30 A.M. 156-8 Leroy St NYC 1987 Dodge 4 Dr Sdn JB3BA36KXHU015885 Re: Fidelcor Services: 11:00 A.M. 471 W. 42nd St NYC 1982 Volkswagon 4 Dr Sdn 1VWFB0173CV022806 Re: J. Collamore, 1984 Buick 2 Dr Sdn 1G4AS27P6EK499987 Re: P. Snodgrass: 11:30 A.M. 706 11th Ave NYC 1984 Dodge 4 Dr Sdn 1B3BZ18C2ED220616 Re: C. Simmons: 12:15 P.M. 787 11th Ave NYC 1986 Cadillac 4 Dr Sdn 1G6JG69WXGJ519137 Re: H. Oh, 1976 Cadillac 4 Dr Sdn 6S69R6Q459432 Re: H. Rivera, 1987 Cadillac 4 Dr Sdn 1G6JG51WXHJ507075 Re: Albrm Realty Corp.: 1:00 P.M. 790 8th Ave NYC 1983 Cadillac 2 Dr Sdn 1G6AL5784DE614243 Re: E. Rivera: I. BELENSON & CO., INC.

C. LAUDISI & ASSOCS., INC., auctr's sell Oct. 21, 1987 at 9:30 AM at 71 Denton Ave., New Hyde Park, N.Y. 1980 BMW 7160062 Acct. K. Raymond &/or Raymond Auto Collision; at 11 AM at 33-29 103rd St., Qns, N.Y. 1977 Datsun #HLG810013957 Acct. C.A. Garcia; at 11:30 AM at 70-11 50th Ave., Qns., N.Y. 1977 Oldsmobile #3V69R7E166382 Acct. W.R. Holland, 1982 Datsun #JN1HB15S6CU020055 Acct. M. Serrano; at 12:30 PM at 37-20 20th Ave., Qns, N.Y. 1982 Chevrolet #1G1AS87H7CL210454 Acct. A. Azzaro; at 1 PM at 212-25 99th Ave., Qns, N.Y. 1986 Pontiac #1G2FS87H5GN219830 Acct. R. Marin, 1985 Ford #1FABP28MXFF184754 Acct. Ford Motor Credit Corp., &/or J.T. Rice, 1986 Mazda #JM1GC2218G1842760 Acct. W.J. Stevens. Published Oct. 6 & 13, 1987.

Foundation Notice

NOTICE

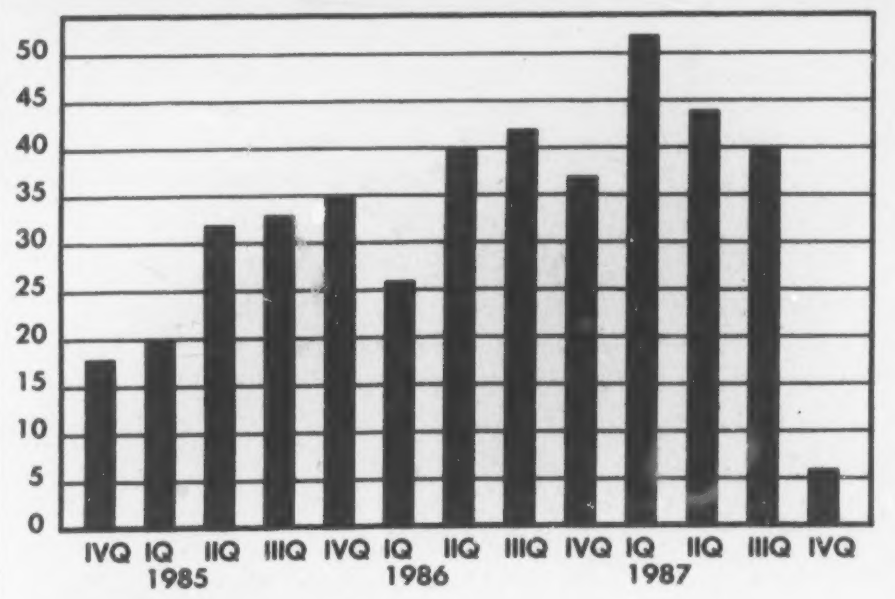
The annual return of **SUNNY VON BULOW COMA® and HEAD TRAUMA RESEARCH FOUNDATION, INC., (formerly SUNNY VON BULOW COMA RESEARCH FOUNDATION, INC.)** for the fiscal year ended December 31, 1986 is available at its principal office located at 11 Park Place, Suite 1601, New York, NY 10007, (212) 732-8767 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Annie-Laurie Auersperg.

NOTICE

The annual report of **THE BURTON SORENSEN TRUST** for the fiscal year ended March 31, 1987 is available at its principal office located at c/o Goldman Sachs, Tax Dept., 85 Broad Street, New York, NY 10004, (212) 902-6897 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Burton Sorensen.

FDIC-Insured Banks that Failed or Were Rescued in '87

Failures Pass Last Year's Record



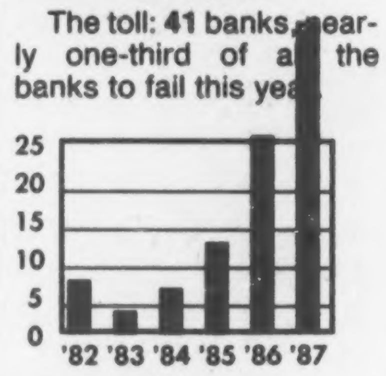
BANK FAILURES
Including assistance transactions

NATIONWIDE:

By Oct. 5, **142** banks insured by the FDIC had failed, and **16** others had required assistance to remain open. There were **138** failures in 1986.

***FOCUS:* Texas**

The toll: **41** banks, nearly one-third of all the banks to fail this year.



Source: Federal Deposit Insurance Corp.

➡ **Continued from Page 20**

Clarksville, Tex., closed March 19. Deposits of $22.5 million assumed by State Bank of DeKalb, DeKalb, Tex.

46. **Sweeney Bank,** Sweeney, Tex., closed March 19. Deposits of $17.6 million assumed by the First State Bank of Louise, Louise, Tex.

47. **Clarks Fork National Bank,** Fromberg, Mont., closed March 19. Deposits of $7.8 million assumed by Yellowstone Bank, Laurel, Mont.

• 48. **Morocco State Bank,** Morocco, Ind., closed March 20. Deposits of $14.1 million assumed by DeMotte State Bank, DeMotte, Ind.

49. **The Madill Bank and Trust Co.,** Madill, Okla., closed March 20. Deposits of $36.8 million assumed by First American National Bank, Tishomingo, Okla.

50. **New City Bank,** Orange, Calif., closed March 27. Deposits of $20.3 million assumed by Colonial Bank NA, a newly chartered national bank.

• 51. **The First State Bank of Billings,** Billings, Okla., closed March 26. Deposits of $9.4 million assumed by First National Bank and Trust Co., Perry, Oklahoma.

52. **Tallulah State Bank & Trust Co.,** Tallulah, La., closed March 27. Deposits of $30.2 million assumed by Bank of St. Joseph, St. Joseph, La.

• 53. **The First National Bank of Herington,** Herington, Kan., closed April 2. Deposits of $19.9 million assumed by the Bank of Herington, Herington.

54. **The Southwestern Bank NA,** Houston, closed April 9. Deposits of $14.3 million assumed by Omnibanc North Belt NA, Houston.

• 55. **First National Bank of Braman,** Braman, Okla., closed April 9. Deposits of $11.9 million assumed by Community Bank, Shidler, Okla.

56. **Commonwealth Bank,** Glendale, Colo., closed April 9. Deposits of $5.9 million assumed by Prudential Bank, Denver.

57. **Deer Lodge Bank and Trust Co.,** Deer Lodge, Mont., closed April 9. Deposits of $13.6 million assumed by Peoples Bank of Deer Lodge NA, Deer Lodge.

• 58. **The Citizens State Bank,** Brownstown, Ind., closed April 10. Insured deposits transferred to Monroe County Bank, Bloomington, Ind. All but $560,000 of total deposits of $28.1 million were within the federal insurance limit.

59. **Bank of Iron County,** Parowan, Utah., closed April 10. Deposits of $19.9 million assumed by Dixie State Bank, St. George, Utah.

60. **First Bank of Saginaw,** Saginaw, Tex., closed April 16. Deposits of $30 million assumed by Southwest Bank of Fort Worth.

• 61. **First State Bank of Forest City,** Forest City, Mo., closed April 16. Deposit payoff. Deposits totaled $6.6 million, all within the federal insurance limit.

62. **First Commercial Bank of Texas NA,** Houston, closed April 16. Deposits of $4.7 million assumed by Omnibanc North Belt NA, Houston.

63. **Bank of North Mississippi,** Oakland, Miss., closed April 22. Deposits of $13.7 million assumed by Bank of Mississippi, Tupelo, Miss.

64. **The Peoples Bank,** Collinsville, Ala., closed April 22. Deposits of $12 million assumed by Bank of Geraldine, Geraldine, Ala.

65. **North Central National Bank,** Austin, Tex. closed April 23. Deposits of $22.2 million assumed by Greater Texas Bank North, Austin, Tex.

• 66. **Osceola State Bank & Trust Co.,** Osceola, Iowa, closed April 23. Deposits of $8.4 million assumed by American State Bank, Osceola, a newly chartered subsidiary of Osceola Bancorp., Osceola, Iowa.

67. **Heritage Bank & Trust,** Salt Lake City, closed April 29. Deposits transferred to First Interstate Bank of Utah, Salt Lake City.

68. **UnitedBank-Houston,** Houston, closed April 30. Assets of $217.9 million. Deposits of $161.1 million in 13,400 accounts assumed by American Bank, Houston. Deposits also included about $3.1 million in 470 accounts that exceeded the federal insurance limit. The failed bank's five offices did not reopen. Customers can obtain funds at American Bank's office in Houston.

• 69. **Peoples State Bank,** Turkey, Tex., closed April 30. Assets of $6.0 million. Deposits of $5.9 million in 1,150 accounts assumed by Memphis State Bank, Memphis, Tex. Failed bank's one branch reopened May 1 as a branch of Memphis.

70. **American Bank of Commerce,** Denver, closed May 6. Assets of $25.3 million. Deposits of $22.2 million assumed by the Professional Bank of Colorado, Englewood, Colo.

71. **North American National Bank,** Littleton, Colo., closed May 7. Deposits of $8.9 million. One office closed, assets of $10.3 million transferred to FirstBank of Colorado NA, Littleton, Colo.

• 72. **First State Bank of Sisseton,** Sisseton, S.D., closed May 7. Assets of $21.2 million. Deposits of $19.7 million. Two branches reopened as branches of Farmers & Merchants Bank and Trust Co., Aberdeen, S.D.

• 73. **Moreauville State Bank,** Moreauville, La., closed May 8. Assets of $16.8 million. Deposits of $16.9 million. Two branches reopened as branches of Mansura State Bank, Mansura, La.

• 74. **Farmers State Bank,** Maddock, N.D., closed May 8. Assets of $11.8 million. Deposits totaled $11.6 million. Two branches reopened as branches of the Ramsey National Bank and Trust Co. of Devils Lake, Devils Lake, N.D.

• 75. **Marlin National Bank,** Marlin, Tex., closed May 14. Assets of $44.3 million. Deposits of $42.5 million assumed by Bank of Longview NA, Longview, Tex. One branch reopened next day as a branch of Bank of Longview.

• 76. **Todd County State Bank,** Long Prairie, Minn., closed May 14. Assets of $14.3 million. Deposits of $14.1 million in 4,600 accounts assumed by First National Bank of Long Prairie. Of two branches, one shut down. The other reopened May 15 as a branch of First National.

77. **United Bank,** Libby, Mont., closed May 14. Assets of $15.8 million. Deposits of $14.5 million in 4,900 accounts assumed by First National Bank in Libby, Libby. United's one office reopened May 15 as a branch of First National.

• 78. **First National Bank of Elbow Lake,** Elbow Lake, Minn., closed may 14. Assets of $17.5 million. Deposits of $16.2 million in 2,750 deposit accounts assumed by First National Bank of Fergus Falls, Fergus Falls, Minn. Elbow Lake's one office reopened May 15 as a branch of Fergus Falls.

79. **Bank of Oak Grove,** Oak Grove, La., closed May 21. Assets of $23.3 million. Deposits of $22.9 million in 4,800 deposit accounts assumed by West Carroll National Bank of Oak Grove. Failed bank's two offices reopened May 22 as branches of West Carroll.

80. **Lake Austin National Bank,** Austin, Tex., closed May 21. Assets of $42.5 million. Deposits of $37 million in 4,300 deposit accounts assumed by Greater Texas Bank Southwest NA, Austin. Failed bank's one branch reopened May 22 as a branch of Greater Texas.

81. **Texas Investment Bank NA,** Houston, closed May 21. Assets of $15.1 million, including about $54,000 in 17 accounts that exceeded FDIC insurance limit. Deposits of $13.4 million. Failed bank's one office will not reopen. This is an insured deposit transfer. Texas Investment customers will have access to their funds at River Oaks Bank, Houston, on May 22.

82. **Texas National Bank-Westheimer,** Houston, closed May 28. Assets of $27.5 million, deposits of $26.7 million in 1,200 accounts including $327,000 in 32 accounts that exceeded FDIC insurance limits. Failed bank's one office will not reopen. This is an insured deposit transfer to Texas Capital Bank-Westwood NA, Houston.

• 83. **First National Bank of Wilmont,** Wilmont, Minn., closed May 29. An insured transfer of $10 million of First National's $11.6 million of deposits was made to Farmers State Bank of Mountain Lake, Mountain Lake, Minn. First National reopened as a branch of Farmers State June 1.

84. **United Bank of Texas,** Austin, Tex., closed June 4. Insured deposits were transferred to MBank Austin NA, Austin. All but $1.7 million of the total deposits of $163.1 million were within the federal insurance limit.

85. **The First State Bank,** Frisco, Tex., closed June 4. Insured deposits of $39.3 million assumed by Promenade National Bank, Richardson, Tex.

86. **The Benton State Bank,** Benton, Kan., closed June 11. Transfer of $8.4 million in assets to First National Bank & Trust Co., El Dorado, Kan.

87. **First State Bank,** Milford, Tex., closed June 11. Assets of $6.4 million assumed by Ellis County State Bank, Milford. Ellis County is a newly chartered bank.

88. **Northwest Commercial Bank NA,** Houston, closed June 11. Jersey Village Bank, also of Houston, acquired $12.1 million in assets.

89. **Hamilton County State Bank,** Lockland, Ohio, closed June 12. The Provident Bank, Cincinnati, assumed $7.3 million of the failed bank's $8.7 million assets.

90. **Whittier Thrift and Loan,** Whittier, Calif., an industrial bank closed June 12. Assets of $14.8 million were transferred to Liberty Thrift and Loan, Orange, Calif.

91. **Eighty Niner Bank of Coyle,** Coyle, Okla., closed June 25. Deposits of $5.4 million were assumed by the Oklahoma State Bank of Mulhall.

92. **South Denver National Bank,** Glendale, Colo., closed June 25. Deposits of $47.7 million assumed by First National Bank of Southeast Denver, Denver.

93. **Liberty Bank & Trust Co.,** Greenwood, La., closed June 26. Deposits of $11.5 million assumed by Peoples State Bank, Many, La.

• 94. **Lanesboro State Bank,** Lanesboro, Minn., closed June 6. Deposits of $10.7 million assumed by the Goodhue County National Bank, Red Wing, Minn.

95. **First Midwest Bank,** Maryville, Mo., closed June 18. Deposits of $25.1 million assumed by the newly chartered First Bank of Maryville, a subsidiary of Citizens Bancshares Co., Clillicothe, Mo.

96. **Pelican State Bank,** Mansfield, La., closed June 24. Deposits of $6.8 million assumed by Peoples State Bank, Many, La.

97. **Bank of Brazoria,** Brazoria, Tex., closed July 2. Deposits of $24.2 million assumed by Moulton State Bank, Moulton, Tex.

98. **Citizens Bank,** Bryan, Tex., closed July 2. Deposits of $36.3 million assumed by United-Bank-College Station, College Station, Tex.

99. **Red Oak State Bank,** Red Oak, Tex., closed July 9. Deposits of $37.7 million assumed by ROSB Bancorp Inc., Red Oak.

100. **First Continental Bank of Rockrimmon N.A.,** Colorado Springs, Colo., closed July 9. Deposits of $5.7 million assumed by Valley Bank, Security, Colo.

101. **Farmers & Merchants Bank,** Eufaula, Okla., closed July 23. Deposits of $13.8 million assumed by Citizens National Bank & Trust of Muskogee, Muskogee, Okla.

102. **Bank of Los Gatos, N.A.,** Los Gatos, Calif., closed July 23. Deposits of $11.3 million assumed by Bank of the West, San Francisco.

103. **Bank of Granite,** Granite, Okla., closed July 30. Deposits of $12.7 million transferred to Farmers and Merchants Bank, Maysville, Okla.

• 104. **Farmers State Bank,** Kanawha, Ia., closed July 30. Deposits of $14.3 million assumed by The First National Bank of Clarion, Clarion, Ia.

105. **First National Bank of Yukon,** Yukon, Okla., closed July 30. Deposits of $38.5 million transferred to Bank of Oklahoma, Tulsa, Okla.

106. **Empire National Bank,** Los Angeles, Calif., closed July 30. Deposits of $7.6 million paid off by FDIC.

107. **The Security State Bank,** Davenport, Okla., closed Aug. 6. Deposits of $8.6 million assumed by First State Bank, Harrah, Okla.

108. **Security State Bank,** Roosevelt, Okla., closed Aug. 6. Deposits of $16.1 million assumed by First National Bank in Altus, Altus, Okla.

109. **Bayshore Bank of Florida,** Miami, closed Aug. 7. Deposits of $34.4 million transferred to Eagle National Bank of Miami.

110. **First National Bank of Luther,** Luther, Okla., closed Aug. 13. Deposits of $17.6 million assumed by First Wagoner Bank and Trust Co., Wagoner, Okla.

111. **First State Bank, Blanchard, Okla.,** closed Aug. 13. Deposits of $21.48 million transferred to First State Bank, Hinton, Okla.

112. **First National Bank of Navasota,** Navasota, Texas, closed Aug. 13. Deposits of $28.2 million assumed by First Bank, Navasota.

113. **McNulty Banking Co.,** St. Petersburg, Fla., closed Aug. 14. Deposits of $49.9 million assumed by Barnett Bank of Pinellas County, St. Petersburg.

• 114. **The First State Bank,** Willow, Okla., closed Aug. 20. Insured deposits of $5.498 million transferred to The Guarantee State Bank, Mangum, Okla.

115. **American Exchange Bank and Trust Co.,** Norman, Okla., closed Aug. 20. Deposits of $94.8 million assumed by the Bank of Oklahoma, Tulsa.

116. **American National Bank of Evanston,** Evanston, Wyo., closed Aug. 20. Insured deposits of $8.2 million transferred to Pioneer Bank of Evanston.

117. **People's State Bank of Mazeppa,** Mazeppa, Minn., closed Aug. 21. Insured deposits of $15.3 million transferred to First State Bank of Redwing, Redwing, Minn.

118. **Bank of North America,** Houston, closed Aug. 27. Insured deposits of $29.5 million transferred to Texas Commerce Bank, N.A., Houston.

119. **Citizens Bank of Glendale,** Denver, closed Aug. 27. Deposits of $3.1 million assumed by Prudential Bank, Denver.

120. **Rocky Mountain State Bank,** Salt Lake City, closed Aug. 28. Deposits of $16.3 million assumed by Citibank (Utah), Salt Lake City.

121. **First National Bank of Hammon,** Hammon, Okla., closed Sept. 3. Insured deposits of $5.5 million transferred to American National Bank, Elk City, Okla.

122. **First National Bank of Tipton,** Tipton, Okla., closed Sept. 3. Insured deposits of $7.1 million transferred to First National Bank in Altus, Altus, Okla.

123. **La Marque Bank,** La Marque, Texas, closed Sept. 10. Deposits of $6.1 million assumed by The First Bank of La Marque, La Marque, Texas.

124. **Waxahachie Bank and Trust Co.,** Waxahachie, Texas, closed Sept. 10. Deposits of $62.3 million assumed by Merchants State Bank, Dallas.

125. **Central National Bank of New York,** New York, N.Y., closed Sept. 11. Insured deposits of no more than $170 million were paid off by the Federal Deposit Insurance Corp.

• 126. **First State Bank of Rollingstone,** Rollingstone, Minn., closed Sept. 11. Deposits of $13.7 million assumed by Eastwood Bank St. Charles, St. Charles, Minn.

• 127. **The Talmage State Bank,** Talmage, Kan., closed Sept. 17. Deposits of $6.7 million assumed by The Abilene First National Bank, Abilene, Kan.

128. **Breaux Bridge Bank and Trust,** Breaux Bridge, La., closed Sept. 17. Deposits of $28.9 million assumed by MidSouth National Bank, Lafayette, La.

129. **Steeplechase National Bank,** Houston, closed Sept. 17. Deposits of $9.9 million assumed by Cypress National Bank, also in Houston.

130. **Mustang National Bank,** Mustang, Okla., closed Sept. 17. Deposits of $10.8 million assumed by The First National Bank of Moore, Moore, Okla.

131. **Stockmen's Bank and Trust Co.,** Gillette, Wyo., closed Sept. 18. Insured deposits of $96.4 million transferred to First Interstate Bank of Gillette.

132. **Mayfield State Bank,** Mayfield, Kan., closed Sept. 24. Deposits of $20.3 million assumed by the First National Bank of Harper, Harper, Kan.

133. **Murdock State Bank,** Murdock, Kan., closed Sept. 24. Deposits of $22.1 million assumed by Farmers State Bank of Norwich, Norwich.

134. **The Citizens Bank,** Drumright, Okla., closed Sept. 24. Deposits of $30.6 million assumed by the American National Bank of Bristow, Bristow, Okla.

135. **Commonwealth Bank,** Torrence, Calif., closed Sept. 25. Deposits of $78 million assumed by Capital Bank of California, Los Angeles.

136. **Valley State Bank,** Los Angeles, closed Sept. 28. Deposits of $76.5 million assumed by Capital Bank of California, Los Angeles.

• 137. **Security State Bank,** Oxford, Neb., closed Oct. 1. Deposits of $11 million assumed by Union Bank and Trust Co., Lincoln, Neb.

138. **Clay County State Bank,** Dilworth, Minn., closed Oct. 1. Deposits of $10.2 million assumed by Northwestern State Bank, Ulen, Minn.

139. **Western Bank-Westheimer,** Houston, closed Oct. 1. Insured deposits of $224 million transferred to Charter National Bank-Houston.

140. **Western Bank-North Wilcrest,** Houston, closed Oct. 1. Deposits of $43.8 million assumed by Texas Commerce Bank, Houston.

141. **Western Bank-Westwood,** Houston, closed Oct. 1. Deposits of $44.8 million assumed by Texas Commerce Bank, Houston.

• 142. **State Bank of Greenwald,** Greenwald, Minn., closed Oct. 2. Insured deposits of $18.4 million transferred to Rural Bank of Greenwald.

□

These banks, which have not failed, did require financial assistance from the FDIC in order to stay open.

1. **American National Bank,** Durant, Okla. The FDIC granted financial assistance Feb. 25 to prevent a failure of the $9.1 million-deposit bank. As a result of the transaction, American National Bank merged with First National Bank of Johnston County, Tishomingo, Okla. The combined bank was named First American Bank, Tishomingo, with the Durant office operated as a branch.

2. **Central Bank and Trust Co.,** Glenmora, La. The FDIC granted financial assistance Feb. 26 to prevent failure of the $28 million-deposit bank. The assistance facilitated the merger of Central Bank and Trust with Peoples Bank and Trust Co., Natchitoches, La.

3. **Syracuse Savings Bank,** Syracuse. The FDIC granted financial assistance May 13 to prevent a failure of the $1.1 billion-deposit bank. The assistance facilitated the merger of Syracuse Savings with Norstar Bancorp, Albany, N.Y.

4. **Security Bank of Rich Hill,** Rich Hill, Mo., received $225,000 in open-bank assistance from the FDIC on June 5. The FDIC also bought $542,000 of Security Bank's assets. The failed bank has $12.9 million in assets. Deposits total $12.7 million.

5. **BancTexas Group Inc.'s** 11 subsidiary banks received $150 million in FDIC assistance July 17.

• 6. **Valley Bank of Belgrade,** Belgrade, Mont., received FDIC assistance of $3 million July 31. Valley Bank was then acquired by Mountain Bank Systems Inc., Whitefish, Mont., which contributed $1 million toward Valley Bank's recapitalization. ■

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Wednesday, October 21, 1987

Today

THE AFTERMATH

New York City's big bank lenders, which had $16.7 billion outstanding to the securities industry in early October, made margin calls to customers as the collateral stocks they were holding plummeted in value. ______ 2

The mutual fund industry coped well with the crush of investors trying to cash out of the stock market. Now it must manage to make the payouts, often by drawing against bank credit lines. Goldman, Sachs & Co. made $1 billion of its capital available to mutual funds. ______ 2

Chemical Bank, Marine Midland, and First RepublicBank, which had raised their prime lending rates last week, lowered them after short-term interest rates dropped sharply. ______ 2

London stock prices gyrated wildly, with record losses posted Tuesday. The Financial Times/Stock Exchange index of 100 leading shares plummeted 250.7 points, bringing its cumulative losses since Thursday to 500.3 points or roughly 23%. ______ 2

Share prices of banks involved in mergers or acquisitions were hard hit by the recent plunge in equities. Many transactions in the works have trigger points calling for renegotiated prices, which likely means more dilution of earnings for the buyer. ______ 3

A product that should get a big boost from falling stock prices is the federally insured certificate of deposit with a return linked to the rise or fall of the S&P 500 index. ______ 36

The market tumult has created an opening for banks to position their federally insured products as a safe haven. ______ 36

Consumers increasingly ventured into gold certificates in the aftermath of the crash, said some bankers who deal in precious metals. ______ 36

KEEPING CURRENT

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Quote

It would have an impact on the banking system if it threw us into a recession, and I don't see that happening.

L. William Seidman, chairman of the FDIC. [Page 1]

Unquote

FEATURE
American Banker
SECTION

FOREIGN RETAIL UNITS: Despite the roadblocks to launching an international retail banking operation, many keep trying in the never-ending search for consumer deposits. See **Page 9.**

Financial Markets in Turmoil

After the Crash

The Challenge: Settling Those Stock Trades

By YVETTE D. KANTROW and DAVID O. TYSON

NEW YORK — Thanks to automation, clearing banks expect few problems in settling the massive waves of stock trades that will hit their back offices in a few days.

With the normal five-day settlement, last Friday's record New York Stock Exchange volume of 338 million shares will settle this Friday and Monday's 604 million shares next Monday. But the banking community appeared poised and ready.

Trading in the long-term bond markets — governments, corporates, municipals — has been moderate: Investors dumping stocks have switched mostly into the money market and interest bearing accounts at banks and thrifts.

SPC Securities Services Inc., New York, a subsidiary of Security Pacific Corp., Los Angeles, is responsible for 20% of the clearing of U.S. government obligations. Sal Ricca, managing director and chief operating officer, said volume has been more than normal the past few days. "But it's not really any more than our systems are used to," he said.

In fact, Mr. Ricca called the clearing of government securities "a voice of calm in all this craziness." And other large clearing banks echoed his confidence. Executives at Manufacturers Hanover Trust Co. and Irving Trust Co. reported their systems should have no problem handling heavy transaction

Clearing Banks: Page 26 ➝

Bid to Expand Bank Powers Likely to Suffer

By JAY ROSENSTEIN and BARBARA A. REHM
Washington Bureau

WASHINGTON — Commercial banking's attempt to get new securities powers was dealt a blow by the stock market crash, observers said Tuesday.

Congress is expected to be more skeptical about proposals to let banks expand into the securities business, they said.

"This is clearly a sobering event to be considered when members start debating the advisability of conferring securities powers on banks," said House Banking Committee Chairman Fernand J. St Germain in response to a question Tuesday.

Robert L. Clarke, the comptroller of the currency, said that "undoubtedly, there will be people" who interpret the crash as proof that banks should not be permitted to expand into broad-based underwriting and trading of stocks.

However, action on a bill to expand powers is moving forward.

Sen. William Proxmire, chairman of the Senate Banking Committee, is among those leading the push for expanded securities powers for the industry. He has been circulating a draft bill that would allow bank holding company subsidiaries to issue, underwrite, distribute, and deal in securities of any type.

Kenneth A. McLean, staff director of the Senate Banking Committee, said

Lawmakers: Page 39 ➝

Fed Chairman Quits Meeting To Rush Home

By ROBERT M. GARSSON

DALLAS — As the nation's stock markets struggled to recover from Monday's crash, financial industry regulators rushed home to Washington to begin the process of restoring the confidence of jittery investors.

Bankers at the annual American Bankers Association convention here were stunned Monday as the increasingly grim news filtered into the meeting halls. But those interviewed stressed that the economy is fundamentally strong and added that the safety net in place should ensure against a repeat of the panic sparked by the stock market crash of 1929 that ultimately crippled the banking system.

Alan Greenspan, facing his first test as chairman of the nation's central bank, abruptly canceled an appearance before bankers here and flew back to Washington. Federal Reserve Vice Chairman Manuel H. Johnson canceled a dinner speech in New York and Treasury Secretary James A. Baker 3d cut short a trip in Sweden as well.

The Federal Reserve acted Tuesday to provide liquidity to the financial system through its open market operations. Restrictions on trading of stock index futures and options instruments seemed to help the market recover from the panic selling that sent the Dow Jones industrial average down 508.32 points to 1738.42 Monday in its sharpest decline ever.

The market was also buoyed Tues-

Bankers: Page 38 ➝

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MARKETING MANAGEMENT

Commission Arrangements Are Worth Exploring

By JACK W. WHITTLE

EVERY BANKER admits deep down that expanded powers pose an opportunity to create new products. Some bankers welcome this challenge, while others would prefer not to be bothered with it. But when net interest margins shrink on your present product offerings, Marketing 101 teaches that you should bring on new products to sell to the same customers.

This is the same approach that the brokerage firms, insurance companies, real estate firms, and large retailers follow. For bankers, though, there is a catch: Most new products bankers are considering traditionally have been sold only through a commission-based system.

If it were not for the seller's vested interest, i.e., commissions, I think stock, insurance, and real estate sales probably would plummet. In these industries, the sales force expects a piece of the action, and they get it. The customer contact person — the one who closes a sale — reaps the best reward. On the other hand, back-office people at insurance companies, for example, never complain about not being commission based. The same is true among back-office employees of real estate and brokerage firms.

Mr. Whittle is the chairman of Whittle & Hanks Inc., a financial services consulting firm in Chicago.

Whittle Says:

When it comes to paying commissions, the situation is not all black or white. Every reward-based system can be tailored to the particular situation at hand.

Recognizing that employees fall into two separate categories — commission and noncommission — has caused many bankers a great degree of anguish. They are reluctant to begin commissions, as evidenced by often-heard remarks such as "I don't want a split in my bank," or "I'll do anything to avoid creating cliques," or "Our bank is a service business, and the people in the back office work just as hard as those out front to satisfy customers."

All of these statements are true. Yes, we are in the service business. Yes, we do have to include the back-office people when we recognize contributions. However, just because insurance agents earn commissions and computer programmers at the big insurance companies do not certainly does not mean that we bankers should throw up our hands in frustration and say: "I don't want to get involved in a commission-based program."

There are ways to be creative. When it comes to paying commissions, the situation is not all black or white. Every reward-based system can be tailored to the particular situation at hand.

Average Possible Rewards

Bankers frequently ask: "How much can I pay in commissions for new deposits?" or "What is the going commission rate for procuring an installment loan, home equity loan, or mortgage?" To assist our clients, we have directed considerable effort toward working up averages of what the possible rewards conceivably could be when it comes to sharing the profits on deposit accounts or loans with the seller.

This is not easy. First, you need to determine a profitability benchmark under various circumstances. For example, in the case of loans, you have to assume a certain average balance, maturity period, and closing cost.

Using the Fed's functional cost analysis, we meshed these variables with annual operating costs and net interest margin. For example, an installment loan with an average balance of $3,853, an average maturity of three years, and an opening cost of $84.51 results in $68.28 of annual operating cost. Further assume an investment earnings rate of 13.53% and an average interest expense of 7.54%. This gives us a net interest margin of 5.99%. Your loan yields a $403 average net contribution to profits over the life of the installment loan.

You could conceivably pass along to the one who makes the sale at least a $12 reward.

For each typical bank product, we have worked out a similar net contribution to profits. These estimates are rough, but they do get you in the ballpark. Moreover, this approach is not the absolute answer to what your commission should be.

As I have stated in earlier columns, our experience in counseling clients on commission programs suggests that by far the most reliable barometer of what a commission should be is what the employees who make the sale say. When these employees become part of the solution, they tend to support it wholeheartedly. Commission schedules that are imposed by management are not accepted as well.

Next, you must decide who really made the sale. Is it the person who did the interviewing? The greeter at the door? The bank employee who helped the customer initially and who suggested that he or she come back to apply for an installment loan? All played a part, but who had the most influence in prompting the sale? I say that the person who closed the deal deserves the biggest reward.

The Psychology of Selling

Now, you say: "What about the people in bookkeeping?" Well, there are several ways in which they can participate in your commission program. Before we consider the alternatives, however, let's look first at the psychology of selling.

Our experience has taught us that those who go on commission, perhaps base salary plus commission, part commission and incentive bonus, or some other arrangement, tend to work under great stress and pressure at all times. Not everyone is cut out for the work of selling. Although nonsales staff may say they are under the same kind of pressure, this is just not so. Sure, there is pressure to balance out. Sure, there is pressure to modify products to stay competitive. However, the constant stress of having to meet sales quotas day in and day out is a different environment compared with what most bank employees have experienced.

Back-office people need to realize that the pressure to sell is considerable. Then, if bookkeepers, for example, still want a chance to earn a commission, they should be given the chance. If they really believe they want to work under conditions that make the amount of their paychecks variable, let them do so.

Another way back-office staff can participate in commissions is by giving referrals for new business. Usually, the referral earns the employee so much money per product. Many banks pay a commission once the referral is given; they do not require that the transactions be consummated. Most big banks reward the referring employee only when the sale is closed.

Yet another way for back-office people to qualify for commissions, and perhaps the most sensible way of all, is to have them participate with the customer contact person. After studying major industries that have paid the commissions for long periods, we discovered that sharing is the norm within the service industry.

For instance, when you dine at a better restaurant, you are served by a maitre d', table waiter, bus boy, and wine steward. There is a formula for sharing tips. The same is true at bars. Most people on the same shift at a good bar pool the tips. The norm in New York is that 15% of the tip goes back to the support people, such as the dishwashers, who help make the whole thing work.

Our experience is that the pooled-commission concept works well in branches. A certain amount of the commission is for the person who closes the sale, and a certain percentage goes into a pool that is divided among all the people in that branch.

What about tellers? I believe tellers should not sell. It's a waste of their time. Instead, tellers should always render high-quality, efficient service. They can serve the selling function best by referring customers to the appropriate selling counselor in the trust,

Marketing: Page 35 ➸

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ECONOMIC PERSPECTIVE

Some Cautious Commentary On the Crash

By ROBERT J. SAMUELSON

HEY, THIS IS exciting. Maybe terrifying. Wall Street's panic has been dizzying. To the superstitious, ominous coincidences are obvious. The Great Crash of 1929 also occurred in October. What does Monday's stock collapse mean?

Sorry, you won't find instant wisdom here. The best we can do is to provide some perspective, from the vantage point of a column written after the closing bell on Monday.

Caution No. 1: Treat all commentaries on the market (including this one) skeptically. No one really knows what's happening, and almost everyone has ulterior motives.

Brokers and government officials who talked soothingly of a "correction" aimed — unsuccessfully — to avoid a panic. Beware also of those who moralize about the "crash." If the stock market boom symbolized the Reagan prosperity, than the collapse is supposed to show that the prosperity rested on selfishness and greed. For some, that would be a satisfying verdict. It may also be bad economics.

Caution No. 2: The stock market's bark is typically worse than its bite. Even the Crash of 1929 didn't "cause" the Great Depression. Although the market's collapse helped end the 1920s' boom, mistakes in government policy converted a business downturn into the Depression.

Samuelson Says:

In the end, the stock market mostly reflects what happens in the real economy; its influence on the economy is secondary.

The Federal Reserve permitted the banking system to disintegrate. Between 1929 and 1933, two-fifths of the nation's 25,000 banks went out of business. Consumer deposits were frozen; business loans contracted. By 1933, unemployment was 25%.

What triggered the 1987 panic is anyone's guess. There were bad trade figures last week; the United States and West Germany were quarreling over interest rates. In a sense, the cause doesn't matter. Panics are driven by fear.

For much of the year, market analysts were saying that stock prices were too high based on traditional measures — profits, interest rates, underlying corporate assets. Investors rationalized away unanswered questions. The market subsisted on faith, and once selling pressures developed there was no strong case for anyone to buy.

The market always bounces around. Only with hindsight do we know which of its bounces has broader economic significance. All that's possible now is to examine the current decline.

Economic Perspective: Page 6 ➸

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* Mr. Samuelson also writes a biweekly column for *Newsweek* magazine. His column for the *American Banker* appears every other Wednesday.

Top 100 U.S. Banks in Equity Capital

Based on June 30, 1987 Equity Capital, Compared with December 31, 1986 and December 31, 1985

Compiled by American Banker Copyright 1987

Rank 6/87		EQUITY CAPITAL						Total Assets 6/30/87	Equity Capital/Assets (%)			Deposit Rank 6/87
		Total 6/30/87	Total 12/31/86	% Chg.	Rank 12/86	Total 12/31/85	Rank 12/85		6/87	12/86	12/85	
1	Citibank NA, New York	6,856,000,000	8,009,000,000	-14.40	1	7,037,000,000	1	141,500,000,000	4.85%	5.22%	5.08%	1
2	Chase Manhattan Bank NA, New York	3,545,635,000	4,715,600,000	-24.81	2	4,454,725,000	2	82,726,417,000	4.29	5.75	5.66	3
3	Morgan Guaranty Trust Co., New York	3,311,054,000	3,932,980,000	-15.81	3	3,468,980,000	4	64,896,000,000	5.10	5.70	5.15	4
4	Bank of America NT&SA, San Francisco	2,620,000,000	3,592,000,000	-27.06	4	3,980,000,000	3	84,859,000,000	3.09	3.93	3.75	2
5	Bankers Trust Co., New York	2,171,660,000	2,668,169,000	-18.61	7	2,254,590,000	7	54,377,287,000	3.99	4.81	4.41	9
6	Security Pacific National Bank, Los Angeles	1,884,195,000	2,052,200,000	-8.19	10	1,872,714,000	9	47,062,439,000	4.00	4.32	4.18	7
7	Chemical Bank, New York.	1,814,000,000	2,893,000,000	-37.30	6	2,728,051,000	6	60,922,000,000	2.98	4.95	4.92	6
8	Wells Fargo Bank NA, San Francisco	1,693,247,000	2,104,266,000	-19.53	9	2,291,018,000‡	7‡	39,541,739,000	4.28	5.36	5.33‡	8
9	Manufacturers Hanover Trust Co., New York	1,661,000,000	2,912,000,000	-42.96	5	2,767,498,000	5	59,341,322,000	2.80	4.68	4.44	5
10	Continental Illinois National Bank & Trust Co., Chicago	1,645,371,000	2,114,016,000	-22.17	8	2,015,402,000	8	32,828,955,000	5.01	6.61	6.68	11
11	Republic National Bank, New York	1,502,659,000	1,580,814,000	-4.94	12	1,440,927,000	11	17,216,131,000	8.73	9.40	9.77	18
12	First National Bank, Boston	1,121,682,000	1,202,794,000	-6.74	13	1,062,616,000	14	21,538,230,000	5.21	4.78	5.26	16
13	Bank of New York	955,724,000	904,897,000	5.62	19	887,437,000	18	20,246,569,000	4.72	4.66	5.03	15
14	First National Bank, Chicago	907,466,000	1,620,087,000	-43.99	11	1,542,086,000	10	35,630,958,000	2.55	4.81	4.62	10
15	First Interstate Bank of California, Los Angeles	856,946,000	1,125,638,000	-23.87	14	1,064,726,000	13	21,051,799,000	4.07	4.97	5.17	12
16	Citibank (South Dakota) NA, Sioux Falls	855,044,000	713,239,000	19.88	23	735,766,000	23	10,290,580,000	8.31	7.11	8.81	176
17	NCNB National Bank of North Carolina, Charlotte	812,207,000	668,360,000	21.52	25	551,042,000	28	13,453,464,000	6.04	4.61	4.58	22
18	Irving Trust Co., New York	792,219,000	935,895,000	-15.35	18	866,415,000	19	21,388,498,000	3.70	4.44	4.64	17
19	National Bank of Detroit	767,973,000	791,971,000	-3.03	21	750,381,000	22	14,599,402,000	5.26	5.34	5.78	19
20	First Union National Bank, Charlotte, N.C.	761,030,000	823,346,000	-7.57	20	642,887,000	24	13,102,948,000	5.81	5.22	5.08	33
21	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	739,305,000	708,458,924	4.35	24	621,079,000	25	10,935,356,000	6.76	6.64	6.43	27
22	Mellon Bank NA, Pittsburgh	718,364,000	1,121,621,000	-35.95	15	1,059,531,000	15	23,975,038,000	3.00	4.73	4.17	14
23	Marine Midland Bank NA, Buffalo, N.Y.	698,649,000	996,918,000	-29.92	16	993,768,000	16	21,501,125,000	3.25	4.49	4.43	13
24	Citibank (Delaware), New Castle	630,816,589	958,643,000	-34.20	17	812,188,000	20	774,522,061	81.45	84.26	89.88	...
25	First RepublicBank Dallas NA	627,277,000	778,319,000	-19.41	22	769,744,000	21	20,025,802,000	3.13	5.45	4.87	21
26	Sovran Bank NA, Richmond	624,173,000	592,008,000	5.43	30	536,715,000	30	11,819,749,000	5.28	5.68	5.68	20
27	Citizens & Southern National Bank, Atlanta	620,698,000	597,733,000	3.84	29	537,021,000	29	10,340,870,000	6.00	5.67	5.76	30
28	Texas Commerce Bank NA, Houston	616,890,000	630,611,000	-2.18	26	600,247,000	26	10,984,317,000	5.62	5.48	5.16	39
29	Pittsburgh National Bank	605,269,000	627,080,000	-3.48	27	530,366,000	31	14,443,223,000	4.19	4.64	4.81	32
30	Union Bank, Los Angeles	568,240,000	555,443,000	2.30	35	511,224,000	34	9,181,580,000	6.19	5.83	5.66	31
31	Southeast Bank NA, Miami	549,918,000	581,443,000	-5.42	31	511,427,000	33	12,124,642,000	4.54	4.87	4.82	23
32	NCNB National Bank of Florida, Tampa	543,964,000	517,628,000	5.09	37	357,899,000	58	8,209,277,000	6.63	5.56	6.55	38
33	Boston Safe Deposit & Trust Co.	541,644,000	412,047,000	31.45	52	201,634,000	106	10,298,151,000	5.26	5.27	5.81	25
34	Harris Trust & Savings Bank, Chicago	540,834,000	514,813,000	5.05	38	463,900,000	38	8,196,772,000	6.60	6.09	6.08	47
35	AmeriTrust Co. NA, Cleveland	539,179,000	571,037,000	-5.58	33	530,152,000	32	8,345,588,000	6.46	6.68	7.00	37
36	Valley National Bank, Phoenix	523,063,000	571,405,000	-8.46	32	508,049,000	35	9,875,530,000	5.30	5.51	5.27	26
37	First Fidelity Bank NA, Newark, N.J.	522,033,000	511,945,000	1.97	39	457,153,000	39	10,119,891,000	5.16	5.42	5.56	36
38	Seattle-First National Bank	518,777,000	559,811,000	-7.33	34	507,272,000	36	9,933,300,000	5.22	5.53	5.11	29
39	United States National Bank of Oregon, Portland	518,123,000	489,415,000	5.87	41	440,748,000	41	8,019,322,000	6.46	5.78	5.97	52
40	Connecticut National Bank, Hartford	514,431,000	489,904,000	5.01	40	386,237,000	48	9,212,953,000	5.58	5.25	5.48	43
41	Philadelphia National Bank	502,327,000	477,459,000	5.21	42	425,529,000	43	8,937,317,000	5.62	5.48	5.21	41
42	Connecticut Bank & Trust Co. NA, Hartford	490,167,000	455,048,000	7.72	45	372,010,000	52	8,948,990,000	5.48	4.88	4.85	35
43	Michigan National Bank, Farmington Hills (b)	461,533,000	441,408,000	4.56	47‡	398,567,000	48‡	7,658,818,000	6.03	5.79‡	5.59‡	40
44	Meridian Bank, Reading, Pa.	459,374,000	422,081,000	8.84	50	236,515,000	87	6,649,690,000	6.91	6.55	6.29	55
45	United Virginia Bank, Richmond	458,746,000	437,657,000	4.82	47	383,984,000	49	8,261,842,000	5.55	5.31	5.56	45
46	Bank of New England NA, Boston	458,681,000	468,010,000	-1.99	43	296,265,000	70	10,590,325,000	4.33	4.93	4.79	28
47	Rainier National Bank, Seattle	447,943,000	459,314,000	-2.48	44	406,664,000	45	8,218,168,000	5.45	5.55	5.24	42
48	Florida National Bank, Jacksonville	441,645,000	423,935,000	4.18	49	401,462,000	47	7,275,974,000	6.07	6.25	5.97	50
49	AmSouth Bank NA, Birmingham, Ala.	440,563,000	417,352,000	5.56	51	378,287,000	51	5,923,686,000	7.44	7.06	7.23	63
50	National Westminster Bank USA, New York	435,436,000	621,044,000	-29.89	28	554,443,000	27	11,263,553,000	3.87	5.59	5.65	24
51	First Union National Bank of Florida, Jacksonville	433,978,000	329,727,000	31.62	70	213,883,000	97	7,778,427,000	5.58	4.79	4.80	54
52	First Interstate Bank of Arizona NA, Phoenix	433,171,000	430,578,000	0.60	48	381,931,000	50	6,407,094,000	6.76	6.61	6.24	51
53	State Street Bank & Trust Co., Boston	425,968,000	394,925,000	7.86	55	284,579,000	75	7,092,141,000	6.01	5.47	4.33	67
54	Maryland National Bank, Baltimore	411,585,000	394,839,000	4.24	56	357,753,000	59	8,239,068,000	5.00	4.90	5.29	44
55	First National Bank, Atlanta	402,150,000	379,044,000	6.10	60	317,748,000	62	7,236,360,000	5.56	5.13	4.28	58
56	Huntington National Bank, Columbus, Ohio	400,120,000	405,654,000	-1.36	53	368,001,000	54	6,712,666,000	5.96	5.91	5.98	53
57	First National Bank, Minneapolis, Minn.	396,479,000	519,304,000	-23.65	36	437,091,000	42	10,677,595,000	3.71	4.91	4.72	46
58	Manufacturers National Bank, Detroit	392,965,000	364,788,000	7.72	64	313,808,000	63	7,107,766,000	5.53	5.16	5.12	49
59	Fidelity Bank NA, Malvern, Pa.	392,534,000	400,003,000	-1.87	54	313,520,000	64	9,257,432,000	4.24	4.42	4.68	34
60	European American Bank, New York	381,436,000	365,738,000	4.29	62	410,951,000	44	6,536,246,000	5.84	5.47	6.21	61
61	Comerica Bank-Detroit	379,287,000	384,380,000	-1.32	59	369,326,000	53	7,196,076,000	5.27	5.14	5.04	48
62	Trust Company Bank, Atlanta	373,521,000	348,929,000	7.05	67	287,896,000	73	5,312,963,000	7.03	6.07	4.81	91
63	Fleet National Bank, Providence, R.I.	370,649,000	362,577,000	2.23	65	309,600,000	66	6,684,804,000	5.54	5.35	5.42	62
64	First Alabama Bank, Montgomery	370,325,000	338,342,000	9.45	69	220,275,000	93	4,049,575,000	9.14	8.33	9.16	90
65	First Interstate Bank of Oregon NA, Portland	367,279,000	392,485,000	-6.42	57	366,047,000	55	5,443,498,000	6.75	6.74	6.32	64
66	Chase Manhattan Bank (USA) NA, Wilmington, Del.	366,339,000	310,292,000	18.06	81	191,273,000	114	5,072,018,000	7.22	6.15	4.23	246
67	National City Bank, Cleveland	366,149,000	365,197,000	0.26	63	318,290,000	61	6,642,390,000	5.51	5.63	5.76	74
68	Citibank (New York State), Perinton	358,235,000	451,264,000	-20.62	46	402,212,000	46	4,960,558,000	7.22	8.42	9.01	85
69	Citibank (Nevada) NA, Las Vegas	357,410,000	325,673,000	9.75	74	273,743,000	77†	2,399,914,000	14.89	12.36	16.41	460
70	Provident National Bank, Philadelphia	356,282,000	328,712,000	8.39	71	285,891,000	74	5,996,669,000	5.94	5.58	5.73	69
71	Greenwood Trust Co., New Castle, Del.	341,778,000	235,815,000	44.93	105	31,284,000	...	2,286,489,000	14.95	17.51	42.36	172
72	Bank of Tokyo Trust Co., New York	341,629,000	327,800,000	4.22	72	297,447,000	69	6,026,065,000	5.67	5.58	5.53	59
73	Society National Bank, Cleveland	337,166,000	307,404,000	9.68	84	162,528,000	131	5,231,009,000	6.45	6.14	6.27	73
74	BancOhio National Bank, Columbus	336,109,000	343,237,000	-2.08	68	291,332,000	71	4,792,647,000	7.01	7.31	6.77	86
75	Sanwa Bank California, San Francisco	334,920,000	327,418,000	2.29	73	89,984,001	239	5,169,631,000	6.48	6.46	5.85	77
76	California First Bank, San Francisco	328,196,000	311,150,000	5.48	80	282,413,000	76	6,000,282,000	5.47	5.24	5.18	57
77	Shawmut Bank NA, Boston	327,042,000	312,338,000	4.71	78	233,103,000	88	5,714,405,000	5.72	5.30	5.44	80
78	First Florida Bank NA, Tampa	323,880,000	307,509,000	5.32	83	267,511,000	78	4,621,057,000	7.01	6.27	6.59	76
79	Citizens & Southern Nat'l Bank of Fla., Ft. Lauderdale (c)	323,439,274	283,683,000	14.01	90‡	249,465,000‡	84‡	4,686,988,978	6.90	5.70‡	5.81‡	75
80	Northern Trust Co., Chicago	320,887,000	384,997,000	-16.65	58	362,925,000	56	6,648,349,000	4.83	4.94	5.40	68
81	Chase Lincoln First Bank NA, Rochester, N.Y.	320,595,000	315,093,000	1.75	77	299,770,000	68	5,061,361,000	6.33	6.58	7.38	93
82	First Tennessee Bank NA, Memphis	320,233,000	319,618,000	0.19	76	312,968,000	65	5,798,873,000	5.52	5.77	5.98	71
83	South Carolina National Bank, Columbia	305,789,000	283,960,000	7.69	88	253,421,000	82	4,796,919,000	6.37	6.15	6.11	94
84	IBJ Schroder Bank & Trust Co., New York	304,678,000	372,103,000	-18.12	61	128,482,000	171	3,146,488,000	9.68	7.18	6.31	204
85	First National Bank, St. Paul, Minn.	302,665,000	311,364,000	-2.79	79	260,092,000	80	6,106,035,000	4.96	5.06	4.76	102
86	Morgan Bank (Delaware), Wilmington	291,423,000	280,633,000	3.84	90	259,102,000	81	2,628,019,000	11.09	9.90	8.58	266
87	Bank of Hawaii, Honolulu	290,832,000	274,231,000	6.04	93	242,258,000	86	5,104,736,000	5.70	5.62	5.64	66
88	Norwest Bank Minneapolis NA	290,798,000	304,287,000	-5.27	85	288,991,000	72	6,734,295,000	4.32	4.20	4.55	81
89	Banco Popular de Puerto Rico, San Juan	288,265,000	283,042,000	1.85	89	221,273,533	92	5,031,777,459	5.73	6.25	5.35	70
90	Arizona Bank, Phoenix	285,246,000	243,236,000	17.27	101	222,068,000	91	4,683,760,000	6.09	5.42	5.64	79
91	Midlantic National Bank, Newark, N.J.	284,084,000	276,144,000	2.88	92	196,558,000	111	4,745,679,000	5.99	5.67	5.68	88
92	American Security Bank NA, Washington, D.C.	282,264,000	267,085,000	5.68	94	233,036,000	89	4,672,138,000	6.04	5.75	5.67	84
93	Mercantile Bank NA, St. Louis	280,999,000	320,674,000	-12.37	75	20,173,000	...	4,357,638,000	6.45	7.35	7.40	97
94	Signet Bank/Virginia, Richmond	280,810,000	294,289,000	-4.58	86	248,027,000	84	6,811,619,000	4.12	4.93	4.86	60
95	Boatmen's National Bank, St. Louis	270,433,000	262,989,000	2.83	97	181,238,000	122	4,102,042,000	6.59	6.47	5.87	108
96	First Pennsylvania Bank NA, Philadelphia	266,242,000	359,985,000	-26.04	66	344,193,000	60	5,524,027,000	4.82	6.10	6.05	78
97	Whitney National Bank, New Orleans, La.	262,065,000	212,860,000	23.12	116	215,518,000	96	2,608,936,000	10.04	8.30	9.88	145
98	Hibernia National Bank, New Orleans, La.	258,919,000	148,539,000	74.31	...	119,190,000	...	4,487,195,000	5.77	5.28	5.21	83
99	Riggs National Bank, Washington, D.C.	255,541,000	265,634,000	-3.80	96	247,349,000	85	5,842,936,000	4.37	4.48	4.56	65
100	First National Bank of Maryland, Baltimore	254,548,000	243,696,000	4.45	100	213,224,000	98	4,714,611,000	5.40	4.99	5.08	82
	TOTALS FOR THE TOP 100★	**$69.64 Bil.**	**$79.21 Bil.**	**-12.08**		**$71.98 Bil.**		**$1,447.6 Bil.**	**4.81%**	**5.41%**	**5.23%**	

Equity capital is the sum of perpetual preferred stock, common stock, surplus, and undivided profits and capital reserves. In addition, for large banks, equity capital includes the cumulative foreign currency translation adjustments. **(a)**— Merged with Crocker National Bank, San Francisco, in May, 1986, under Crocker's charter. **(b)**— Formerly Michigan National Bank-Farmington. Changed title in March 1987 after merging 15 of its parent's bank affiliates. **(c)**— Formerly Citizens & Southern National Bank of Fort Lauderdale. Changed title in January 1987 after merging 14 of its parent's bank affiliates. **(‡)**— Restated for mergers. **(†)**— Rank bank would have had if figures had been availbale. **(★)**— The 12/31/86 and 12/31/85 totals are for the top 100 banks that year.

An American Banker Special Report

Equity Capital at Top 100 Banks Dropped Sharply at Midyear

By KENNETH J. HICKS

NEW YORK — Equity capital dropped appreciably for the 100 largest commercial banks at midyear 1987, unlike the previous year when equity grew one and a half times faster than assets, according to an *American Banker* survey.

The percentage of the banks' capital that is in equity also plummeted from midyear 1986.

But total capital, which includes loan-loss reserves, jumped 14.9% in the same period, more than triple the asset growth at the banks.

These are some of the findings of the *American Banker* survey, published today, of the top 100 U.S. commercial banks ranked by equity capital as of midyear 1987. The table on page 22 also shows the banks' equity capital and ranking for yearend 1986 and yearend 1985, along with each bank's equity capital-to-assets ratio.

A second table, on pages 24 and 26, is a geographical breakdown of the top 100. It includes primary and total capital and those figures as a percentage of total assets.

Because of large additions to loan-loss reserves, the composition of bank capital changed. For the top 100 banks, equity capital totaled $69.64 billion, a decline of 12.1% from yearend 1986 and 7.2% from a year ago. Asset growth at these banks was up 3.0% from a year ago.

Equity capital as a percentage of total capital plummeted to 59.3% at midyear 1987. At midyear 1986 equity accounted for 73.4% of total capital, and at yearend 1985 it was at 75.2%.

Equity capital is the sum of perpetual preferred and common stock, surplus and undivided profits, and capital reserves. At large banks, equity includes the cumulative foreign currency translation adjustments.

Primary capital jumped 12.9% to $107.8 billion, from $95.4 billion at midyear 1986. Primary capital is equity capital, plus the allowance for loan and lease losses, mandatory convertible debt, minority interest in equity accounts of consolidated subsidiaries, minus goodwill placed on the books after April 15, 1985.

Analysts with Merrill Lynch & Co. noted that regulators have been encouraging banks to raise their capital. "And they have been doing that through various channels," said Robert A. Baer, managing director of Merill Lynch's investment banking division. The question becomes, Mr. Baer said, "Is that window now closed to banks, given the market's volatility?"

The market crash on Monday had no direct effect on the value of equity capital carried on bank balance sheets. But the depressed market prices make new equity offerings less attractive.

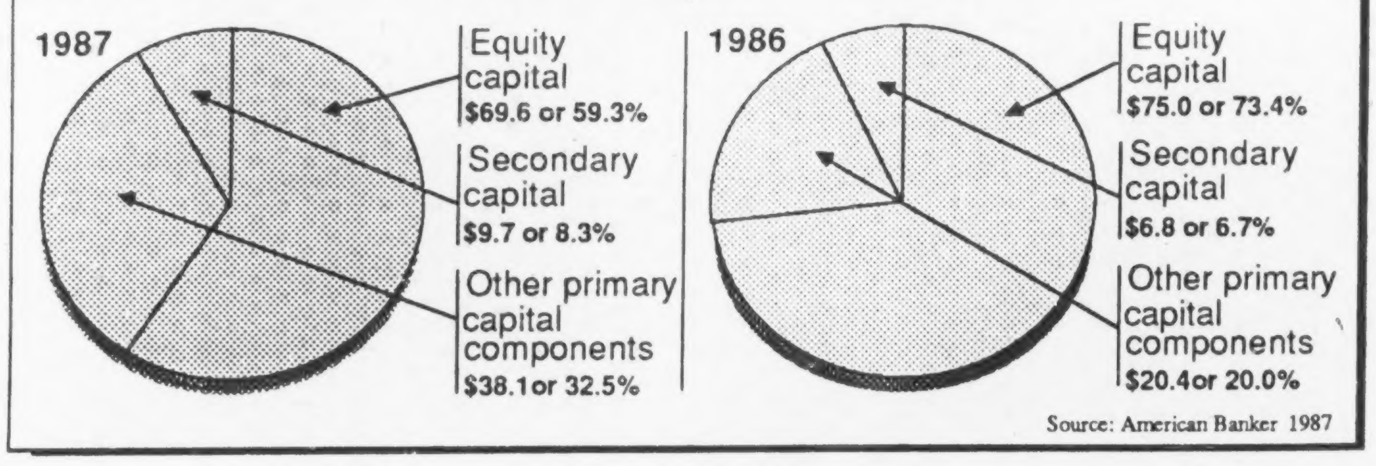
To raise equity capital depleted by huge loan-loss provisions for Brazilian loans in the second quarter, Citicorp, Manufacturers Hanover Trust Co., and Bankers Trust New York Corp. issued more than $1.5 billion in common stock in September.

Larry Cohn, a bank stock analyst with Merrill, said Tuesday that he does not expect other banks to raise equity in the near term. "Those banks that had clear-cut designs to raise their equity did so in September," he said.

Robert L. Clarke, the comptroller of the currency, said, "There's no question the climate for raising new equity capital has changed." For those banks that had raised funds in the markets before the sharp decline, Mr. Clarke said, "it was good for those who got in.

"For those banks which did not get their equity offerings in, they're going to go back and assess how to do that," Mr. Clarke said at a press conference Tuesday at the American Bankers Association convention in Dallas.

Total Capital in the Top 100 Banks (Billions of Dollars)



Source: American Banker 1987

Bank analysts consider equity capital a good measure of a bank's condition, because it does not include the allowance for loan losses and subordinated debt. The ratio of equity capital to total assets is considered a good measurement of a bank's ability to grow in the future and to withstand unanticipated losses.

For the top 100 banks, the midyear 1987 ratio of equity to total assets dropped to 4.81%, from 5.41% at yearend and 5.23% at midyear 1986. At money center banks, which took the heaviest loan-loss allowances at midyear, the fall was even more dramatic.

At the 11 banks considered money centers by the *American Banker*, the equity-to-assets ratio fell 88 basis points to 4.33%, from 5.21% at midyear 1986.

For the money centers, equity capital fell 15.4% to $24.9 billion, from $28.9 billion a year ago. As a percentage of total capital, equity dropped to 55.3%, from 76.4%.

Assets grew 1.6% to $559.8 billion at the money centers, from $551.0 billion. (Since all year-ago figures were not available for First National Bank, Chicago, it is excluded.)

For regional banks, the equity/capital ratio was down 47 basis points to 5.15% and equity comprised 58.5% of total capital, versus 71.6% a year ago.

Equity Capital: Page 25 →

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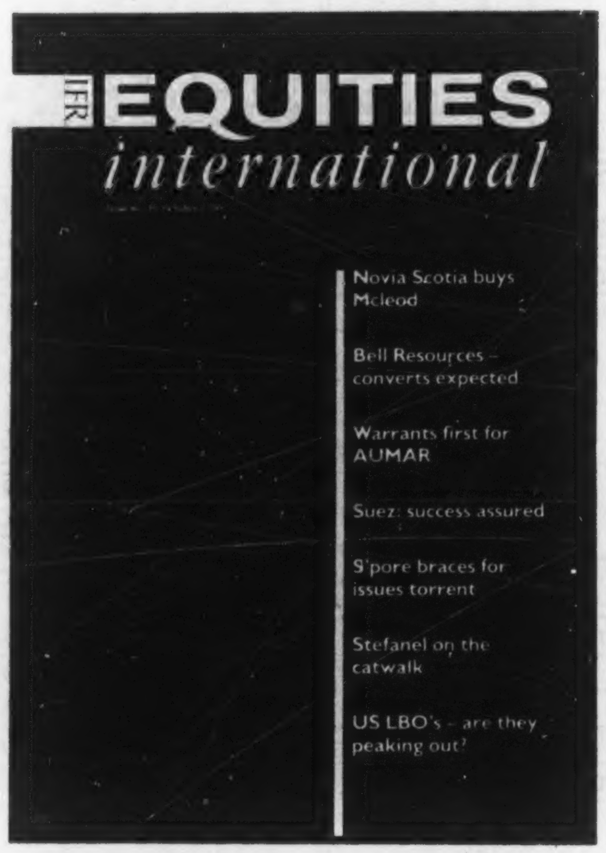

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Top 100 U.S. Banks in Equity Capital

On June 30, 1987; In Geographic Order, with Primary and Total Capital

Compiled by American Banker Copyright 1987

Rank		Equity Capital 6/30/87	Primary Capital 6/30/87	Total Capital 6/30/87	Total Assets 6/30/87	Equity Cap. /Assets 6/30/87	Primary Cap. /Asset 6/30/87	Total Cap. /Assets 6/30/87
	ALABAMA							
49	**AmSouth Bank NA, Birmingham**	440,563,000	498,967,000	498,967,000	5,923,686,000	7.44	8.42	8.42
64	**First Alabama Bank, Montgomery**	370,325,000	403,433,000	409,433,000	4,049,575,000	9.14	9.96	10.11
	ARIZONA							
36	**Valley National Bank, Phoenix**	523,063,000	730,670,000	730,670,000	9,875,530,000	5.30	7.40	7.40
52	**First Interstate Bank of Arizona NA, Phoenix**	433,171,000	525,545,000	563,259,000	6,407,094,000	6.76	8.20	8.79
90	**Arizona Bank, Phoenix**	285,246,000	314,810,000	326,060,000	4,683,760,000	6.09	6.72	6.96
	CALIFORNIA							
4	**Bank of America NT&SA, San Francisco**	2,620,000,000	6,463,000,000	7,573,000,000	84,859,000,000	3.09	7.62	8.92
6	**Security Pacific National Bank, Los Angeles**	1,884,195,000	3,257,944,000	3,453,567,000	47,062,439,000	4.00	6.92	7.34
8	**Wells Fargo Bank NA, San Francisco**	1,693,247,000	2,805,971,000	4,073,046,000	39,541,739,000	4.28	7.10	10.30
15	**First Interstate Bank of California, Los Angeles**	856,946,000	1,670,942,000	2,027,180,000	21,051,799,000	4.07	7.94	9.63
30	**Union Bank, Los Angeles**	568,240,000	673,065,000	828,065,000	9,181,580,000	6.19	7.33	9.02
75	**Sanwa Bank California, San Francisco**	334,920,000	378,490,000	391,221,000	5,169,631,000	6.48	7.32	7.57
76	**California First Bank, San Francisco**	328,196,000	402,352,000	454,063,000	6,000,282,000	5.47	6.71	7.57
	CONNECTICUT							
40	**Connecticut National Bank, Hartford**	514,431,000	556,356,000	637,856,000	9,212,953,000	5.58	6.04	6.92
42	**Connecticut Bank & Trust Co. NA, Hartford**	490,167,000	559,029,000	634,029,000	8,948,990,000	5.48	6.25	7.08
	DELAWARE							
24	**Citibank (Delaware), New Castle**	630,816,589	630,816,589e	630,816,589e	774,522,061	81.45	81.45	81.45
66	**Chase Manhattan Bank (USA) NA, Wilmington**	366,339,000	545,090,000c	545,090,000c	5,072,018,000	7.22	10.75	10.75
71	**Greenwood Trust Co., New Castle**	341,778,000	396,779,000	396,779,000	2,286,489,000	14.95	17.35	17.35
86	**Morgan Bank (Delaware), Wilmington**	291,423,000	334,790,000	434,790,000	2,628,019,000	11.09	12.74	16.54
	DISTRICT OF COLUMBIA							
92	**American Security Bank NA, Washington, D.C.**	282,264,000	337,692,000	337,692,000	4,672,138,000	6.04	7.23	7.23
99	**Riggs National Bank, Washington, D.C.**	255,541,000	385,404,000c	425,654,000c	5,842,936,000	4.37	6.60	7.28
	FLORIDA							
31	**Southeast Bank NA, Miami**	549,918,000	832,093,000	833,593,000	12,124,642,000	4.54	6.86	6.88
32	**NCNB National Bank of Florida, Tampa**	543,964,000	603,753,000c	604,485,000c	8,209,277,000	6.63	7.35	7.36
48	**Florida National Bank, Jacksonville**	441,645,000	582,157,000	582,157,000	7,275,974,000	6.07	8.00	8.00
51	**First Union National Bank of Florida, Jacksonville**	433,978,000	477,985,000	512,985,000	7,778,427,000	5.58	6.15	6.59
78	**First Florida Bank NA, Tampa**	323,880,000	356,108,000	361,737,000	4,621,057,000	7.01	7.71	7.83
79	**Citizens & Southern National Bank of Florida, Fort Lauderdale**	323,439,274	359,548,585	359,548,585	4,686,988,978	6.90	7.67	7.67
	GEORGIA							
27	**Citizens & Southern National Bank, Atlanta**	620,698,000	728,306,000	779,182,000	10,340,870,000	6.00	7.04	7.53
55	**First National Bank, Atlanta**	402,150,000	559,228,000	714,228,000	7,236,360,000	5.56	7.73	9.87
62	**Trust Company Bank, Atlanta**	373,521,000	429,354,000	429,354,000	5,312,963,000	7.03	8.08	8.08
	HAWAII							
87	**Bank of Hawaii, Honolulu**	290,832,000	338,875,000	345,675,000	5,104,736,000	5.70	6.64	6.77
	ILLINOIS							
10	**Continental Illinois National Bank & Trust Co., Chicago**	1,645,371,000	2,535,412,000c	2,535,412,000c	32,828,955,000	5.01	7.72	7.72
14	**First National Bank, Chicago**	907,466,000	2,538,683,000	2,963,683,000	35,630,958,000	2.55	7.12	8.32
34	**Harris Trust & Savings Bank, Chicago**	540,834,000	608,827,000	608,827,000	8,196,772,000	6.60	7.43	7.43
80	**Northern Trust Co., Chicago**	320,887,000	474,235,000	499,235,000	6,648,349,000	4.83	7.13	7.51
	LOUISIANA							
97	**Whitney National Bank, New Orleans**	262,065,000	275,716,000	275,716,000	2,608,936,000	10.04	10.57	10.57
98	**Hibernia National Bank, New Orleans**	258,919,000	313,259,000	321,459,000	4,487,195,000	5.77	6.98	7.16
	MARYLAND							
54	**Maryland National Bank, Baltimore**	411,585,000	566,431,000	566,431,000	8,239,068,000	5.00	6.87	6.87
100	**First National Bank of Maryland, Baltimore**	254,548,000	300,503,000	325,503,000	4,714,611,000	5.40	6.37	6.90
	MASSACHUSETTS							
12	**First National Bank, Boston**	1,121,682,000	1,735,352,000	1,735,352,000	21,538,230,000	5.21	8.06	8.06
33	**Boston Safe Deposit and Trust Co.**	541,644,000	568,004,000	568,004,000	10,298,151,000	5.26	5.52	5.52
46	**Bank of New England NA, Boston**	458,681,000	779,074,000c	794,104,000c	10,590,325,000	4.33	7.36	7.50
53	**State Street Bank & Trust Co., Boston**	425,968,000	471,505,000	489,716,000	7,092,141,000	6.01	6.65	6.91
77	**Shawmut Bank NA, Boston**	327,042,000	391,856,000	450,436,000	5,714,405,000	5.72	6.86	7.88
	MICHIGAN							
19	**National Bank of Detroit**	767,973,000	1,019,708,000	1,019,708,000	14,599,402,000	5.26	6.98	6.98
43	**Michigan National Bank, Farmington Hills**	461,533,000	552,944,000	557,538,000	7,658,818,000	6.03	7.22	7.28
58	**Manufacturers National Bank, Detroit**	392,965,000	491,403,000	496,030,000	7,107,766,000	5.53	6.91	6.98
61	**Comerica Bank-Detroit**	379,287,000	501,382,000	555,085,000	7,196,076,000	5.27	6.97	7.71
	MINNESOTA							
57	**First National Bank, Minneapolis**	396,479,000	785,025,000	805,025,000	10,677,595,000	3.71	7.35	7.54
85	**First National Bank, St. Paul**	302,665,000	458,221,000c	493,221,000c	6,106,035,000	4.96	7.50	8.08
88	**Norwest Bank Minneapolis NA**	290,798,000	556,195,000	584,284,000	6,734,295,000	4.32	8.26	8.68
	MISSOURI							
93	**Mercantile Bank NA, St. Louis**	280,999,000	402,705,000	402,705,000	4,357,638,000	6.45	9.24	9.24
95	**Boatmen's National Bank, St. Louis**	270,433,000	296,617,000	296,617,000	4,102,042,000	6.59	7.23	7.23
	NEVADA							
69	**Citibank (Nevada) NA, Las Vegas**	357,410,000	357,410,000e	357,410,000e	2,399,914,000	14.89	14.89	14.89
	NEW JERSEY							
37	**First Fidelity Bank NA, Newark**	522,033,000	643,281,000	679,281,000	10,119,891,000	5.16	6.36	6.71
91	**Midlantic National Bank, Newark**	284,084,000	377,918,000	377,918,000	4,745,679,000	5.99	7.96	7.96
	NEW YORK							
1	**Citibank NA, New York**	6,856,000,000	10,615,000,000s	11,365,000,000s	141,500,000,000	4.85	7.50	8.03
2	**Chase Manhattan Bank NA, New York**	3,545,635,000	6,181,000,000	6,370,000,000	82,726,417,000	4.29	7.47	7.70
3	**Morgan Guaranty Trust Co., New York**	3,311,054,000	5,480,242,000c	6,492,050,000c	64,896,000,000	5.10	8.44	10.00
5	**Bankers Trust Co., New York**	2,171,660,000	3,643,858,000	3,977,191,000	54,377,287,000	3.99	6.70	7.31
7	**Chemical Bank, New York**	1,814,000,000	4,012,000,000c	4,376,000,000c	60,922,000,000	2.98	6.59	7.18
9	**Manufacturers Hanover Trust Co., New York**	1,661,000,000	4,799,000,000c	5,198,000,000c	59,341,322,000	2.80	8.09	8.76
11	**Republic National Bank, New York**	1,502,659,000	1,711,825,000c	1,711,825,000c	17,216,131,000	8.73	9.94	9.94
13	**Bank of New York**	955,724,000	1,339,638,000	1,340,107,000	20,246,569,000	4.72	6.62	6.62
18	**Irving Trust Co., New York**	792,219,000	1,472,641,000	1,610,241,000	21,388,498,000	3.70	6.89	7.53
23	**Marine Midland Bank NA, Buffalo**	698,649,000	1,468,332,000	1,573,141,000	21,501,125,000	3.25	6.83	7.32
50	**National Westminster Bank USA, New York**	435,436,000	774,250,000c	776,315,000c	11,263,553,000	3.87	6.87	6.89
60	**European American Bank, New York**	381,436,000	521,436,000s	676,861,000s	6,536,246,000	5.84	7.98	10.36
68	**Citibank (New York State), Perinton**	358,235,000	363,625,000	363,625,000	4,960,558,000	7.22	7.33	7.33
72	**Bank of Tokyo Trust Co., New York**	341,629,000	392,639,000	430,979,000	6,026,065,000	5.67	6.52	7.15
81	**Chase Lincoln First Bank NA, Rochester**	320,595,000	380,121,000	383,374,000	5,061,361,000	6.33	7.51	7.57
84	**IBJ Schroder Bank & Trust Co., New York**	304,678,000	244,174,000	244,174,000	3,146,488,000	9.68	7.76	7.76

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Equity Capital Down Sharply At Top Banks

➸ Continued from Page 23

Equity declined only 4.9% at these banks. Assets at the regional banks rose 3.9% to $852.2 billion, from $820.2 billion.

Primary capital, for the top 100 jumped 12.9% to $107.8 billion, from $95.4 billion at midyear 1986. Primary capital is equity capital plus the allowance for loan and lease losses, mandatory convertible debt, minority interest in equity accounts of consolidated subsidiaries, minus goodwill placed on the books after April 15, 1985.

Since primary capital does include the loan-loss allowance and mandatory convertible debt, it can be a misleading measure of comparative capital adequacy. A bank with a sizable allowance for losses — which many of the big banks took in the second quarter — will have an inflated primary capital-to-assets ratio and could not be compared meaningfully on this basis with a bank with a more moderate allowance.

Bank analysts consider mandatory convertible debt to be "phantom capital," because it does not exist on the books as capital. Mandatory convertible debt is subordinated notes that can be converted into common or perpetual preferred stock in a specified period of 12 years or less.

Money center banks' primary capital jumped 22.4% to $44.4 billion. The other components of primary capital, excluding equity, accounted for 38.7% of money center banks' total capital, compared with 19.4% a year ago.

At the regionals, primary capital grew at a more modest 7.2%, and its components comprised 28.2% of total capital, compared with 20.3% last year.

Capital Ratios

(Dollar amounts in billions)

	Amount	% of Assets
MONEY CENTER BANKS		
Equity Capital	$25.78	4.33%
Primary Capital	44.35	7.45
Total Capital	47.96	8.06
REGIONAL BANKS		
Equity Capital	43.86	5.15
Primary Capital	63.43	7.44
Total Capital	69.52	8.16

Other Survey Findings

- Citibank remained No. 1 in equity capital, reporting $6.9 billion, a drop of 14.4% from Dec. 31 and 9.7% from a year earlier. The equity-to-assets ratio stood at 4.85%, down from 5.22% and 5.08% in the preceding periods. The country's largest bank maintained its place with the third-best ratio among the top 10 banks and moved up a notch to 11th among the top 25. Citibank's equity capital accounts for 9.9% of the top 100's total equity capital.
- Four of the five banks with the highest equity capital/assets ratio were the special-purpose banks set up to handle credit card operations. Holding the first and third ranks were Citibank subsidiaries — Citibank (Delaware), New Castle, and Citibank (Nevada), Las Vegas, with 81.45% and 14.89%, respectively. Second was the Sears, Roebuck and Co. subsidiary, Greenwood Trust Co., also in New Castle, at 14.95%. The fourth and fifth spots were occupied by Morgan Bank (Delaware), Wilmington, at 11.09% and Whitney National Bank, New Orleans, with 10.04%. ■

National City Starts Small Business Video Banking

By DAVID O. TYSON

NEW YORK — National City Bank, Cleveland, this week went into full commercial operation with the Harbinger Computer Services version of video banking for small businesses that it tested for a year.

Video Banking

The Atlanta-based Harbinger announced that Marine Midland Bank, Buffalo, N.Y., which has been testing it since March, also will roll out the personal computer service this month and that Wells Fargo Bank, San Francisco, will start a beta test with 50 customers next month.

The Harbinger small business product, called InTouch Cash Manager, has been in use since May 1986 at First National Bank of Atlanta, which helped develop it, and since August this year at the eight Illinois banks in Midwest Financial Group, Peoria.

C. Tycho Howle, Harbinger president, said in a telephone interview that two other banks will start beta tests next month. He declined to identify them.

Altogether, Mr. Howle said, about 700 customers a day connect into the Harbinger computers to do their banking. These include both small businesses using InTouch Cash Manager and consumers using the company's retail video banking service called the Promise, which is offered only by Fulton Federal Savings and Loan Association, Atlanta.

The Harbinger version of video banking has several unusual features. One of them, which National City will not make available until the end of the year, gives on-line customers the ability to order transfers between the offering bank and their accounts in any other automated clearing house banks. Harbinger claims that, contrary to some expectations, this feature has caused an inflow of deposits to its client banks, not a deposit drain.

Another feature is off-line processing: A user prepares a banking session in his PC and then connects up to transmit data back and forth, thus saving computer connect time and telecommunications costs.

National City Bank is running InTouch as a member of Money Station Inc., an Ohio electronic funds transfer network, which has licensed it from Harbinger for use by all participating institutions. The bank has had 30 small businesses in the beta test.

InTouch customers use an 800 toll-free number to connect their PCs into Harbinger in Atlanta, which can give them their balances starting at 7 a.m. each day. They can transfer funds among their accounts and get a daily electronic bank statement. ■

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Top 100 U.S. Banks in Equity Capital

On June 30, 1987; In Geographic Order, with Primary and Total Capital

Compiled by American Banker Copyright 1987

Rank		Equity Capital 6/30/87	Primary Capital 6/30/87	Total Capital 6/30/87	Total Assets 6/30/87	Equity Cap. /Assets 6/30/87	Primary Cap. /Asset 6/30/87	Total Cap. /Assets 6/30/87
	NORTH CAROLINA							
17	NCNB National Bank of North Carolina, Charlotte	812,207,000	943,928,000c	1,070,868,000c	13,453,464,000	6.04	7.02	7.96
20	First Union National Bank, Charlotte	761,030,000	904,980,000	974,734,000	13,102,948,000	5.81	6.91	7.44
21	Wachovia Bank & Trust Co. NA, Winston-Salem	739,305,000	847,993,000c	855,443,000c	10,935,356,000	6.76	7.75	7.82
	OHIO							
35	AmeriTrust Co. NA, Cleveland	539,179,000	620,147,000	620,147,000	8,345,588,000	6.46	7.43	7.43
56	Huntington National Bank, Columbus	400,120,000	478,187,000	478,187,000	6,712,666,000	5.96	7.12	7.12
67	National City Bank, Cleveland	366,149,000	450,014,000	450,014,000	6,642,390,000	5.51	6.77	6.77
73	Society National Bank, Cleveland	337,166,000	373,029,000	391,266,000	5,231,009,000	6.45	7.13	7.48
74	BancOhio National Bank, Columbus	336,109,000	403,856,000	403,856,000	4,792,647,000	7.01	8.43	8.43
	OREGON							
39	United States National Bank of Oregon, Portland	518,123,000	573,796,000	589,501,000	8,019,322,000	6.46	7.16	7.35
65	First Interstate Bank of Oregon NA, Portland	367,279,000	458,589,000	477,589,000	5,443,498,000	6.75	8.42	8.77
	PENNSYLVANIA							
22	Mellon Bank NA, Pittsburgh	718,364,000	1,640,628,000	1,640,628,000	23,975,038,000	3.00	6.84	6.84
29	Pittsburgh National Bank	605,269,000	951,117,000	951,117,000	14,443,223,000	4.19	6.59	6.59
41	Philadelphia National Bank	502,327,000	570,573,000	668,544,000	8,937,317,000	5.62	6.38	7.48
44	Meridian Bank, Reading	459,374,000	514,855,000	530,805,000	6,649,690,000	6.91	7.74	7.98
59	Fidelity Bank NA, Malvern	392,534,000	532,694,000c	573,748,000c	9,257,432,000	4.24	5.75	6.20
70	Provident National Bank, Philadelphia	356,282,000	417,269,000	434,251,000	5,996,669,000	5.94	6.96	7.24
96	First Pennsylvania Bank NA, Philadelphia	266,242,000	424,467,000	461,467,000	5,524,027,000	4.82	7.68	8.35
	PUERTO RICO							
89	Banco Popular de Puerto Rico, San Juan	288,265,000	316,713,000c	318,713,000c	5,031,777,459	5.73	6.29	6.33
	RHODE ISLAND							
63	Fleet National Bank, Providence	370,649,000	478,951,000	563,951,000	6,684,804,000	5.54	7.16	8.44
	SOUTH CAROLINA							
83	South Carolina National Bank, Columbia	305,789,000	373,059,000	379,059,000	4,796,919,000	6.37	7.78	7.90
	SOUTH DAKOTA							
16	Citibank (South Dakota) NA, Sioux Falls	855,044,000	1,212,628,000	1,637,628,000	10,290,580,000	8.31	11.78	15.91
	TENNESSEE							
82	First Tennessee Bank NA, Memphis	320,233,000	448,443,000	476,033,000	5,798,873,000	5.52	7.73	8.21
	TEXAS							
25	First RepublicBank Dallas NA	627,277,000	1,394,746,000	1,760,896,000	20,025,802,000	3.13	6.96	8.79
28	Texas Commerce Bank NA, Houston	616,890,000	867,615,000	902,615,000	10,984,317,000	5.62	7.90	8.22
	VIRGINIA							
26	Sovran Bank NA, Richmond	624,173,000	703,744,000c	724,055,000c	11,819,749,000	5.28	5.95	6.13
45	United Virginia Bank, Richmond	458,746,000	613,868,000	684,018,000	8,261,842,000	5.55	7.43	8.28
94	Signet Bank/Virginia, Richmond	280,810,000	412,832,000	415,691,000	6,811,619,000	4.12	6.06	6.10
	WASHINGTON							
38	Seattle-First National Bank	518,777,000	740,424,000	835,374,000	9,933,300,000	5.22	7.45	8.41
47	Rainier National Bank, Seattle	447,943,000	569,304,000	669,304,000	8,218,168,000	5.45	6.93	8.14
	CAPITAL TOTALS FOR TOP 100 BANKS	**$69.64 Bil.**	**$107.78 Bil**	**$117.48 Bil.**	**$1,447.56 Bil.**	**4.81**	**7.45**	**7.64**

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Financial Markets in Turmoil

Clearing Banks Ready to Process Stock Trades

Continued from Page 1

volumes.

But Mr. Ricca said that while the systems that handle U.S. government securities have a lot of room before they reach the roof, systems that handle equity transactions do not. In his view, if stock market volume continues high for two or three days, there will be significant problems that can cause errors.

William T. Dentzer, chairman of Depository Trust Co., is more optimistic.

"Several days of trading at these high levels should create no problems for the Street," he said in an interview. "Certainly no problems for us. We would have to experience this for about a month before those kinds of stresses would show up."

Mr. Dentzer's trust company clears trades by book entry, eliminating paper certificates. It is the largest of the securities depositories, which represent one of the major advances in automation in the capital markets.

"There's a high degree of automation on Wall Street now," he said. "We settled, for example, about $8 trillion of securities transactions in 1986 and even before this we were running this year at $10 trillion annually. So the extent to which those deliveries are made by book entries and securities are increasingly immobilized, it takes a great deal of stress out of the system."

Chase Braces for Wave

Chase Manhattan Bank, one of the major processors of securities transactions, is braced for the tidal wave of stocks and expects to cope with little stress.

"In some ways this is a test of the work that we've been doing the last three to five years in building capacity," said a Chase information officer.

"We have reviewed all our operations and systems components globally and we have in place the capacity to handle the volume that has come through thus far," the officer said. "We are putting all kinds of mechanisms in place to protect our customers' assets, such as expanding disk space, standby staff people, and plans for running systems overtime."

Chase does securities processing worldwide and different markets have different settlement dates. So it already feels the impact of the frantic markets of recent days.

The bank's worldwide processing is done out of a hub in London. It interfaces with New York, since most of the investors are located in the United States, but the accounting and settlement is done mostly at a year-old facility in Bournemoth, England.

Anticipating No Difficulties

Chase anticipates no difficulties from delivery fails or credit problems that may arise in clearing. "We have the utmost confidence in the brokerage industry and the securities industry to pull through this," the information officer said.

One observer suggested, however, that mortgage-backed securities may present a clearing problem since they have not yet been put into a book-entry system. "Mortgage-backed securities clearers have had problems for a year and a half now and this will only make it worse," said Eugene N. Scalercio, chairman and chief executive officer of NFS Services Inc., a New York consulting firm in Wall Street operations.

But the large clearing banks disagree. Joseph Walsh, general manager of wholesale operations at Marine Midland Bank, New York, a major clearer of government securities, said problems caused by mortgage backed securities are likely to be minimal.

"That market matured last year and now we have better procedures and don't anticipate any problems," he said. "Maybe if you asked me that a year ago I would have said there would have been problems, but not today."

Business as Usual

Other clearing mechanisms reported business as usual amid increased activity, such as the Clearing House Interbank Payments System, which handles the clearing and settlement of foreign exchange, foreign trade, Eurodollar, and other international business transactions.

"We could see an increase in settlement transactions five business days after the last two active days," said William M. Walsh, senior vice president of data processing for the New York Clearing House, operator of Chips.

He said said Chips' international scope forces it to handle large volume fluctuations. If Chips closes for a U.S. holiday and international trading continues, the day the system reopens, it operates a double-day schedule, processing transactions from that day and the previous day.

Mr. Scalercio raised another potential problem. In the investment community as a whole, he said, back-office people have worked for their yearend bonuses and now there will be none. Psychologically, that will affect their work and possibly slow operations. ■

Stock Prices Dive On London Market

Continued from Page 2

problems."

Some firms are still likely to be looking at substantial losses. But John Aitken, a director of County Natwest Investment Bank, said that the larger London dealers tend to carry equity positions overnight of between $250 million and $400 million.

Thus the market decline since late last week has probably produced losses of $30 million to $50 million for some firms. "Some of these merchant banks only earn about twice that in a year," he said.

Bank lending exposure to securities is not a substantial part of total loans for the major London banks, Mr. Aitken said, noting that banks will probably hold back on demanding additional collateral on securities loans at least until the markets stabilize. Other sources said that London banks were refusing to increase their foreign exchange exposure to securities firms Tuesday, but this could not be confirmed at major banks.

London analysts said that in the immediate future, markets here will probably take their cue from New York. Investors, however, have been shellshocked by the events of the last two days, economists said, and it could be some time before the markets show any signs of life.

"The drama should be played out in Europe by today or tomorrow," said Larry Anderson, an economist at Deutsche Bank in London. "The question then will be whether there are enough investors left to give the market a bounce or whether we're in for a long bear phase." ■

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CRASH OF '87

Thinly capitalized securities firms are tumbling as banks apparently refuse them funds to meet capital requirements. The New York Stock Exchange suspended three small firms: William D. Mayer & Co., AIG Inc., and Metropolitan Securities. ______2

As the market rallied, Reagan administration officials prepared to begin talks on ways to cut the deficit, which they hope will calm investors. ______2

Customers who bought equity mutual funds or stocks through their banks or thrifts are not blaming the institutions for their losses — at least, not yet. ______2

Financial institutions so far have failed to capture the attention of investors, who are awaiting redemptions on their mutual funds and thinking about a place to put that money, said industry observers. ______2

INSIDE

BankAmerica Corp. has dismissed two senior executives following a lengthy examination of problems with MasterNet, the company's $20 million computerized trust accounting and reporting system, according to sources. ______3

Quarterly losses continued at two large Texas holding companies, Allied Bancshares Inc., Houston, and First RepublicBank Corp., Dallas. But BancTexas Group Inc., Dallas, reported a $4.8 million profit for the quarter ended Sept. 30. ______ 10

Two of the nation's largest thrifts posted substantial declines for the third quarter. Great Western Financial Corp., Beverly Hills, Calif., said earnings were down 27%, and H.F. Ahmanson & Co., Los Angeles, reported a 50% drop. ______6

Vendor Express, a new product from Mellon Bank, is designed to help corporations cope with the U.S. Treasury's electronic payments program. By 1990, it could replace 77 million checks a year. ______ 10

COMMENT

For many years, institutions could count on receiving a refund on a portion of their FDIC assessment. But with the compounded rate of bank failures, the credit appears to be a thing of the past, writes Irvine Sprague. ______4

KEEPING CURRENT

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Quote

People are going to come in wounded, scared, and they're going to want their hand held. Above all, you've got to have the right people at the point of sale.

Edward Furash, president of the Furash & Co. consulting firm, on wooing investors who are leaving the stock market. [Page 2]

Unquote

After the Crash

Bank Stocks Now More in Line With Issues in Other Industries

By JOHN P. FORDE

NEW YORK — Finally, bank stocks are market performers.

Since the beginning of the year, bank issues have consistently underperformed the general stock market. Investors — worried about the banking problems posed by Third World debt and interest rates — concentrated on industrial companies, which produced higher earnings and took the stock market to new heights.

Until recent days. The stock market's historic dive culminated in a record 508-point drop in the Dow Jones industrial average on Monday. While some other issues fared worse, bank shares were swept into the wave of selling.

A group of 15 stocks of major money center and regional banking companies checked by the *American Banker* lost a total of $8.3 billion in market value on Monday and Tuesday.

The total value of Citicorp's stock, for example, fell 17% to $7.4 billion in the two days of trading.

Market Capitalization Table
Page 14

Regional banks also posted declines. NCNB Corp.'s market capitalization fell 18% to $1.5 billion during the period.

One analyst said that, as of closing Monday night, his universe of bank stocks had fared better than the rest of the market since yearend 1986. In that time, banks had lost 6% of their value, while the Standard & Poor's 500 com-

Bank Stocks: Page 14 ➻

NY Fed Seeks Capital Adequacy Data Before Considering Irving Takeover

By GORDON MATTHEWS

NEW YORK — The Federal Reserve Bank of New York has delayed consideration of Bank of New York Co.'s hostile effort to acquire Irving Bank Corp., citing serious gaps in financial data on the deal and requesting detailed information about possible managerial and computer system problems in combining the banks.

The regulator has asked Bank of New York to say how it will assure capital adequacy for the combined institution if it does not receive expected gains on the sale of some Irving assets and liabilities. It has also asked how the existing operations at Irving, such as correspondent banking, will be carried on at lower asset levels.

The New York Fed has also requested that the bank discuss "the managerial implications of acquiring an organization the size of Irving through other than a negotiated deal." It has further asked the bank to outline the safeguards it will install against any disruptions in computer systems handling the clearing of government securities and other financial instruments.

Separately, Irving on Wednesday reported a threefold increase in third-quarter earnings that could attract investors and raise its stock price. The results were heightened by an extraordinary $42.4 million after-tax boost from recognizing value in Irving's pen-

NY Fed: Page 14 ➻

Chase to Slash Domestic Staff By 1,000 Jobs

3d-Quarter Report Shows Earnings Up by $88 Million

By JOHN P. FORDE

NEW YORK — Chase Manhattan Corp. will cut its domestic staff by 1,000 jobs, or about 2.2% of its total staff, by yearend through a voluntary early-retirement program.

Chase's plans, contained in its third-quarter earnings report, were announced here Wednesday as part of its latest round of cost-cutting initiatives. The report showed that the company earned $226 million in the third quarter, $88 million better than the same quarter of 1986.

Much of the gain came from nonrecurring items such as special gains that arose from recognizing value in its pension plan. There was also a $50 million tax benefit from the special loan-loss provision Chase took in the second quarter of this year.

Chase: Page 15 ➻

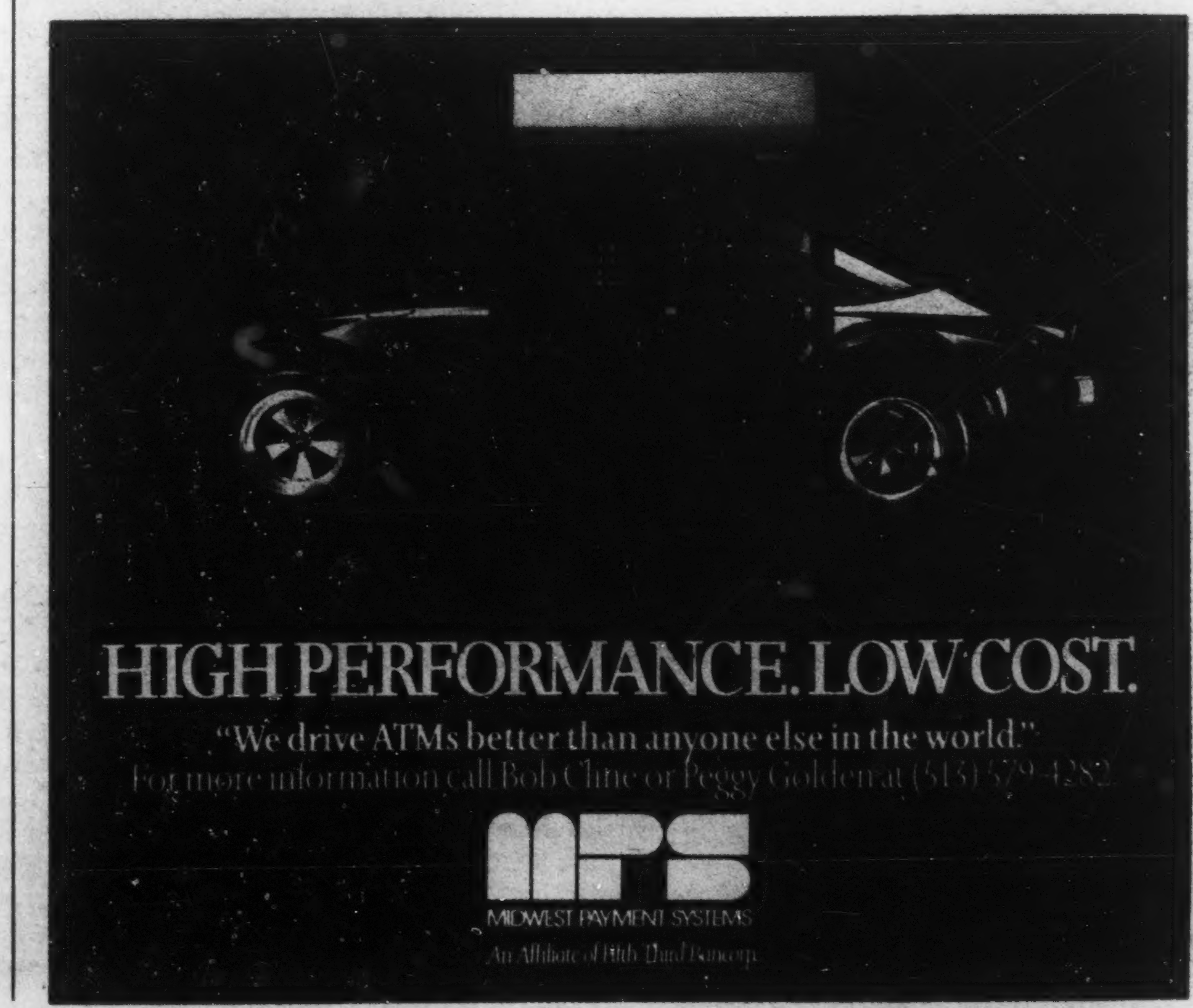
First Interstate Plans Restructuring

LOS ANGELES — First Interstate Bancorp Wednesday announced it will sell or restructure $6 billion to $7 billion in assets.

In a statement, the company said it was shedding assets "not essential" to the company's growth.

A source at the bank said "several hundred" jobs will be affected.

At the same time, First Interstate reported a $74.9 million loss for the quarter. The loss was partially due to a $95 million reserve established for the restructuring.



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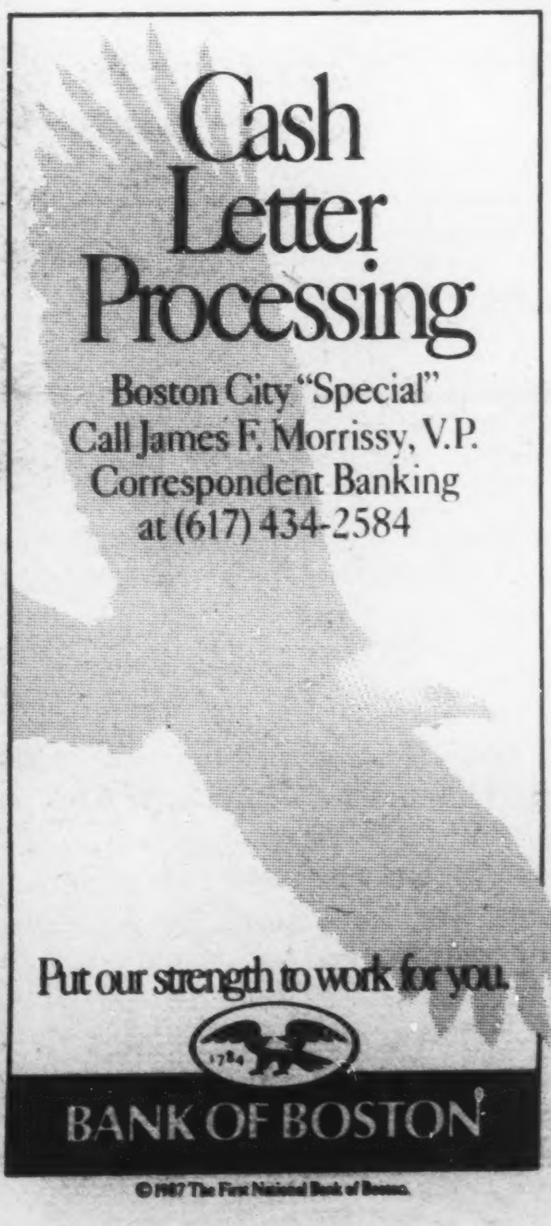

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COMMENT

FDIC Insurance Rebates Are Thing of the Past

By IRVINE SPRAGUE

IT'S NEVER the first question asked. In fact, it seldom comes up second or third, but the issue rests deep in the subconscious of all bankers and before the day is out it is the single question that is always asked as I travel the nation speaking to banking groups.

"What happened to my FDIC assessment credit? When will it resume?" is the dual question that I can anticipate with certainty.

My answer is that, like the dodo bird, the assessment credit was a thing of beauty while it lasted.

The assessment system is simple. Banks pay the FDIC at the rate of one-twelfth of 1% of their domestic deposits each year. When the cost of bank failures and running the corporation is low, a large portion of the assessment paid is credited against the next year's payment.

Until 1985 the banks received the credit like clockwork, never missing a year. It averaged about 50% over the years, so the effective cost of FDIC insurance ran to about one twenty-fifth of 1%. The bargain of the century.

Then came Continental Illinois National Bank and Trust Company of Chicago, compounded by a bank failure rate that, after averaging less than 10 a year for decades, suddenly soared into the hundreds. This year's estimate is 200.

Big dollars are involved. For 1986 the banks paid $1.6 billion in assessments, or just under half of the total FDIC income of $3.3 billion. The remainder came from interest from Treasury obligations in which the FDIC's $18 billion fund is invested.

Why does Citibank, a much larger institution, pay less for FDIC protection than BankAmerica? The answer: The law is unfair.

— Irvine Sprague
Former Chairman and Director
Federal Deposit Insurance Corp.

For those who haven't paid attention or who are new on the scene, a review of the assessment practice as it has evolved over the years will be helpful.

Original Assessment

The law that created the FDIC in 1933 provided for an assessment of one-half of 1% of deposits, half payable on admission and half subject to call by the FDIC. In addition, provision was made for the laying on of an additional assessment equal to that already paid. This was never invoked.

In 1935, the assessment rate was reduced to one-twelfth of 1%, the figure that continues to this day.

When the FDIC fund reached $1 billion in the late 1940s there was pressure by the banking industry to reduce the assessment rate. Reluctant to do so at such an early date, the FDIC agreed to a compromise in 1950, effectively reducing the rate, not by lowering it but by introducing a rebate system.

After deducting operating expenses and the insurance cost of failures from the assessment income, 40% was to be retained by the FDIC to enhance its fund; 60% was to be rebated to the insured banks. The investment income does not come into the computation.

This was the procedure until 1960 when the rebate was upped to 66.6%.

It was 20 years before the next change and again compromise contributed to the final solution. In 1980 the insurance coverage was at $40,000 per account and the savings and loan industry was clamoring for it to be raised to $100,000.

Jay Janis, then head of the Federal Home Loan Bank Board, made it a crusade. As FDIC chairman, I wanted an increase to $75,000, but no higher. The House supported my position but the Senate insisted on $100,000. At the time interest rates were controlled under $100,000 but free to float at $100,000 or above.

My argument against going to $100,000 was that sharp and shady operators would see a golden opportunity to pay whatever was necessary to bring in brokered money in insured blocks of $100,000 and then use the funds for insider dealings, speculative lending, and a variety of innovative looting of the depositor money, with the government insurance eventually picking up the tab.

Tiny insitutions would balloon overnight and those who followed us as regulators would be faced with a nightmare of failures.

I lost the argument and we lost some banks. But the real carnage came in the savings and loan industry where compliant state legislatures gave the savings and loans the power to engage in all sorts of business that we bank regulators would never permit.

Since the Senate insisted on going to $100,000, I asked for something to help protect the fund. What we got was a reduction in the rebate figures back to the old 60%, plus a new provision that, when the ratio of the insurance fund to insured deposits dipped to 1.10 — $1.10 backing every $100 of deposits — the rebate would be capped at 50%.

There was additional language addressing what would happen if the ratios hit 1.25 and 1.40, but with the numbers headed in the other direction there is no point in discussing these options at this juncture. The ratio, which had fluctuated around 1.20 for decades, dropped to 1.12 at yearend 1986. In congressional testimony this summer, FDIC Chairman L. William Seidman said the ratio may well go down to 1.00 by yearend.

The issue of invoking the 1980 language is now moot, however, since there is no rebate of any kind available to be reduced to 50%. We entered 1987 with a negative carryover of $2.6 billion against the banks' assessment accounts and there can be no refund until this is wiped out.

The last year an assessment rebate was really due was 1983. Continental Illinois failed in 1984 but no loss was recognized on the FDIC books, so there was sufficient money to pay a $67 million rebate for the year. Those credits ranged from $2.3 million to BankAmerica Corp. to two cents to a tiny Florida institution.

Bookkeeping Criticism

The General Accounting Office refused to certify the FDIC's 1984 annual statement because no loss for Continental Illinois was recorded on our books, a bookkeeping decision that had caused dissension in our ranks.

When Mr. Seidman replaced William Isaac as chairman, one of the first things we did was to restate the books for 1984. We showed a $1.3 billion loss for Continental Illinois and put $700 million of it in 1984 and $600 million in 1985. The GAO then certified our statement.

It's good to see that good housekeeping seal of approval appear again in our annual report. But what to do about that $67 million already paid out?

After considering asking the banks for repayment, the solution was to put the $67 million in the negative account. It is now part of the $2.6 billion deficit for future bankers to worry about.

The question of setting reserves for Continental Illinois was a delicate one. Under the rescue contract the old Continental stock, still being publicly traded, becomes worthless if the loss finally tabulated reaches $800 million. The day of accounting is still two years away.

Comment: Page 6 ➞

Mr. Sprague served as chairman or director of the Federal Deposit Insurance Corp. for more than 11 years. During that time he handled 374 bank failures, more than anyone else in FDIC history. He is the author of the 1986 book *Bailout, An Insider's Account of Bank Failures and Rescues*. Mr. Sprague, who has retired from the FDIC, is a contributing columnist for the *American Banker*.

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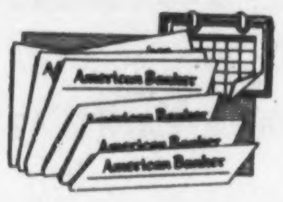
FLASHBACKS

What made news in the *American Banker* this week...



50 Years Ago

- Bank stocks reached new lows for the year on the American Banker Index. The index of 20 bank stocks fell to an average 37.4, matching the low of Oct. 18, 1935. The **American Banker** observed that prices were slipping to the level that existed at the start of the 1935-1937 bull market.
- President Franklin D. Roosevelt dedicated the new Federal Reserve building.
- Public Enemy No. 1 Al Brady, 25, and a 20-year-old accomplice were shot to death by agents of the Federal Bureau of Investigation and state police after he and his gang walked into an ambush in Bangor, Maine. The suspected bank robbers were caught in a hail of machine gun fire as they returned to a hardware store to buy a machine gun they ordered 10 days earlier. A floor plan of the Merrill Trust Co. was found in Mr. Brady's pocket. The gang was believed to be responsible for a string of jewelry store holdups and for robbing the Goodland State Bank, Goodland, Ind.

20 Years Ago

- The number of bank holdups rose to 655 in the first half of 1967. The level was 244 more than in the same period a year earlier. Embezzlement cases involving $10,000 or more dropped to 58 in the first half of the year, from 79 the year before.
- The Federal Reserve Board moved to broaden its control over credit used for securities transactions. The proposed Regulation G extended margin requirements of 70% to such lenders as corporations, partnerships, tax-exempt foundations, credit unions, and anyone acting as an agent for a foreign lender.

10 Years Ago

- The Senate Banking Committee refused to grant federal bank regulators permission to publish lists of financial institutions that were found to repeatedly violate the Truth-in-Lending Act.
- Bert Lance, former director of the Office of Management and Budget, told a packed auditorium at the American Bankers Association convention in Houston that he regretted the nation's bankers were embarrassed by disclosures of his banking practices. "I want you to know I haven't described any banking practices as being typical in the country," he said. Mr. Lance resigned after a report by the comptroller of the currency raised questions about actions he took while head of a Georgia bank.

5 Years Ago

- A report by the Securities and Exchange Commission said the 1980 silver crisis had the potential to disrupt the U.S. financial system. The report examined the attempts by the Texas billionaire Hunt brothers to corner the silver market. The SEC fined the Hunts' broker, Bache Halsey Stuart Shields Inc., and criticized the New York Stock Exchange for failing "to be alert to the potential of a crisis."
- Texas Commerce Bancshares Inc., Houston, credited its 18% gain in third-quarter earnings to strong loan growth. Loans averaged $8.7 billion, up from $6.9 billion in the same period in 1981.
- The heads of three financial regulatory agencies, attending the annual American Bankers Association convention in Atlanta, said they favored some consolidation of their functions as the differences between banks and thrifts continue to blur. But the three men — William M. Isaac, chairman of the Federal Deposit Insurance Corp., Richard T. Pratt, chairman of the Federal Home Loan Bank Board, and C.T. Conover, comptroller of the currency — differed on how such a restructuring should be accomplished.

1 Year Ago

- Lawrence J. White, an economics professor at New York University, was nominated by President Reagan to fill the open Democratic seat on the Federal Home Loan Bank Board.

— Domenica Trevor

Bank Board Unit Gets Interim CEO

Washington Bureau

WASHINGTON — John B. Zellars, chairman of Georgia Federal Bank, Atlanta, will serve as interim vice chairman and chief executive officer of the Federal Asset Disposition Association, the Federal Home Loan Bank Board said Wednesday.

Mr. Zellars will serve until a permanent CEO can be found for the organization. He replaces Roslyn B. Payne, FADA's president, who gave up the additional title of CEO last week after her performance was criticized by Congress.

FADA was chartered as a thrift by the Bank Board in 1985 to help the Federal Savings and Loan Insurance Corp. liquidate assets acquired from failed institutions.

Mr. Zellars has been with Georgia Federal since 1951 and was named chairman in 1982. He is also a past chairman of the U.S. League of Savings Institutions.

Mr. Zellars is one of FADA's original directors.

The interim job will not pay a salary, according to the Bank Board. ■

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April 1, 1988

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Bank Stocks Match Performance of Other Issues

➵ Continued from Page 1

posite index fell 7%.

The market's evaluation of bank stocks apparently excludes fundamentals, such as asset quality and earnings. "Lots of this movement didn't have very much at all to do with their being banks," said Raphael Soifer, an analyst at Brown Brothers Harriman & Co.

He believes much of the volatility in bank stock prices stems from program trading, which was limited by the New York Stock Exchange on Tuesday. Computer-driven trading in securities is concentrated on stocks included in financial futures indexes like the S&P 500.

"Those banks which make up a greater percentage of the S&P 500 show more volatility when trading programs are active," said Mr. Soifer. He cited program trading as a prime reason for the large drops at Citicorp and Morgan last Friday and Monday.

William Weiant, an analyst at First Boston Corp., also ascribed most of the problems in the bank stock market to "mechanical factors," such as program trading.

Concerning fundamentals, Mr. Soifer said bank stocks might have a brighter future if the market believes a recession is on the way. While he does not agree with that forecast, he said some investors consider bank stocks and utilities "defensive" issues. Earnings at such companies tend to be more stable during a recession than earnings at industrial companies.

The analyst said third-quarter earnings, which many banks have reported in the past two weeks, were not pushing stock prices in any direction.

All the major banks "have virtually come out either where we expected or above," said Mr. Soifer. Some, like Bankers Trust New York Corp. and Wells Fargo & Co., have reported gains above expectations and still seen their stocks take a beating in the market.

Mr. Weiant also said one of the banks he favors is Wells Fargo, San Francisco, which had "spectacular" earnings. The concerns of money center banks have been overstated in recent weeks, he said, predicting bank stocks as a group would fare slightly better than market average in coming weeks. ■

Stock Drop Cuts Market Capitalization

Major banking firms, listed alphabetically (dollar amounts in millions)

	Market Capitalization		
	Oct. 16 Close	Oct. 20 Close	% Chg.
Banc One Corp.	$2,450.2	$2,218.1	- 9%
Bank of New England Corp.	2,099.3	1,639.1	-22
Bankers Trust N.Y. Corp.	3,054.7	2,313.6	-24
Chemical N.Y. Corp.	1,977.5	1,401.4	-29
Citicorp	8,979.0	7,436.0	-17
Corestates Financial Corp.	1,525.9	1,313.4	-14
First Chicago Corp.	1,461.5	1,094.2	-25
First Union Corp.	2,476.3	1,944.8	-21
First Wachovia Corp.	2,249.7	1,939.9	-14
Manufacturers Hanover Corp.	1,558.6	1,270.3	-19
J.P. Morgan & Co.	7,498.2	6,386.5	-15
PNC Financial Corp.	3,438.0	2,736.0	-20
Security Pacific Corp.	3,686.1	3,155.2	-14
NCNB Corp.	1,819.1	1,482.7	-18
Wells Fargo & Co.	2,713.5	2,322.0	-14
Total	**$46,978.6**	**$38,653.2**	**-18**

NY Fed Seeks Capital Adequacy Data Before Considering Irving Takeover

➵ Continued from Page 1

sion plan.

Bank of New York startled the banking community with its unsolicited $1.4 billion offer for Irving, which has rejected the bid and asserted it wants to remain independent. The proposal was unveiled on Sept. 25 in a registration statement filed with the Securities and Exchange Commission, followed by the Federal Reserve application on Oct. 2.

In a letter this week, William L. Rutledge, vice president of the New York Fed, said the regulatory filing had been "seriously deficient" in providing necessary financial information, particularly on Bank of New York's plans to divest parts of Irving and sell that bank's headquarters at One Wall Street.

Regional Federal Reserve banks, which process merger applications on behalf of the Federal Reserve Board, often request additional information before considering an application. Mr. Rutledge's letter was seen by some analysts and banking industry lawyers as having a more serious tone than usual for such a communication.

Nevertheless, one observer remarked that the letter should be viewed in context, noting that the Fed usually is asking for additional information on friendly deals. "It isn't normally necessary to ask for stuff on computer systems," he noted, "because in a friendly deal that sort of thing is all worked out in advance."

Others have also raised the question of Bank of New York's ability to manage a combined organization that would be double the bank's present size. Together, Bank of New York and Irving would have had assets of $42 billion at midyear and ranked 11th in size among the nation's banking companies.

Concerning management, the New York Fed asked Bank of New York to discuss how much of Irving's management it could retain or would need to replace, and to "focus in particular on any areas of Irving's current operations where [Bank of New York] has relatively less managerial experience.

A Bank of New York spokesman noted that the bank and its lawyers had not yet had chance to study the regulator's letter concerning the application and could not comment on it.

Meanwhile Irving, which has seen the price of its stock dwindle in the past week to a level at which it traded before Bank of New York's takeover bid, has reported third-quarter earnings that were almost triple its income for the same period of last year.

The earnings, however, included several sizable nonrecurring items, such as a $42.4 million after-tax gain from recognizing value in its pension plan and a $20 million reduction in taxes, which arose from Irving's special loan-loss provision of the third quarter.

The price of Irving's stock, for which Bank of New York Co. has offered to pay $80 a share in cash and stock in its takeover offer, has been pummeled in the stock market this week. It faded to $44.50 by Wednesday morning after closing trading Friday at $65.38 and being in the high 70s after the takeover attempt was announced in early October.

In the third quarter, Irving earned $95.9 million, which compared with $32.6 million in earnings in the third quarter of 1986. Per common share, Irving earned $5.20 in the third quarter of 1987, up $1.73 in the same period last year.

Joseph A. Rice, Irving's chairman, attributed the increased earnings to improved noninterest income, which included the $86.7 million pretax gain on the settlement of some pension plan obligations.

He added that the growth of noninterest income reflects Irving's program of increasing earnings from such banking activities as factoring, foreign exchange trading, fiduciary and securities services, and certain capital markets activities.

Third-quarter noninterest income increased 105.6% to $202.3 million in 1987 from $98.4 million in the comparable period last year. The improvement included a significant contribution to income from the settlement of certain pension plan obligations, through the purchase of annuities from a major life insurance company, in accordance with Statement of Financial Accounting Standards No. 88.

Excluding this gain, Irving's noninterest income rose 17% in the third quarter, principally due to higher trust income, foreign exchange trading revenue, and other noninterest income. ■

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Notices of Foreclosure

SUPREME COURT - COUNTY OF BRONX Federal National Mortgage Association, Plaintiff against Godfrey A. Roberts, et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated August 26th, 1987, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezzanine, on the 2nd day of November, 1987, at 12 Noon premises briefly described as follows: On the north side of East 224th Street, 475 feet west of Schieffelin Avenue, being a plot 107.53 feet by 25 feet and known as 1141 East 224th Street, Bronx, N.Y. Approximate amount of lien $103,197.76 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 17136/84, Dated: October 8th, 1987, Eugene R. Wolin, Referee Philip Irwin Aaron Attorney(s) for Plaintiff, 400 Jericho Turnpike, Jericho, N.Y. 11753.

SUPREME COURT - COUNTY OF BRONX. Marion Robbins, Plaintiff against Helen Martuscelli, et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated September 8th, 1987, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezzanine, on the 5th day of November, 1987, at 10:00 A.M., premises briefly described as follows: On the west side of Crotona Avenue, 290 feet south of 189th Street, being a plot 80 feet by 25 feet and known as 2441 Crotona Avenue, Bronx, N.Y. Approximate amount of lien $31,770.06 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 7873/87, Dated: October 14, 1987, Anthony Suarez, Referee, Roach & Bergman Attorney(s) for Plaintiff, 600 Old Country Road, Garden City, N.Y. 11530.

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Friday, October 30, 1987

Today

CORPORATE STRATEGY

Northern Trust Corp. is sprucing up more than its building in Chicago as it shakes off its image as a stodgy financial institution. ______ 24

THRIFTS & MORTGAGES

The nation's mortgage lenders, locked in a heated battle for market share since April, may see some reallocation of the spoils with the recent drop in interest rates. ______ 14

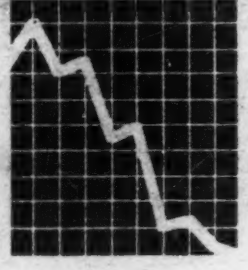
Mortgage servicing is enticing brokers as profits generated from the housekeeping tasks relating to the loans increase. ______ 14

After six months, the Dime Savings Bank of New York is still waiting for approval to set up a trust company in Massachusetts. ______ 16

The U.S. League of Savings Institutions, based in Chicago, is planning to expand its presence in the nation's capital. ______ 16

With new FSLIC money on the way to help in bailouts, interest in failed Texas thrifts continues to grow among potential buyers. ______ 18

CRASH OF '87



Security Pacific Corp.'s proposed options clearing and brokerage system faces more snags, as controversy continues over Continental Illinois' violation of legal lending limits to help its options unit through the market collapse. 6

Certificates of deposit tying yield to market fluctuations have been reeling in the recent volatility. ______6

Charles Schwab & Co. said it will suffer a $22 million loss because of a "significant" unmet margin call of one of its options customers. ______6

INSIDE

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Oct. 19 iced the cake. It is difficult, if not impossible, for thrifts to convert today.

John J. Lyons of Lyons, Zomback & Ostrowski Inc., bank and thrift consultants, on the status of mutual to stock conversions. [Page 1]

Unquote

After the Crash

Major Borrowers Might Shun Equities Markets

Current Volatility Could Send Governments and Corporations Back to the Banks

By JOHN J. DUFFY
London Bureau

LONDON — Among the many repercussions likely to flow from the crash in stock market prices, experts say, is a potentially major shift in the way governments and large corporations raise money.

The rout in the equity markets and the severe volatility in the bond and currency markets, finance experts say, will ultimately have an impact on the headlong trend toward securitization — the phenomenon of turning loans into securities that can be traded freely in the public markets.

With many sectors of the securities markets now effectively closed to all but the world's top-rated issuers, the market crisis may have the effect of turning many borrowers back to conventional banking products such as loans.

Boost in Loan Demand Seen
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"If you want floating-rate money today, where do you go?" asked Robert Russell, an associate director of County NatWest Investment Bank.

"You can't go to the equity market. You can't go to the floating-rate note market. You basically have got to go to a bank," he said.

A shift away from securities and toward bank credit products is likely to be more pronounced in the Euromarkets than in the U.S., experts say, largely because of the regulatory and structural differences between the two markets.

In the U.S., for example, the Glass-Steagall Act prevents banks from offering note issuance facilities, or NIFs, currently the most rapidly growing loan product in the Euromarkets. And structurally, the U.S. debt markets remain basically healthy while the Eurobond market is struggling with severe problems brought about by currency volatility, illiquidity, and fierce competition. The problems have frightened away many borrowers.

"During the whole of this year we have seen a resurgence of interest in syndicated loans from people who have

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A VIEW FROM OUTSIDE

MARTIN MAYER

Musings from the Pit

LAST week in this column, it was noted sorrowfully that nobody at the Federal Reserve seemed to have read Bagehot. He wrote that in times of financial crisis, the central bank should not only make everyone liquid, but should also see that the recipients of that liquidity pay for it at a relatively uncomfortable price.

Trying not to make trouble, I did not argue that the excess funds the Fed was giving away would erode the exchange value of the dollar (which is what, more or less inevitably, happened), but that they would beat up the long bonds, a result that is still in our future.

Meanwhile, on Wednesday, we were treated to the highly unedifying spectacle of our central bank desperately pumping dollars into open-market operations with one hand, and desperately buying them back in the foreign exchange market with the other. This is not conducive to long-run confidence in the currency or the country.

Continued, it will make the deficit worse, because losses in the foreign exchange market will reduce the annual payment the Fed makes to the Treasury in return for having been given the seignorage in farm.

There is and always was a way out: which is to use the banks as — in E. Gerald Corrigan's nice phrase — conveyor belts for government policy. Instead of spreading out the liquidity through open-market operations and driving down interest

View: Page 4 ➞

Stock Drop Leaves Some Thrifts Sorry They Converted

By LINDA ELLIS

NEW YORK — The feeling might be mutual among recently converted thrift companies: It would have been better to remain a depositor-owned association than convert to a stock company in the year of a market crash.

Take the case at Goldome FSB, Buffalo. In July, the thrift sent the first solicitation for its stock conversion at $8.50 to $11.50 per share. It was undersubscribed, so Goldome shifted the range and went to market in August at $7. The stock plunged 50%, to $3.50, between the offering and last Tuesday

Market: Page 15 ➞

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A VIEW FROM OUTSIDE

Musings from the Pit

Continued from Page 1

rates, the Fed should have thrown open the discount window (as it did in the aftermath of the Penn Central collapse) and urged the banks to support their customers on the cuff, but at a price.

It's easy to run down borrowings later, and meanwhile the Fed could assume a lot of control over what the banks did with the money. In a time of crisis, people want to look to their government and, for a while at least, lifted eyebrows would have controlled even the most sophisticated of the banks' trading departments.

There's no shortage of crisis days ahead: The Fed still has time to change its procedures, if it has the will.

The problem, in part, is that leadership now requires a frank admission that the nation is going into a recession. The task is to make it as short and shallow as possible at a time when the normal macroeconomic tools have been rendered inoperative by our foolish accumulation of debt through the years of prosperity.

With some boldness from our trading partners, who will need another place to lend their money and sell their goods, and who have a large stake in our rapid recovery, it might be possible to use this recession as a time for improving the effective demand of the LDC debtors on the world economy.

If the Japanese were to take steps to ease the pressure on Brazil, for example, it would help us as well as the Brazilians. The money's there: We won't be borrowing so much internationally for a while. Stranger things have happened, as the song says, but I can't remember when.

From the point of view of the banks, the terrible thunderclouds of the last weeks do have some silver linings.

Deposits have flowed back to the safer intermediaries (how helpful it was that Comptroller of the Currency Robert L. Clarke could assure the public that banks are not involved in the stock market!).

The regulators will not have the chutzpah to bend the law for the purpose of inviting the commercial banks to join the investment banks in what will be a pretty capacious graveyard.

And securities that were supposed to be salable have turned out to be about as illiquid as stones. It will be a long time before anybody who thinks he may need the money some day buys a junk bond again.

This is a mixed blessing, of course, to the many banks and thrifts (some of them very large institutions, too) that stocked up on junk bonds because they needed yield and are now stuck with them in sickness as in health.

But on the longer view it does mean that more of the business that ought to be done by banks — because banks, if they take the trouble, can know the borrowers — will be done by banks once again.

The drive for securities powers is, of course, dead.

One of the most interesting comments made on Continental's troubles with First Options is that the bank had been dumb to put that $625 million in as a loan, exceeding its legal lending limits, because the holding company could always have put it in as a capital infusion, which was perfectly legal. That states the case against permitting bank holding companies to own such things, far beyond my poor power to add or detract.

This was Drysdale again, of course: Bankers thought they were in a processing business, when really they were extending credit. The very bad behavior of Morgan stock in the downturn argues that at least some investors have been worried that something of the sort could happen at Euroclear.

The question to be answered in the coming months, in any event, is not whether the giant banks should have new securities powers, but whether some of the powers they have been awarded or have assumed in the last half-dozen years should now be specifically withdrawn. "Deregulation" will be, if it isn't already, a dead issue.

Even if Congress does not extend the moratorium, the regulators, even the fellows in those jobs today, will not have the chutzpah to bend the law for the purpose of inviting the commercial banks to join the investment banks in what will be a pretty capacious graveyard.

Indeed, after the experience of fourth quarter 1987 in London and Tokyo, it is by no means clear that the big banks are going to be so eager to take part.

Since the worst destruction by far has been in the third-tier stocks of the Amex and the OTC market, I do hope that Congress will, however, consider allowing small banks — of less than $500 million or so in footings — to underwrite and make markets in the securities of companies that qualify for Reg A treatment by the Securities and Exchange Commission.

These companies are the lifeblood of capitalism in the United States, and the Wall Street types who used to court their business will be gone.

But the money center banks and the big regionals had better stick to banking for a while. Assuming the loan losses are controllable, it will be a better business than it's been, anyway.

Among the miscreants of the last two weeks, Citibank stands out strongly. It was a very reluctant lender to the market.

It published a quarterly report among the more misleading of its species. "Earnings" were increased by a $140 million deferred "tax credit," which refers to the taxes the bank won't have to pay in years to come on income that will be offset by expected write-offs on the loan portfolio.

Meanwhile, unbeknownst to the readers of the 10-K, Citibank has in fact paid these taxes to the IRS because, under the 1986 tax law, the famous addition to loan-loss reserves is not tax deductible.

A miracle of accountancy has made an increase in earnings out of what is at best a wash with negative implications — for the $140 million paid to the IRS will be out of the earning assets, and the $140 million "credit" can't earn anything because it isn't there. Then bankers wonder why people don't have "confidence" in the banks.

And despite the demands of public policy and the Fed that the bank increase its equity, Citicorp proclaimed and apparently indulged in a major buyback of its own stock. It's a long time between drinks, but there are those of us who remember from our reading that Charlie Mitchell did that in 1929, when it was National City Co. and National City Bank, not to very good effect.

Chairman John Reed told David Lascelles of *The Financial Times* that the company was paying $45 a share for Citicorp stock, which he considered a grand bargain. Last I looked, the price was below that. How do we account for those losses in the next quarterly report? Do we put our own stock in the investment portfolio, where we can carry it at cost?

Stock buybacks should be made illegal, anyway: They diminish the equity base of the economy, and they are a form of market manipulation, pure and simple. They impact directly upon the earnings or wealth of the executives who order them. And most of these executives have stock options or own stock in the company, or have pension plans tied to the value of the stock.

In Citicorp's case, moreover, there is an additional element to be considered. Nobody has said more loudly that Brazil and Mexico must not use their exchange reserves to buy back their debt at a discount, because that would be cheating the banks and would make it impossible for banks to lend to them again.

Citicorp just sold $1.2 billion of stock for $57 a share. The people from whom they have now bought it back at $45 — no small fraction of them in the underwriting community, which got snookered into increasing the issue at the last minute — may not be so happy to see Citicorp again! ■

Mr. Mayer is the author of "The Bankers" and "The Money Bazaars."

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LETTERS TO THE EDITOR

Private Insurance Could Guarantee Capital Level

To the Editor:

As you know, to some degree there is a forbearance program set forth between the Comptroller of the Currency and the other regulators. However, there have been very few regulations that I have ever agreed with, but I do think the following would be worth considering.

First and foremost, capital-to-assets for a bank is pretty well accepted at 6%. As we both know, some of the larger banks and banks in general have fallen to little more than 4%. However, other banks have capital as high as 10% and above.

I am now addressing a problem for a bank that would have 4% or 5% capital to assets. Why couldn't large insurance companies in this country get together and form a special company, since they have huge assets, and offer banks the following: an insurance policy that would insure a bank having a minimum of 6% capital to assets.

For instance, if the capital of a bank should fall to 5%, and the regulators came in and said that 5% was not adequate and they wanted 6%, then a bank could show them an insurance policy that guarantees 1% capital.

In turn, a bank would pay a premium to the insurance company for the policy. In order to qualify for this insurance, a bank would have to be run properly, maintain an adequate reserve for losses, and its delinquency would have to be within its peer group.

The bank would also be required to have a certified public accountant conduct annual audits. If banks would adhere to this, I think this would be a safe investment for insurance companies. At the same time, regulators could be more at ease knowing that banks would have an insurance policy that would guarantee and additional 1% capital, if the regulators felt this was needed.

We must get the private sector involved in various aspects of regulation and have the regulators serve in a reduced capacity. For instance, I believe the regulators should be concerned with the quality of loans, plus testing the quality of loans against our reserve for losses.

Several years ago an event occurred that was quite comical. A little woman examiner carried our stock ledger around with her for three full days and she held it very close to her body. Finally I asked her the purpose of carrying the stock ledger around with her, and she replied, "Quite frankly, I am checking on you because you purchased 10 shares of stock from someone and I want to see if the proper amount was paid for the stock!"

Only the government could spend three days on such a very small transaction. Eventually she found out that I had paid the proper price for the stock. This little woman examiner then walked away quite happy — which proves to a great degree that no regulator ever kept a bank from going under because the examiners really do not look at the proper things when they come in to do their specialized work.

We cannot cure the world, but I do think examiners should spend time on loan review and the private sector should be responsible for helping a bank maintain capital adequacy.

Abraham Lincoln once said that the government should never be involved in affairs that the private sector can do for itself. Let's get government out of some areas and get the private sector into some areas. This in itself will help reduce the federal deficit.

J. Knox McConnell
President
The First National Bank of Keystone
Keystone, W.Va.

Market Drop Leaves Some Thrifts Sorry They Changed Ownership

➔ Continued from Page 1

as the stock market has been blindsided by historic losses.

"Most thrift stocks have gone down; we are no different," said a spokesman for Goldome.

A look at the recent behavior of thrift stocks that have been offered to the public this year, or that have been acquisition targets this fall, shows winners, losers, and issues that never made it to the starting gate. The latter are, in most cases, just as glad not to have their stock in the running.

The stock of Anchor Savings Bank, Hewlett, N.Y., was off 47.8% Tuesday from its first trade in February.

At Greater New York Savings Bank, New York, where the stock was off 36.8% since a June conversion, Philip A. Cimino, first vice president, investor relations, said he has nevertheless had only "a couple of calls" from stockholders. Mr. Cimino cited the market in general as responsible and said Greater New York is faring no worse than typical thrifts in New York State.

Heritage Federal Savings and Loan Association, Olympia, Wash., nearly made it to the post office with its offering circulars but decided early last week to hold back and hope for "some market stability," said Sandra Seagroves, its vice president and marketing director.

Planned Conversions Are Off

"Conversions in the pipeline now are all but dead," said John J. Lyons, managing principal of Lyons, Zomback & Ostrowski Inc., New York, a bank and thrift consulting firm. "The market for newly converted thrifts has been sliding dramatically since well before Oct. 19.

"Oct. 19 iced the cake," he said. "It is difficult, if not impossible, for thrifts to convert today, absent the smallest doing a purely community offering. Larger private investors and institutions have very little interest in thrift stocks."

On the brighter side, Cottage Savings Association, Madeira, Ohio, brought its initial public offering out at $10. It traded Tuesday at $15.50, a 55% jump since January. John L. Schinner, chief financial officer, cites good earnings. Ruth Myers, assistant vice president, said the thrift has had a few calls from stockholders concerned about the news from distant Wall Street and has advised them to hold on to their shares. Obviously, the new owners are listening.

The winners aren't sure why they are winning, anymore than the losers know why they are losing.

Anthony J. Calabrese, president of Washington Bancorp, Hoboken, N.J., parent of Washington Federal Savings Bank, has seen the stock move up a fraction from $10.50 in the past two weeks.

"It could be our performance, which is great," he said. "Or it could be that we're in a prosperous area. Or it could be something else."

Acquisitions and mergers have been impacted by the market crash.

On Oct. 21, two days after the worst decline in the Dow Jones industrial average in history, stock in Fairhaven Savings Bank, Fairhaven, Mass., was selling at $11. At midnight it was acquired by Citizens Financial Group, Providence, R.I., for $17 a share, making it the largest percentage gainer among all financial services stock for the week of Oct. 19-23.

Carteret Negotiations Ongoing

On the other hand, on Oct. 22, Home Group Inc., New York, said it wanted to renegotiate a lower price for Carteret Bancorp, Morristown, N.J. A $22.50 share price was struck Aug. 4; last Friday Carteret stock closed at $12.38. Negotiations are ongoing and several analysts said the whole deal may end up in court.

"Most acquisitions already arranged are being canceled," said Reid Nagle, president of SNL Securities, Hoboken, N.J. "A lot of new deals will arise, but at different plateaus and on different terms."

For a conversion in the pipeline — and there were 22 applications to the Federal Home Loan Bank Board in August and September — postponement and reissue of the stock offering means, by Bank Board regulation, that financial statements have to be updated and significant printing costs incurred again, Mr. Lyons said.

"Indeed, it will cost us hundreds of thousands of dollars, maybe $300,000, mostly in printing costs, to go through with a postponement, but we are absolutely attempting to do so," said Joseph D. Gioffre, president, Greenwich Federal Savings and Loan Association, Greenwich, Conn.

Greenwich was set to convert Nov. 13. "The pricing was forced too low for us," Mr. Gioffre said. "Until we see stabilization in the market, we will not go public. Right now, though, we're trying to get the Bank Board to tell us what to do and they're uncertain."

"There is no stigma attached to slowing down or postponing," Mr. Lyons said, "but there is that loss of market momentum."

"Our timing is perfect — perfectly lousy," mourned Thomas W. Schini, president of First Federal Savings and Loan Association, La Crosse, Wis. "We re-evaluated our stock conversion Oct. 5 and decided to go ahead. We lowered our range and had a resolicitation period that ends this Friday [today] and it's too early to tell how it's going. We're relying on our investment banker, PaineWebber, to advise us on this as we go forward."

Austin J. Mulhern, president of Security Federal Savings and Loan Association, Cleveland, is holding a meeting with his board today to consider an extension of the thrift's planned stock offering and conversion. "We have to talk about the market. But if we knew what it would look like in 90 days or so, we could all retire," Mr. Mulhern said.

First Federal Savings Bank, Cleveland, said the recent stock market decline has forced several changes in the thrift's proposed initial public offering. The initial shares will be offered within an $8 to $10.50 range, down from $10.20 to $13.20. The stock subscription period is being extended from Nov. 7 through Nov. 16.

At Benj. Franklin Federal Savings and Loan Association, Portland, Ore., G. Dale Weight, chairman and chief executive officer, has watched his thrift's stock fall from $7 to $4.50 in the market carnage.

"Lot of jitters around right now, especially about interest-rate-sensitive stocks, and we were not spared," Mr. Weight said. "But we're recovering and our investors are not showing a lot of concern." ■

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Toll on Stocks Of Converted Thrifts

	Offering Price	Price at 10/27	%Change
Goldome, Buffalo	7.00	3.50	-50.00%
Anchor Savings Bank, Hewlett, N.Y.	11.50	6.00	-47.83%
1st American Savings Bank, Canton, Ohio	6.88	3.62	-47.38%
Peoples Savings Bank of Monroe, Monroe, Mich.	11.00	6.50	-40.91%
Valley Federal Savings Bank, Terre Haute, Ind.	6.50	4.00	-38.46%
Fulton Federal Savings & Loan, Atlanta	7.00	4.38	-37.43%
Oriental Federal Savings Bank, Humacao, P.R.	11.50	7.25	-36.96%
Greater New York Savings Bank, New York	9.50	6.00	-36.84%
First Federal of Wooster, Wooster, Ohio	14.00	8.88	-36.57%
First Federal of East Hartford, Hartford, Conn.	10.00	6.50	-35.00%
First Federal Savings Bank, Puerto Rico, Santurce, P.R.	11.13	7.25	-34.83%
Eliot Savings Bank, Boston	11.88	7.88	-33.67%
Security Financial Group Inc., St. Cloud, Minn.	10.00	6.75	-32.50%
Yorkridge-Calvert Savings, Baltimore	10.00	6.75	-32.50%
Elmwood Federal Savings Bank, Media, Pa.	8.50	5.75	-32.35%
Onondaga Savings Bank, Onondaga, N.Y.	6.00	4.12	-31.33%
Parkvale Savings Association, Pittsburgh	8.00	5.50	-31.25%
Eagle Financial Corp., Torrington, Conn.	11.50	8.00	-30.43%
Rockingham Bancorp, Exeter, N.H.	11.50	8.00	-30.43%
Bristol Federal Savings Bank, Bristol, Conn.	11.50	8.00	-30.43%
Security Savings and Loan, Vineland, N.Y.	6.88	4.88	-29.07%
First Financial Savings Bank, Downingtown, Pa.	9.00	6.50	-27.78%
First S&L of Penns Grove, Penns Grove, N.J.	9.00	6.50	-27.78%
Washington Federal Savings-D.C., Washington, D.C.	10.00	7.25	-27.50%
Ameriana Savings Bank, New Castle, Ind.	10.00	7.25	-27.50%
First Federal of Salt Lake, Salt Lake City	6.50	4.75	-26.92%
Federated Financial Savings, Wauwatosa, Wis.	8.50	6.25	-26.47%
Standard Federal Bank, Troy, Mich.	8.25	6.12	-25.82%
Raleigh Federal Savings Bank, Raleigh, N.C.	9.25	6.88	-25.62%
Fayette Federal Savings Bank, Connersville, Ind.	8.00	6.00	-25.00%
Cardinal Federal Savings, Owensboro, Ky.	10.00	7.50	-25.00%
Fidelity Federal Savings Bank of Marion, Marion, Ind.	7.50	5.75	-23.33%
First Federal of Western Penn, Sharon, Pa.	9.50	7.50	-21.05%
Washington Federal Savings Bank, Hillsboro, Ore.	6.63	5.25	-20.75%
Germantown Savings Bank, Germantown, Pa.	9.75	7.75	-20.51%
Gateway Federal Savings, Cincinnati	9.00	7.25	-19.44%
Bell Savings Bank, Upper Darby, Pa.	12.00	9.75	-18.75%
Abraham Lincoln Savings Bank, Dresher, Pa.	12.00	9.75	-18.75%
Southold Savings Bank, Southold, N.Y.	12.00	9.88	-17.67%
Regional Federal Bancorp, New Albany, Ind.	10.00	8.25	-17.50%
Prospect Park Savings & Loan, Paterson, N.J.	13.80	11.50	-16.67%
Morsemere Financial Group, Fort Lee, N.J.	10.50	8.75	-16.67%
Montclair Savings Bank, Montclair, N.J.	15.00	12.50	-16.67%
Federal SB of New Britain, New Britain, Conn.	10.00	8.50	-15.00%
Citizens Savings Bank, Ithaca, N.Y.	9.75	8.50	-12.82%
Evansville Federal Savings, Evansville, Ind.	6.00	5.25	-12.50%
Inter Federal Savings Bank, Chattanooga, Tenn.	10.00	9.00	-10.00%
Cabarrus Savings Bank, Concord, N.C.	5.00	4.50	-10.00%
Indiana Federal Savings, Valparaiso, Ind.	10.00	9.00	-10.00%
Cumberland Federal Savings Bank, Louisville, Ky.	10.25	9.25	-9.76%
Cheshire Financial Corp., Keene, N.H.	14.38	13.25	-7.86%
Greencastle Federal SB, Greencastle, Ind.	10.00	9.25	-7.50%
Workingmens Co-Operative Bank, Boston	11.50	10.75	-6.52%
United Savings of Greenwood, Greenwood, S.C.	8.75	8.25	-5.71%
Home Federal SB of Xenia, Xenia, Ohio	10.00	9.50	-5.00%
Brandywine Savings and Loan, Downington, Pa.	8.50	8.25	-2.94%
Brooklyn Savings Bank, Danielsen, Conn.	8.50	8.25	-2.94%
Seacoast Savings Bank, Dover, N.H.	10.00	9.75	-2.50%
First Federal SB Elizabethtown, Elizabethtown, K.Y.	12.50	12.25	-2.00%
First Financial Savings Association, Cincinnati	10.00	9.88	-1.20%
Railroadmen's Federal Savings, Indianapolis	10.00	10.00	0.00%
St. Paul Bancorp, Chicago	10.00	10.12	1.20%
C K Federal Savings Bank, Concord, N.C.	12.50	12.75	2.00%
Washington Bancorp, Hoboken, N.J.	10.50	10.75	2.38%
Raritan Bancorp, Raritan, N.J.	10.00	10.50	5.00%
Maryland Federal Savings, Hyattsville, Md.	8.50	9.00	5.88%
American Federal Savings Bank, Jacksonville, Fla.	7.00	7.50	7.14%
Home Federal Savings Bank, Charleston, S.C.	9.00	9.75	8.33%
New Bedford Institution, New Bedford, Mass.	14.38	16.12	12.10%
Peoples Federal SB Dekalb Co., Auburn, Ind.	10.00	11.25	12.50%
Western Carolina Savings, Valdese, N.C.	10.00	11.50	15.00%
First Federal SB Dickson, Dickson, Ind.	10.00	12.00	20.00%
Reisterstown Federal SB, Reisterstown, Md.	9.09	11.00	21.00%
Southstate Bank for Savings, Brockton, Mass.	11.00	14.12	28.36%
Bethel Bancorp, Bethel, Maine	10.00	13.00	30.00%
Homestead Savings Association, Middletown, Pa.	8.00	10.50	31.25%
Deerfield Federal Savings, Deerfield, Ill.	12.50	16.75	34.00%
Cottage Savings Association, Madeira, Ohio	10.00	15.50	55.00%

Source: SNL Securities, Hoboken, N.J.

Compiled by Francisco Garcia 3d